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We are a Business Sales, Mergers & Acquisitions company based in the south east. This document contains the details of a business we are currently involved in selling, which we wanted to bring to your attention as our research suggests that this acquisition may be of interest to you.

## AN EXCEPTIONAL UK ACQUISITION OPPORTUNITY

### BUSINESS ELECTRICAL FACILITY SERVICE COMPANY - Ref. 1009KWS35

The opportunity exists to acquire a successful company providing business services, including Portable Electrical Appliance Testing and Fixed Electrical Installation Testing as a nationwide service.

The company has a very high customer retention rate which includes major retailers, local authorities, facilities management firms, educational establishments and other commercial and industrial organisations. The top 20 customers constitute over 50% of revenue.

The business has over 50 staff, which includes direct sales staff and they have long standing relationships with subcontractors who provide also provide services.

The engineers are all employed (PAYE) and use their own vehicles. They use the latest equipment including hand-held computers which remotely transfer test results to the server for processing. Clients are provided with test results online.

The company operate from two rented premises.

**Key investment consideration:** The company has a consistent record of organic revenue growth and profitability since commencing trading in the nineties. Growth for 2009 and 2010 has continued.

#### Principal Financials

	2007	2008
	(£)	(£)
Sales	2,693,231	3,169,159
Gross profit	1,160,407	1,252,246
Adj. EBITDA	575,000	575,000
Net Assets	329,647	185,484
Cash at Bank	18,775	123,800
Debtors	896,268	715,862

**Reason for sale** – The director wishes to further develop other interests, which have no direct or indirect conflict with the above.

**For further information, please sign and return the fax-back form overleaf or alternatively contact Paul Briant or Russell Veitch on the above number or by email to: [enquiries@keywealthsolutions.co.uk](mailto:enquiries@keywealthsolutions.co.uk)**