

# INVITING OFFERS FOR THE BUSINESS & ASSETS – COLLISTER & GLOVER (PIPELINE MATERIALS) LIMITED (IN ADMINISTRATION)

## THE COMPANY

- Leading plumbing and supplies merchant based in Wales.
- Has built an enviable, well respected brand in the local marketplace along with their online presence and strong TrustPilot rating. Majority of revenue remains from word of mouth and repeat customers with a growing online base.
- Has an extensive stock range consisting of well known brands, with long term relationships with suppliers. The Company has strong relationships with key suppliers – some of which have been built up over 40 years.
- The heritage and consistent delivery of quality has built a strong reputation, recognized by customers.
- Employs 13 members of staff who combine good technical knowledge with strong customer relationships.
- The Company trade from a modern detached 11,000 sq. ft. leasehold warehouse / office which benefits from good transport links.
- Chattels include IT hardware & office furniture.

## REASON FOR THE TRANSACTION

- The MD has taken the decision to sell the Company given the difficult recent trading environment but is happy to remain part of the business for a transition period post transaction.
- MD believes that a sale to a strategic trade buyer will help unlock significant synergies and growth opportunities.
- Further information can be provided on request and following receipt of a signed non-disclosure agreement.
- Offers are invited in relation to the shares or business and assets.

## FINANCIAL & BUSINESS HIGHLIGHTS FOR INFORMATION PURPOSES

£000	2019	2020	2021
March year end	A	A	F
Revenue	2,860	2,627	3,094
EBITDA	113	(35)	217
Adjusted EBITDA	83	44	262
Post synergies illustrative EBITDA	289	247	455

## KEY INVESTMENT FEATURES

- Strong reputation in the sector** - evidenced by majority of revenue coming from word of mouth, recommendations and Trustpilot. No trade on Amazon or Ebay at present.
- National Coverage** – based in Wales but supplying across the UK.
- Strong reporting capabilities** – Strong MI function and KPI monitoring.
- Approved suppliers to a number of blue chip clients** - relationships developed over many years.
- Well positioned in the local market with a growing online presence.**
- Substantial and achievable growth opportunities.**

For further information, please contact:

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c. £3m

FY21 Forecast Revenue

c. £0.5m

FY21 Illustrative EBITDA Post cost savings/ synergies

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Staff

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