

SPOTLIGHT

THE MAGAZINE FOR BUYERS | FEBRUARY 2023



WELCOME TO THE LATEST EDITION OF SPOTLIGHT

The magazine from Hilton Smythe for businesses and individuals looking to acquire.

Thank you for downloading Spotlight, our quarterly brochure that details our current business opportunities. Spotlight focusses on businesses for sale with turnovers between £1m and £20m. We sincerely hope that you find an opportunity that meets your needs and goals. If not, we are always pleased to register your specific criteria so that we can let you know about suitable matching opportunities in the future. Please contact one of the team or complete our NDA to register your specific interests.

Don't forget to speak to us about debt finance or our acquisition search services, which may also be of assistance in your search for your next business opportunity. Please also follow us on [LinkedIn](#) to follow the latest trends and news relevant to Mergers & Acquisitions.

The team are always on hand to answer any questions or assist wherever they can, so please feel free to get in touch should you need anything.

We hope you find a suitable opportunity with us in the very near future.

All the best.

GARETH SMYTH, CEO, Hilton Smythe Group.



OPPORTUNITIES

£1M Plus

Turnover

For more information or to talk to one of our business advisers email us at: enquiries@hiltonsmythe.com

Alternatively, you can call us on: 0161 672 5060.

Interested parties will be required to sign an NDA.



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PROPERTY ASSET MANAGER AND SURVEYORS

- The business is based in London.
- YE21 turnover in the region of £1.1m.
- Gross profit in the region of £1m/EBITDA £234k.
- Property Service / Chartered Surveyors.
- There are 13 staff members, including the owners.
- The sale of 100% share capital.
- Diverse range of services attracts high volume of client.
- The 90% repeat business provides a reliable income stream.
- Efficient operations result in high profit margins.

REF: B06972

ROAD MARKINGS PROVIDER

- The business is based in Midlands
- YE22 turnover in the region of £1.9m.
- Gross profit in the region £675k/EBITDA £445k.
- Road Marking/Road works.
- The sale of 100% share capital.
- There are 17 full-time staff members including the owners and two-part time employees.
- Several services attract a varied client base.
- Majority of work comes from repeat business, providing a secure income stream.
- Excellent word of mouth reputation and online presence generates many leads.

REF: B06999

GAS MAINS INFRASTRUCTURE SPECIALISTS

- Based in North West.
- YE21 turnover in the region of £1.2m.
- Gross profit in the region of £419k/EBITDA £227k.
- Utilities / Gas supplier
- There are 38 staff members including the owners.
- The sale of 100% share capital.
- Stable and diverse client base – contracts range from two to eight years with a number of leading gas infrastructure partners.
- Reputation for high-quality work, reflected in solid base of repeat clients.
- Significant growth of turnover projected for current business year.

REF: B06987

PERSONALISED BOOK DISTRIBUTOR/E-COMMERCE

- Based in South West England
- YE21 turnover in the region of £1.5m.
- Gross profit in the region of £440k / EBITDA 236k.
- Publishing of children's books/ E-commerce.
- The sale of 100% share capital.
- There are 6 full-time staff members including the owners and one part time employee.
- Over 125 books in current catalogue, plus many other gifting products.
- A high-quality product with strong USPs – more personalised than competitor ranges.
- Efficient operations.

REF: B07002

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SPECIALISTS IN ELECTRICAL, MECHANICAL, HEATING & TECHNICAL SERVICES

- The business operates in the South West of England.
- YE21 turnover in the region of £1.8m.
- Gross profit in the region of £310k/EBITDA £163K.
- Construction/Mechanical & Electrical.
- The sale of 100% share capital.
- There are 6 employees including the director.
- Provides Mechanical & Electrical services to commercial businesses.
- The business is fully accredited, including NIEIC, Gas safe, ACDC Health hand safety, Construction line gold, Smas certificates.
- Boasts strong reputation with its clients.

REF: B06829

PNEUMATIC & HYDRAULIC FITTING BUSINESS

- Based in the Midlands, serving local areas and the UK
- YE21 turnover in the region of £1.3m.
- Gross profit in the region of £514k / EBITDA £292k.
- Retail / Wholesale
- The sale of 100% share capital.
- There are 6 employees including the owners.
- One-stop shop for all pneumatic and hydraulic fittings.
- History of growth and expansion
- Experienced team

REF: B06775

FLORISTRY RETAIL/SUPPLY E-COMMERCE BUSINESS

- UK Wide
- YE21 turnover in the region of £1.9m.
- Gross profit in the region of £502k/EBITDA £187k.
- E-commerce / Retail Floristry.
- The sale of 100% share capital.
- Revenue from online sales is growing, while not dependent on any single large contract or customer.
- Distributes orders through its own, established website and the likes of Amazon marketplace and Amazon Vendor Central.
- The business currently offers monthly subscription services.

