

ACQUISITION OPPORTUNITY – GARDEN BUILDING MATERIALS SUPPLIER

Mazars LLP is trying to identify potential purchasers for one of the first UK suppliers of artificial grass and other durable, low-maintenance garden products

Background

- Northwest based company established over 10 years ago with a track record of supplying trade customers nationwide.
- The company is a specialist supplier of stylish, contemporary and eco-friendly garden products.
- The company has a track record of innovation, with the product range expanding in recent years from artificial grass to composite decking, cladding, fencing, sheds and also artificial green walls.

Next steps

- Further information can be provided on request and following receipt of a signed non-disclosure agreement.
- Time is of the essence for this opportunity with offers invited in relation to the shares or business and assets.

Contact

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£'000	FY19 Stat.	FY20 Stat.	FY21 Mgt.	FY22 (11) Mgt.
Revenues	3,776	5,047	7,003	5,457
COGS	(2,162)	(3,567)	(5,671)	(5,004)
Gross Margin	1,614	1,480	1,332	453
Wages Costs	(675)	(660)	(1,132)	(1,031)
Administrative costs	(530)	(482)	(907)	(601)
EBITDA	409	338	(707)	(1,178)
Revenues Growth YOY	n.a.	33.7%	38.8%	n.a.
EBITDA Margin	10.8%	6.7%	(10.1)%	(21.6)%

Source: Management information

Key selling points

- One of the first companies to supply artificial grass but now selling an expanded range of branded products across the UK.
- Client base has historically included both local and national retail partners.
- The company's composite range of products are eco-friendly, being a mix of 100% recycled plastic and sustainably managed or recycled wood with FSC certification where applicable.
- Products supplied are highly durable with many being offered with 25-year warranties.
- The workforce is comprised of 16 employees with the experience and capability to offer full support to commercial partners.

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