



## HPM004 Mechanical Engineering Specialist for the Water Sector Company for Sale – North of England

An opportunity has arisen to acquire a mechanical engineering company specialising in the Water Industry. Benefitting from over 3 decades of trading, this business has built a solid and long standing client base comprised of prominent UK utility companies, and principal civil and mechanical contractors.

The company carries out a range of mechanical installation, maintenance and refurbishment projects for essential water and wastewater treatment equipment and systems. The wide scope of systems within the company's expertise includes inlet screens, chemical dosing systems, pipework, screening handling equipment and sludge screens.

Its highly skilled and qualified mechanical installation teams routinely deploy the company's services onsite for its clients. These services are delivered through a comprehensive project management, on site supervision, detailed Risk Assessments & Method Statements and equipment testing & calibration.

The business operates from industrial premises, where its specialist engineering team can carry out projects offsite from its fully equipped workshop facility. The company's work is supported by key industry accreditations, which include CHAS, Constructionline, Achilles UVDB Verification and ISO Quality Management Systems.

As a well-established specialist in an industry with high barriers to entry, this company represents an acquisition opportunity positioned for sustainable growth, through its existing client contracts, coupled with the substantial upcoming investment due to the UK water industry.

### Highlights

- Over 3 decades of trading history.
- Client base consisting of leading UK utility companies.
- Recognised mechanical installation specialists within the Water & Wastewater industry.
- Well-qualified engineering team with newly appointed key senior person.
- Clearly defined and achievable scope for growth even within current customer base.



## Financial Overview

<b>F/Y:</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025 (Proj)</b>
<b>Sales revenue</b>	<b>£1,703,531</b>	<b>£2,012,320</b>	<b>£1,402,230</b>	<b>£3,598,117</b>	<b>£4,100,000</b>
Gross profit	£808,685	£783,997	£794,924	£1,358,933	£1,548,500
<i>Percentage</i>	<i>47%</i>	<i>39%</i>	<i>57%</i>	<i>38%</i>	<i>38%</i>
<b>Adjusted EBITDA</b>	<b>£154,545</b>	<b>£75,740</b>	<b>£39,636</b>	<b>£366,104</b>	<b>£432,500</b>
<i>Percentage</i>	<i>9%</i>	<i>4%</i>	<i>-3%</i>	<i>11%</i>	<i>11%</i>

- Directors' replacement cost is accounted for within the Adjusted EBITDA.

## Offers Invited