



Acquisition Opportunity

UK (England)
Manufacturer of Specialized Products
to the Plumbing Trade

Business Description:

This business supplies and carries out some in-house manufacture of its own range of specialist products for the plumbing sector, predominantly via major national merchants. Satisfying a niche sector, it has a dominant market share in a number of areas, and has genuine brand recognition.

Founded by the current owners nearly 20 years ago, the company has enjoyed practically uninterrupted growth despite the economic uncertainty since 2008, developing from a small operation run from home to an enterprise with turnover now exceeding \$3.7M and employing around 20 staff from its premises in Yorkshire. There is a management team in place to support the owners.



Sales are B2B, with most products aimed at the residential housing market. A relatively newly developed commercial range offers further opportunity as does development of an online B2C platform. Currently all sales are to the UK but opportunities within the EU are being explored.

The business currently generates sales of \$3.7M and above, delivering a sustainable adjusted EBITDA of c \$660k. Organic growth forecast for the sector, coupled with opportunities being pursued, means the business is expected to deliver sales of \$4.6M and an adjusted EBITDA of \$850k by 2018/19. This business has grown to the point where the current owners feel it would be better served by new owners with the skills and energy to capitalise on the substantial further opportunities. It is a suitable acquisition for high net worth individuals wishing to retain the business as a standalone enterprise, a bolt on for a larger business with a complementary product range, or for a private equity team assembling a group.

The Transaction:

The transaction is business based on a sustainable adjusted EBITDA of \$660k. The vendors are prepared to commit to an extended 2-3 year handover in order to protect that anticipated growth.

Financial Summary \$k			
Yr Ended	2016	2015	2014
Revenue	3720	4042	3241
Adjusted EBITDA	533	657	432

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
UK	Compiled	Yes	15	82990

Direct All Inquiries to:
Gottesman Company
Refer to: S-2888-2 MLJ
Tel: 212-330-8010 Fax: 646-434-4557
E-mail: office@gottesman-company.com

1/16/17

Gottesman Company – 200 East 71st Street – New York, NY 10021

www.Gottesman-Company.com

This document is confidential and contains proprietary information belonging to Gottesman Company. It is unlawful to reproduce or distribute without express written consent of Gottesman Company. No warranties or representations are made in connection with the information provided herein. Gottesman Company is an M&A Business Broker, whose mission is to locate opportunities and introduce participants.