



# Acquisition & Merger Specialists

## **PROJECT: AXLE**

**EBD 1420**

**International Haulage**

**T/O £4 million - Adjusted Profit £950K**

Offers invited for an established specialised haulier, engaging in high margin, niche markets in high activity locations.

Location: Southern England

**Our Service to our clients**

**Marketing**

**Valuation Report**

**Acquisition or Merger Services**

*In Search Of Excellence*  
*Established 1989*

European Business Development

P O Box 570

Weybridge KT13 9YY

T. 01932 701701 – F. 01932 706706

Email. [broker@business-affairs.co.uk](mailto:broker@business-affairs.co.uk)

## PROJECT AXLE

### The Business

This well established and highly organised international haulage firm services clients across Europe from a prime location in southern England. The company has a solid reputation for quality service, as evidenced by the level of recurring custom.

A flexible business strategy allows the company to take advantage of high margin niche opportunities that arise, and the strong historic profit profile reflects this. A number of opportunities for expansion of the business have been identified.

The company maintains a modern fleet with high technology navigation and tracking equipment.

- Turnover (2003) c£4.0 m
- Adjusted pre-tax profit (2003) c£950k
- Location Southern England

### The Opportunity

The purchaser will acquire a business that has:

- Good reputation based on customer service and reliability.
- Strong presence in high activity geographical locations, increasing the scope for profitable back loads.
- High gross and net margins with strong historical profit profile.
- Well-maintained fleet of vehicles, equipped with technology advanced communication and navigation equipment.
- Identified opportunities for growth under new ownership.
- Strong second tier management with the opportunity to retain key personnel.

### Potential Acquirers

- Companies in similar industry looking for consolidation.
- Companies engaged in outsourced networks looking to take advantage of an existing infrastructure.

### Profit Profile

Year end £000's	2002 Audited	2003 Audited
Turnover	3,772	3,999
Gross Profit	1,169	1,254
Adjusted profit before tax	768	954

### Ownership and reason for sale

The directors / shareholders have been involved in the company for many years and, having scaled down their involvement in the day to day running of the company in recent years, feel that the time is now right to realise their investment and pursue non related business opportunities.

**Progressing your interest**

A detailed Information Memorandum is available upon completion of confidentiality formalities.

Opportunities will be provided for genuine parties to meet the shareholders for detailed discussions about the business.

**Notice**

The shareholders have supplied the above information, any seriously interested parties must satisfy themselves as to the accuracy of the information herein