

SPOTLIGHT

THE MAGAZINE FOR BUYERS | OCTOBER 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

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USED CAR DEALERSHIP

- Based in the North of England.
- YE22 turnover in the region of £3.6m.
- Gross profit in the region of £275k/EBITDA £87k.
- There are 6 fully trained staff members in situ bringing valuable experience.
- The sale of 100% share capital.
- Strong client base, with countless positive reviews received.
- Prominent position online and on site.
- Well-regarded and renowned in the industry.
- Full handover offered by exiting shareholder.
- Consistent growth in profitability.

REF: B06603

RECRUITMENT AGENCY AND CONSULTANCY

- Based in North West England.
- YE22 turnover in the region of £3.1m.
- Gross profit in the region of £606k/EBITDA £49k.
- 9 staff members including the owners, with multilingual capabilities.
- The sale of 100% share capital.
- A diverse client base, ensuring a low risk profile.
- An impeccable customer service record.
- ISO 9001:2015 registered company.
- Scope to drive sales and excellent growth forecast, projected to £4.5M in 2023.

REF: B07171

GAS MAINS INFRASTRUCTURE SPECIALISTS

- Based in North West England.
- YE22 turnover in the region of £2.4m.
- Gross profit in the region of £612k/EBITDA £279k.
- Utilities/Gas supplier
- There are 38 employees 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

TAILORED VEHICLE TESTING AND SERVICE EQUIPMENT TO THE HEAVY GOODS INDUSTRY

- Based in Wales.
- YE22 turnover in the region of £1m.
- Gross profit in the region of £321k/EBITDA £236k.
- Automotive/Service industries.
- 3 staff members including the owners.
- The sale of 100% share capital.
- A prestigious client base amongst both public and private sector companies and organisations.
- A legislation and DVSA driven market.
- A reputation for high-quality products and a first-class service.

REF: B07175

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PROVIDERS OF AESTHETIC TREATMENTS, QUALIFYING COURSES, AND WHOLESALE DERMAL FILLER SUPPLIERS

- Based in North West England.
- YE22 turnover in the region of £1.4m.
- Gross profit in the region of £329k/EBITDA £137k.
- Varied services and assets, comprising five different sectors: including retail, clinic, pharmacy.
- The sale of 100% share capital.
- There are 7 employees including the owners.
- Ofqual-regulated training academy.
- Exclusive distribution contracts with various manufacturers and suppliers.
- Extensive B2B and B2C client base, with 75% repeat business.

REF: B07245

RETAILER OF CARAVAN AND MOTORHOME ACCESSORIES

- Operating and delivering UK-wide.
- YE22 turnover in the region of £1m.
- Gross profit in the region of £186k/EBITDA £44k.
- Specialised in motorhome, caravan and vehicle accessories including their own-brand offer.
- The sale of 100% share capital.
- There are 6 employees including the directors.
- Market-leading reputation, with high rates of satisfaction and 100k+ product reviews.
- Strong e-commerce presence, selling across several platforms including their website.
- Significant scope for growth with future partnerships.

REF: B07431

STONEMASONRY COMPANY

- Based in West Sussex.
- YE22 turnover in the region of £4.3m.
- Gross profit in the region of £1.6m/EBITDA £847k.
- 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

USED CAR DEALERSHIP

- Based in the 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

OPPORTUNITIES

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LANDSCAPE MANAGEMENT/ BUILDING MAINTENANCE

- Based in East Midlands.
- YE22 turnover in the region of £3.2m.
- 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 £1.8m.
- Gross profit in the region of £359k/EBITDA £321k.
- Logistics/Courier & Haulage.
- The sale of 100% share capital.
- A well-trained self-employed workforce.
- Van rentals to self-employed delivery drivers.
- Long-term relationship with lucrative client.
- Outstanding performance according to client metrics and assessments.
- Further opportunities with Amazon highly likely.
- No business premises required.

REF: B06888

ROI-FOCUSED MARKETING AGENCY

- Based in the West Midlands.
- YE22 turnover in the region of £3.7m.
- Gross profit in the region of £2.6m/EBITDA 807k.
- Long-standing marketing agency, specialising in digital marketing, web development, strategy, and planning.
- The sale of 100% share capital.
- Including the business owners there are 40 employees, three of which are part-time.
- National and international client list, across sectors.
- 100% retainer basis.
- YE24 Forecast in the region of £5m.
- Buoyant market conditions.

