

# Business Overview Memo

## BUSINESS FOR SALE - PROJECT SUNSHINE

<b>Business Opportunity</b>	<p>On behalf of the Company an opportunity exists to purchase the business and assets, by way of a sale of assets only, of a leading solar research &amp; development company which manufactures, supplies &amp; installs fully accredited advanced solar systems specifically for the UK climate. It supplies cost effective solutions for commercial &amp; domestic solar hot water (ST) and Solar electric (PV) systems with supply &amp; fit or supply only; from the larger 50kw plus farms to single domestic installs.</p> <p>The organisation is currently loss-making but has great potential as a bolt-on addition to a competitor or a new entrant to the market. It enjoyed significantly profitable years in the three financial years 2011 -2013.</p> <p>All interested parties are requested to specifically deal and formally register their interest with Paddy Gastrell at SIA Group, who are acting as agents on behalf of the Company.</p>	
<b>Business Overview</b>	<p>This well-respected organisation has financial issues but continues to trade normally.</p> <p>The focus of the business is the sale &amp; installation of commercial and domestic solar installations</p> <p>The business has a website, stock and intellectual property relating to a solar thermal product</p> <p>The business premises are leasehold with a passing rent of £1993 per month. There is opportunity to reduce the current space occupied and, pro rata, the rent.</p> <p>The business is well established and has an excellent reputation.</p>	
<b>Performance</b>	<p>The business is currently supporting high overheads so may be easily restructured for improved performance.</p> <p>Year Ended 31/12/2018 T/O £697,671 Loss: £13,610 (Management Accounts)</p> <p>Year Ended 31/12/2017 T/O £544,741 Loss: £56,579</p> <p>Year Ended 31/12/2016 T/O £552,699 Loss: £21,084</p> <p>Year Ended Feb 2016 T/O £787,398 Profit: £43,705</p> <p>Year ended Feb 2015 T/O £675,132 Loss: £39,697</p>	<b>Business</b> <p>Incorporated September 2000</p> <p>SE based office and manufacturing workshop with well established solar installations business.</p> <p>Leasehold premises</p> <p>11 Staff</p> <p>Premium web domain name generating c.25k hits on natural ranking (without paid adverts). High search engine traffic significantly contributing to regular sales enquiries currently of £750k business per annum.</p> <p>MCS for Solar thermal and Solar PV with battery storage expertise and OLEV EV charging point installation.</p>
<b>Assets Available for Sale</b>	<ul style="list-style-type: none"> <li>• Order Book</li> <li>• Stock</li> <li>• Service and sales vans (some financed)</li> <li>• Office Furniture</li> </ul>	<ul style="list-style-type: none"> <li>• Machinery &amp; equipment</li> <li>• Valuable domain names, &amp; website content</li> <li>• Ongoing business and trade</li> <li>• Customer database</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 confidentiality agreement a copy of which will be provided.</p>	

### For further information contact:

Paddy Gastrell – SIA Group  
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