REF: B06833

STONEMASONRY COMPANY

- Based in West Sussex.
- YE21 turnover in the region of £3.6m.
- Gross profit in the region of £1.2/EBITDA 534k.
- Construction / Stonemasonry Restoration.
- The sale of 100% share capital.
- There are 11 employees including the directors and stonemasons.
- High-end new build property services that include stonework consultation, design, manufacture and installation.
- A high-turnover business that provides stonemasonry and stone restoration services.
- Built on 60% repeat custom from 10 clients.

REF: B06825

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USED CAR DEALERSHIP

- Based in West Midlands.
- YE21 turnover in the region of 3.7m.
- Gross profit in the region of £454k/EBITDA 146k.
- Automotive / Retail of Vehicles.
- The sale of 100% share capital.
- There are 15 staff members including the shareholders.
- Excellent online reputation with around 3,000 user reviews and very high ratings on major platforms.
- Highly visible location alongside a busy road.
- Two businesses comprise used car sales and preparation service.
- 40% of revenue is repeat business or referrals.

REF: B06874

LANDSCAPE MANAGEMENT/ BUILDING MAINTENANCE

- Based in East Midlands.
- YE22 turnover in the region of £3.1m.
- Gross profit in the region of £2m / EBITDA £529k.
- Landscaping and grounds maintenance/building maintenance/Arboriculture and tree work.
- The sale of 100% share capital.
- There are 35 full-time employees and 15-20 sub-contractors.
- Three distinct and highly profitable divisions.
- Long-standing and lucrative relationships with leading clients in government, utilities and construction.

REF: B06011

LAST-MILE DELIVERY BUSINESS

- Based in South England.
- YE21 turnover in the region of £1.8.
- Gross profit in the region of £359K/EBITDA £321.
- Logistics / Courier & Haulage.
- The sale of 100% share capital.
- Van rentals to self-employed delivery drivers.
- Long-term relationship with lucrative client.
- Outstanding performance according to client metrics and assessments.
- Well-trained team.
- No business premises required.

REF: B06888

FAST GROWING DOUBLE- GLAZING SUPPLIER AND FITTER

- Based in South West London.
- YE22 turnover in the region of 2.8m.
- Gross profit in the region of 776k/EBITDA 506k.
- The sale of 100% share capital.
- Supply/Installation of sash timber/UPVC Double glazing /Aluminium windows.
- Prominent supplier to high-end domestic clients.
- There are 15 employees. A well-trained workforce.
- Excellent online reputation for high quality workmanship and service.

REF: B06891

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CCTV AND BUSINESS TECH SOLUTIONS PROVIDER

- Based in Northern West England.
- YE22 turnover in the region of £2.6m
- Gross profit in the region of £801k/BIDTA £83k.
- Security systems.
- The sale of 100% share capital.
- There are 24 employees including the owners.
- Several income streams.
- Diverse range of clients across many sectors.
- 95% repeat business.
- Opportunities to introduce new services and cross-sell existing services.

REF: B06906

LEADING INDEPENDENT KITCHEN SALES

- Based in South West England
- YE22 turnover in the region of £2.2m.
- Gross profit in the region of £505k/EBITDA £223
- Kitchen design/planning/supplying and Installation.
- Asset sale.
- There are 6 employees including the Directors.
- Hi-spec showroom in a prominent retail destination.
- 80% of business comes from word-of-mouth referrals.
- Extremely busy schedule with many jobs on the books for the months ahead.
- Opportunities to open new stores for this busy, thriving business.

REF: B06913

FAST GROWING VEHICLE RENTER AND LEASER

- Based in South West Wales.
- YE21 in the region of £3m.
- Gross profit in the region of £1.9m/EBIDTA 1.6m.
- Automobiles/Van rentals.
- The sale of 100% share capital.
- There are 23 employees including the owners.
- Strong 'no credit check' sales proposition
- Bespoke vehicle immobilisation software protects assets and profits.
- Fast expansion: four new premises in six years.
- Opportunity to bring servicing centre in-house to increase margins.

REF: B06931

TRUE TO LIFE MARBLE AND GRANITE MANUFACTURING BUSINESS

- The business operates in the North West of England.
- YE21 Turnover in the region of £868k.
- Gross profit in the region £498k/EBITDA £298k.
- The sale of 100% share capital.
- Manufacturing / Retail
- True to life marble and granite tabletops/bespoke bar tops to the hospitality/hotels sector in over 100 colours.
- True to life marble and granite bathroom finishes to the domestic sector in over 90 colours, such as shower trays, vanity tops and panels.

REF: B06316

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E-COMMERCE MANUFACTURER OF WOOD FENCING

- The business operates in the South East of England.
- YE21 turnover in the region of £1.9m.
- Gross profit in the region £578k / EBITDA £269k.
- Fencing manufacturer and own product e-commerce retailer.
- The sale of 100% share capital.
- Extremely reputable manufacturer of fencing and associated product lines.
- Strong e-commerce sales platform with minimal customer risk profile.
- Suitable for Management buy in or both investor and trade buyers.