REF: B07339

PALLET NETWORK AND HAULAGE COMPANY

- Based in North West England.
- YE22 turnover in the region of £4.5m.
- Gross profit in the region of £725k/EBITDA £370k.
- The sale of 100% share capital.
- Haulage company and pallet network specialists.
- There are 28 employees in various roles, forming a dedicated and highly skilled workforce.
- High-profile client list.
- Multiple revenue streams.
- Untapped marketing potential.
- Excellent reputation within the industry.
- Strong financial profile

REF: B07346

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LEADING INDEPENDENT KITCHEN SALES

- Based in South West England.
- YE23 turnover in the region of £1.6m.
- Gross profit in the region of £596k/EBITDA £258k.
- 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.
- YE22 in the region of £4.5m.
- Gross profit in the region of £3.4m/EBITDA £2.6m.
- 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 inhouse to increase margins.

REF: B06931

WHOLESALE AND RETAIL OF EUROPEAN FOODS

- Based in North West England
- YE23 turnover in the region of £2.1m.
- EBIDTA £97k.
- The sale of 100% share capital.
- Including the business owners, there are 15 employees.
- Purveyors of traditional Slovak, Czech and Hungarian grocery, and household products.
- Established relationships with Hungarian suppliers.
- In-house bakery.
- Exceptional reputation for product diversity and customer service.

REF: B07176

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: B06419

OPPORTUNITIES

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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 8 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

- Based in South East England.
- YE21 turnover in the region of £1.8m.
- 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

ROAD SAFETY CAMERA COMPANY

- Operating UK-wide.
- YE23 turnover in the region of £1.6m.
- Gross profit in the region of £788k/EBITDA £436k.
- Leading company in the industry, constantly innovating within the market.
- The sale of 100% share capital.
- Established influencer partner program in place.
- Three trusted websites operating under one parent business.
- Ecommerce generating over 90% of revenue.
- Scope for expansion into different sectors, as well as potential to capitalise on new products and online presence further.

REF: B07276

VENTILATION AND AIR CONDITIONING COMPANY

- Based in the Midlands.
- YE23 turnover in the region of £1.8m.
- Gross profit in the region of £586k/EBITDA £369k.
- Ventilation and air conditioning installations and repairs.
- The sale of 100% share capital.
- There are 14 employees including the director.
- Outstanding reputation in the industry.
- Long standing relationships with blue-chip clients.
- Consistent turnover figures increased 30% from YE22 to YE23.
- Buoyant marketplace conditions.

REF: B07440

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IMPORTERS AND RETAILERS OF CARAVANS, CAMPING EQUIPMENT AND OUTDOOR ACCESSORIES

- Based in North West England.
- YE22 turnover in the region of £3m.
- Gross profit in the region of £735k/EBITDA £173k.
- 2 complimentary companies for sale.
- Manufacturing/Leisure.
- The sale of 100% share capital.
- There are 16 members of staff across both companies.
- Award-winning brand of trailer tent and light-weight caravan.
- A well-established reputation in the market, with good online visibility and a well-developed marketing strategy.

REF: B07212

BUILDING AND LANDSCAPING MATERIALS DISTRIBUTOR

- Based in the Midlands.
- YE22 turnover in the region of £1.3m.
- Gross profit in the region of £227k/EBITDA £(131k).
- Specialised in building and landscaping supplies.
- The sale of 100% share capital.
- Freehold premises.
- Loyal customer base, with 80% repeat business.
- High footfall physical store, with average 50 active clients daily.
- There are 7 experienced employees including the director.
- Local and regional reach.
- Great reputation within the industry.

REF: B07382

PROVIDERS OF ELECTRICAL CERTIFICATION AND TESTING SERVICES

- Based in Scotland.
- YE23 turnover in the region of £1.1m.
- EBITDA £107K.
- Compliance/Service industries.
- The sale of 100% share capital.
- There are 14 employees including the directors.
- Foremost provider of electrical compliance services in Scotland.
- A number of high-value contracts.
- A highly experienced and long-standing team of electrical engineers and qualified supervisors.

REF: B07229

A HIGHLY LUCRATIVE AND POPULAR GARAGE PROVIDING SPECIALIST TYRE-FITTING SERVICES

- Based in Wales.
- YE21 turnover in the region of £3m.
- Gross profit in the region of £522k/EBITDA £388k.
- Automobile/Tyre Specialists.
- The sale of 100% share capital.
- There are 13 employees including the owners.
- A highly regarded tyre business, specialising in a wide range of high-quality tyres and tyre-specific services.
- Online sales platform and sophisticated search facility on website.
- Holds large tyre stocks.

