

# Business Sale Overview Memo

## Project Frame

### Business Opportunity

An excellent opportunity exists to purchase the business and assets of a well-established UPVC supplier and installer.

Trading from a leasehold site, the business operates as an established supplier and installer of UPVC Windows, UPVC Doors, Composite Doors and more latterly bi-folding doors to the New Build Industry. The Company has developed a long-standing reputation for providing high level quality products and services to its consumers, whilst developing long-term relationships with a number of reputable house builders within the sector, enhancing the Company's strong reputation both locally and nationally.

The Company is located in the Northwest of England and currently trades from a lease hold premises.

The Company was incorporated in 1999 and currently employs 24 members of staff of whom have a wealth of experience of working within the sector.

### Key Investment Features

#### Experienced Management and Highly Skilled Workforce

- Strong management team with a wealth of experience and significant expertise within the construction industry.
- Highly knowledgeable and skilled work force which operates out of a leasehold premises in the Northwest of England.

#### Range of Services

- UPVC Windows
- UPVC Doors
- Composite Doors
- Bi-folding doors
- Conservatories

#### Online Presence

- The Company operates an online website providing information on its range of services and details of prior and current projects with customers. As well detailing the Company's commitment to greener construction as an environmental leader.

#### Extensive Customer Base

- As a result of the experience gained over the many years of working within the industry, the Company has continuously improved its product and service, gaining a strong reputation amongst its existing consumers, whilst using its expertise to attract new consumers.
- The Company continues to receive positive feedback from its customers and has built up an extensive list of individuals and clients within the industry who continue to use the Company, ranging from Quantity Surveyors through to Directors and Managing Directors in both commercial and construction industries.
- A recent focus on winning new work has resulted in £2m worth of orders on just two sites being received, with significant further work being tendered for.

Balance Sheet	10m to Oct 22 Draft Ml £	Dec 21 Stat £	Dec 20 Stat £
<b>Fixed assets</b>			
Tangible Assets	117,689	144,649	117,048
<b>Current assets</b>			
Stocks	508,254	353,554	263,820
Debtors	1,833,273	1,883,655	1,952,595
Cash at bank and in hand	6,459	39,461	8,017
Current Tax	88,595	-	-
	<b>2,436,581</b>	<b>2,276,670</b>	<b>2,224,432</b>
<b>Current liabilities</b>	<b>(2,088,080)</b>	<b>(2,040,488)</b>	<b>(1,824,283)</b>
<b>Net current assets / liabilities</b>	<b>348,521</b>	<b>236,202</b>	<b>400,149</b>
<b>Total assets less current liabilities</b>	<b>466,210</b>	<b>380,851</b>	<b>517,197</b>
Long term creditors	(680,882)	(576,591)	(503,999)
Provisions for liabilities	(27,483)	(27,483)	(21,229)
<b>Net assets (Liabilities)</b>	<b>(241,955)</b>	<b>(223,223)</b>	<b>(8,031)</b>
Profit and Loss Account	10m to Oct 22 Draft Ml £	Dec 21 Stat £	Dec 20 Stat £
Turnover	5,668,952	7,703,676	7,841,577
Cost of Sales	(4,696,523)	(5,356,271)	(5,535,527)
<b>Gross Profit</b>	<b>972,429</b>	<b>2,347,405</b>	<b>2,306,050</b>
Administrative Expenses	(855,581)	(1,887,106)	(2,115,471)
Other operating expenses	-	(624,770)	(437,880)
Other Income	1,000	-	-
<b>Operating Profit (Loss)</b>	<b>117,848</b>	<b>(164,471)</b>	<b>(247,301)</b>
Other interest receivable and similar income	-	8,226	36
Interest payable and similar expenses	(136,580)	(52,892)	(60,270)
<b>Profit Before Tax</b>	<b>(18,732)</b>	<b>(208,937)</b>	<b>(307,535)</b>
Tax on profit	-	(6,254)	54,816
<b>Profit for the Financial Year</b>	<b>(18,732)</b>	<b>(215,191)</b>	<b>(252,719)</b>

### Further Information

Requests for further information should be addressed to Simon Jones of SIA Group. Contact details have been provided below.

All expressions of interest must be registered by no later than 12:00 noon Monday 13 February 2023.

All expressions and subsequent offers should be supported by proof of funding.

A purchaser must be able to complete within a short timescale and payment must be made in full on completion.

### For further information please contact:

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