


# Business Overview Memo

## BUSINESS FOR SALE - PROJECT JANUARY

|                                  |   |  |   |
|----------------------------------|---|--|---|
| <b>Business Opportunity</b>      | <p>Due to illness, an opportunity exists to purchase the business and assets of this long-established (incorporated 1994), highly profitable, well-respected company specialising in providing civil engineering services (minor civils works), predominately, to a key Regional utilities provider, both on 'reactive' and 'non-reactive' contracts across the Southern Counties.</p> <p>This is an opportunity for an established contractor to gain a foothold in the utilities contracting industry with a 'key player' and offers genuine scope for expansion of the business.</p> <p>PROFESSIONAL INVESTORS NEED NOT APPLY as an ambitious purchaser is required with extensive industry experience, a 'hands-on' approach and prepared to drive the Company forward.</p> |  |   |
| <b>Business Overview</b>         | <p>The Company has enjoyed a good working relationship with its key client for 30 years, and despite being offered the opportunity to quote for significantly larger contracts has declined, preferring to operate within its own self-imposed contract scale limit (contracts up to £250K).</p> <p>As an approved contractor the Company is in full compliance with its Client's Health &amp; Safety policy of zero compromise. It is audited annually by Achilles and achieves above-standard results.</p> <p>It is often asked by its principal Client to advise on best solutions for small works based on its extensive knowledge and experience.</p> <p>The business is well established, has a good reputation, and a long standing skilled staff of 5.</p>              |  |   |
| <b>Performance</b>               | <p>Y/E 31/03/2016: T/O £1,116,316</p> <p>Profit after tax: £300,271</p> <p>Year Ended 31/03 2015: T/O £1,315,082</p> <p>Profit after tax: £288,039</p> <p>Year Ended 31/03/15 T/O £1,081,391</p> <p>Profit after tax £226,111</p> <p>6 mths 01/04/16 – 30/09/17 T/O £737,309</p> <p>Profit before tax £265,128</p>  | <b>Property</b>  | <p>The Company occupies premises provided rent-free by the Client. These comprise a fenced storage facility.</p> <p>It rents office space in a serviced office facility nearby for meetings and other functions on an 'ad hoc' basis.</p>  |
| <b>Assets Available for Sale</b> | <ul style="list-style-type: none"> <li>— Forward Order Book</li> <li>— Minor Plant &amp; Equipment</li> </ul>   | <ul style="list-style-type: none"> <li>— Ongoing business and trade</li> <li>— Two Motor vehicles</li> </ul> |   |
| <b>Further Information</b>       | <p>Requests for further information to carry out due diligence should be addressed to Paddy Gastrell of SIA Group who are acting as agents on behalf of the Company. Contact details have been provided below.</p> <p>Please note that further information in relation to the Company trading operations, staff or finances will only be provided should interested parties execute a confidentially agreement a copy of which will be provided.</p>  |  |   |

### For further information contact:

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