REF: B07033

OPPORTUNITIES

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COMMERCIAL KITCHEN DESIGN & INSTALLATION COMPANY

- Based in Gloucestershire.
- YE22 turnover in the region of £1.9m.
- Gross profit in the region of £314k/EBITDA £158k
- Kitchen Design/Catering Equipment.
- The sale of a 100% share capital.
- Including the owners there are four employees.
- 70% repeat business, and 60% of turnover derived from contracted clients.
- Kitchen design and installation.
- Broad client base, across the public and private sector and building firms.

REF: B06947

PROVIDERS OF NON-EMERGENCY PATIENT TRANSPORT SERVICES

- Located in multiple locations.
- YE21 turnover in the region of £3m.
- Gross profit in the region of £2.8m/EBITDA £494k.
- Business Services/Health and Safety.
- The sale of 100% share capital.
- There are approximately 80 employees Including the business owners.
- A large fleet of specialist vehicles, including ambulances, Medi cars and secure vehicles for the transfer of mental health patients.
- Several lucrative contracts with NHS trusts and CCGs.

REF: B07040

COMMERCIAL PRINTER

- Based in the West Midlands.
- YE22 turnover in the region of £1.2m.
- Gross profit in the region of £382k/EBITDA £217k.
- Printing and Publishing/Business Services.
- The sale of 100% share capital.
- Including the business owners, there are 12 employees.
- A low risk profile, with approximately 200 regular clients, and circa 20% repeat business.
- A comprehensive range of services, ensuring diverse revenue streams.
- A history of investment in new equipment.

REF: B07232

A HIGHLY LUCRATIVE TIMBER GARDEN SUPPLIES BUSINESS

- Based in the West Midlands.
- YE22 turnover in the region of £4.2m.
- Gross profit in the region of £1.7m/EBITDA £708k.
- Wholesale Retail/Garden Supplies.
- The sale of 100% share capital.
- There are 31 employees Including the business owners.
- Manufacturers and suppliers of timber garden products – specifically, gates, trellises, fence panels, and other garden structures.
- 91% of business is conducted via online sales platforms, including Amazon and eBay.

REF: B07081

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FIRE DETECTION AND ELECTRICAL SAFETY SYSTEMS

- Located across the West Midlands.
- YE22 turnover in the region of £2.3m.
- Gross profit in the region of £1m/EBITDA £432k.
- Facilities Management Fire safety.
- The sale of 100% share capital.
- There are 18 employees including the business owners.
- Specialists in the design, installation, commission and maintenance of fire detection and electrical safety systems.
- Experienced team of technicians and managers.
- A large and diverse client base, and contracted revenue.

REF: B07083

EVENTS COMPANY AND ENTERTAINMENT AGENCY

- Based in London.
- YE22 turnover in the region of £1.3m.
- Gross profit in the region of £343k/EBITDA £267k.
- Entertainment/Events Management.
- The sale of 100% share capital.
- There are 5 employees including the business owners.
- A market leader in the music, performance and events industry.
- Extensive experience across commercial festivals, brand events, and community and cultural events.
- Prestigious client base.
- A National Portfolio Organisation with Arts Council England.

REF: B07090

LUCRATIVE COMMERCIAL VEHICLE REPAIRS COMPANY

- Based in South East England.
- YE22 turnover in the region of £2.6m.
- Gross profit in the region of £1.1m/EBITDA £367k.
- Automobile/Vehicle Bodyshop/Repairs.
- The sale of 100% share capital.
- There are 22 employees including the business owners.
- A lucrative commercial vehicle repairs company.
- Ideally located close to a number of important transport links and freight routes.
- A skilled and experienced team of mechanical engineers and office workers.

REF: B07095

LUCRATIVE CIVIL & ELECTRICAL ENGINEERING COMPANY

- Based in South East England.
- YE22 turnover in the region of £1.1m.
- Gross profit in the region of £613k/EBITDA £188k.
- Civil Engineers/Traffic Signal/Electrical Works.
- The sale of 100% share capital.
- There are 11 employees including the business owners.
- A team of industry-leading technicians and engineers.
- Highways detection installation and maintenance.
- Engineering maintenance labour supply.

REF: B07108

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CONTRACT SPRAY DRYING TOLLERS

- Based in South East England.
- YE22 turnover in the region of £1.6m.
- Gross profit in the region of £1.1m/EBITDA £145k.
- Industrial Chemicals/Spray Drying.
- The sale of 100% share capital.
- There are 20 employees including the business owners.
- Spray drying tollers, providing services to a wide range of industries.
- A diverse international client base, with a high percentage of repeat custom.
- Large output capacity and short lead times.
- Own-design spray dryers, allowing for a high degree of flexibility and customisation.

REF: B07156

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