



HPM212 – Modular Lighting & Control Systems Manufacturer for Sale – South UK

An opportunity has arisen to acquire a well-established UK manufacturer of market leading lighting connection and control systems. Recognised across the industry for its innovation and product quality, the company has developed a strong position supplying through a national network of electrical wholesalers into a diverse range of commercial and public sector projects.

The business offers a wide product portfolio, all designed and assembled in the UK., the systems have a significant differentiator which simplifies installation and supports fast-track project delivery.

The client base includes over 1,100 active wholesale accounts, with strong repeat business from electrical contractors and wide adoption in sectors such as education, healthcare, offices, and secure facilities. Products are often specified by M&E consultants at the design stage, enhancing pricing power and consistency of order flow.

The company has an innovative product being launched in 2026 which is expected to significantly expand its market scope and introduce new revenue streams.

Operations are underpinned by a lean and scalable assembly model, with core components outsourced to trusted UK suppliers and final assembly, testing, and dispatch completed in-house. The business operates from freehold premises, which are included in the sale.

The company is fully managed day-to-day by a long-standing Managing Director and experienced functional heads. The shareholders are seeking a planned retirement and will provide transitional support.

Highlights

- Established UK manufacturer of lighting connection and control systems
- Recognised industry brand with a high-quality, modular product range
- 1,100+ active wholesale accounts with wide project end-use across sectors
- Strong track record of profitability and over 10% growth forecast this year
- Experienced senior management in place – day-to-day operations fully delegated
- Freehold premises to be included in the sale, independently valued at £1.95m



Financial Overview

F/Y:	2022	2023	2024	2025	2026 (Proj)
Sales revenue	£6,847,452	£8,081,135	£9,280,195	£9,272,546	£10,304,700
Gross profit	£3,643,591	£4,478,973	£5,414,174	£5,380,786	£5,941,000
<i>Percentage</i>	53%	55%	58%	58%	58%
Adjusted EBITDA	£1,714,067	£2,520,107	£3,098,051	£3,215,339	£3,381,179
<i>Percentage</i>	25%	31%	33%	35%	33%

Offers Invited