

## H09209 – Construction equipment sales, parts and service company and distributor rights for sale

### Business overview

- Outstanding opportunity to acquire a successful construction and utility equipment sales, parts and service business.
- This is a highly profitable and cash generating business, which continues to grow despite the current economic climate.



- The business operates a simple business model based on:

1. New and used equipment sales,
2. Aftermarket parts sales and
3. Service under warranty and preventative maintenance contracts

- The company has distributor rights in the UK for a well known international brand and manufacturer of construction, industrial and agricultural equipment.
- The business benefits from highly honed business processes and sales strategies that have been developed and proven over the last 30 years. A new owner coming into the business would be able to benefit from the processes, infrastructure and management that are already in place.
- Targeting regional hire companies as well as industrial and agricultural end users that will run a fleet of 2 to 5 machines, the business is still in the early stages of its marketing plan allowing significant potential for a new owner to grow the business further.
- The product range includes loaders, excavators, telescopic handlers.



**Employees:**

- 1 general manager + 8 staff

**Premises:**

- Offices, warehouse and yard. Rent: £62.5k per year. Rates: £16.8k per year.

**Reason for sale:**

- The business is part of an existing group of companies based outside of the UK. Although the UK operation is successful, the owners have decided to concentrate on their domestic real estate and construction divisions.
- The vendors would be happy to provide a full hand-over period subject to terms.

**Financial overview**

<i>Year (to 31 Dec)</i>	<i>2008 April to Dec</i>	<i>2009 Full year</i>
Turnover	£2,966,336	£3,817,135
EBITDA	£184,688	£232,677
<i>Percentage</i>	<i>6%</i>	<i>6%</i>

**Offers invited**