REF: B06354

CAR RETAILER WITH SPECIALIST NATIONWIDE MOBILITY DIVISION

- Based in North Wales.
- YE22 turnover in the region of £3.1m.
- Gross profit in the region of £761k/EBITDA £447k.
- Automotive, Sale of Wheelchair Adapted Vehicles.
- The sale of 100% share capital.
- There are 8 employees including the two shareholders.
- Well-regarded car retailer, with a UK-wide specialist mobility division.
- Custom-built showroom premises with separate workshop unit.
- Website generates a good level of buyer leads and enquiries.

REF: B06913

GARDEN, LANDSCAPING AND FORESTRY PRODUCTS AND SERVICES BUSINESS

- Based in Wales.
- YE21 turnover in the region of £2.7m.
- Gross profit in the region of £803k/EBITDA 236k.
- Retail/Wholesale of Forestry & Landscaping Equipment.
- The sale of 100% share capital.
- There are 9 employees.
- Strong local presence with 80% of trade from customers within a 15-mile radius.
- C.80% repeat custom.
- Broad and loyal client base.

REF: B06563

PAINTING AND DECORATING SERVICES

- The business operates in South East England/
- YE21 turnover in the region of £1.7m/
- Gross profit in the region of £200k/EBITDA £12k
- Construction/Decorating Services/specialising in Fire and Flood restorations.
- The sale of 100% share capital.
- There are 13 employees including the owners.
- Excellent reputation: well-known in the industry and features on government- endorsed Constructionline list.
- Solid income stream: 100% repeat business
- Serves the insurance, loss adjuster and claims management market.

REF: B06761

HILTON SMYTHE COMMERCIAL FINANCE

Hilton Smythe Finance can provide honest unbiased advice, helping clients to navigate the complex commercial finance marketplace and secure the best deal for their business.

As an expert commercial finance brokerage, we will work with an individual or a business by assessing your financial status, credit history and future plans, before identifying tailor-made finance solutions, liaising with an appropriate lender, and securing a loan on terms to which you can adhere.



PAUL WILLIAMS, Head of Financial Services.

Our Head of Financial Services, Paul Williams, brings to bear a wealth of experience in the financial services sector, having previously specialised in business banking with NatWest and Yorkshire Bank. He has worked with an extensive portfolio of businesses across a wide range of industries, from small retail business to large corporations.

Whether it be commercial mortgages to fund new office space or invoice finance to release funds against the value of unpaid invoices, our dedicated team of experts can oversee a vast array of lending propositions from start to finish. ■

"If you need finance for a commercial property, don't go anywhere else."

LEON MOFFET

OUR AVAILABLE FINANCIAL SERVICES:

- Commercial mortgages and property finance.
- Commercial loans.
- Property development finance.
- Management buyout financing.
- Invoice finance and invoice factoring.
- Alternative finance.

OUR KEY CREDENTIALS ARE:

- Completely independent.
- No up-front administration or fee charges.
- Access to a range of competitive products across the commercial finance space, including loan deals that would not necessarily be available through a traditional lender.
- Sound commercial judgment and a commitment to deliver.
- Tailor-made solutions with a whole market approach.
- Client-focussed, with a dedicated manager who knows you and your business.
- Over 35-years experience across a wide range of businesses and industries.

TEL: 01204 556 300.

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HILTON SMYTHE EXCELLENCE IN CUSTOMER SERVICE



Hilton Smythe has won the Feefo Platinum Trusted Service Award for consistently delivering a world-class customer experience.

To receive the award, Hilton Smythe collected 50 reviews with a Feefo service rating of between 4.5 and 4.9 from January 1 to December 31, 2022.

Adding to their success, Hilton Smythe is also one of only 32 businesses out of 6,000 to be awarded an Exceptional Service Badge.

The badge celebrates companies who have successfully navigated tough market conditions to deliver exceptional service by meeting the following criteria:

- Achieved a Trusted Service Award in 2023.
- Achieved the highest average review score in their industry or the largest review score increase over the last 3-year period.
- Achieved the highest average review reply rate in their industry.
- Achieved the highest review response rate in their industry.

Belinda Daniels, Business Development Manager:

“It’s great to be recognised by Feefo for two very



prestigious awards after a difficult year for many businesses across the UK. Feefo is one of the most reputable review sites online, so to be recognised as one of the highest rated on there is a huge achievement for us. Excellent customer service is a priority of ours that we will maintain throughout 2023 as we provide a wider range of services for our existing and potential new clients.”

Tony Wheble, CEO at Feefo:

“This year has been a difficult one for so many businesses. I’m delighted to recognise thousands of our customers who have overcome various challenges who have overcome various challenges to provide such high levels of customer service and satisfaction. The Trusted Service Awards have always been about recognising companies that go way beyond the norm in customer service and in turn receive great feedback from delighted customers. A particular congratulations to Hilton Smythe for winning an Exceptional Service Badge, by going above and beyond and proving themselves to be the best in their category. They should be proud of this achievement, and I look forward to seeing them continue to achieve next year and beyond.” ■

Want to be featured in the next issue of Spotlight?

Sign up now and get your business featured in the next issue of Spotlight. Get in touch to find out more.

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