

Project Home and Garden

June 2020

FRP

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OPPORTUNITY TO PURCHASE AN INNOVATIVE GARDEN DECORATION BUSINESS

Key investment highlights

- Opportunity to purchase an innovative Garden Gift/Décor company based in South East England.
- The Company currently has approximately 1,500 different product designs and the Company's main USP is offering innovative, fun products that are of high quality for an affordable price.
- The Company was established in 1999 and has consistently grown year on year through trade fairs and customer word of mouth.
- The Company currently operates out of two locations in Kent. The stock is held in leasehold warehouse facilities, with 24 staff working from the two locations as well as remotely, there is also a showroom to display new products to larger clients.
- The management have advised turnover for the Company in 2019 was £7.1m with a loss of approximately 350k and turnover for the year 2018 was £4.2m with a loss of approximately 45k.
- The Company own the designs and the IP.
- The Company has approximately 1000 trade customers, most of which are garden centres with a some loyal larger clients who buy consistently due to good reputation.

Opportunity

- The Board is seeking offers to either refinance the Company or to acquire the business and assets.
- Access to a data room will be granted subject to a Non-Disclosure Agreement being signed. If parties remain interested, then more detailed discussions can be held with management.

Process and timeline

FRP are inviting expressions of interest by 5.30pm on Tuesday 16 June 2020. The Company and FRP reserve the right to vary this timetable.

All correspondence in relation to this matter should be directed to FRP using the contact details provided at the end of this document.

Contact details

If you would like further information on this opportunity please contact FRP using the details provided below.

All communication on this opportunity should be conducted through FRP.

You will be required to agree to a Non Disclosure Agreement in order to receive access to a data room and further information about the sale process.

Management meetings can be arranged once the Non Disclosure Agreement has been signed and initial discussions have been held.

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Disclaimer: The purpose of this document is to assist the recipient assess whether this business is one that may be of interest as a potential acquisition. It is not intended to form the basis of an investment decision and does not constitute a detailed review of the business. The recipient must carry out its own independent investigation and rely on its own assessment of the business. We recommend that independent professional advice is sought by the recipient. The information in this document has not been verified by FRP Advisory LLP, which do not give nor have any authority to give any representation or warranty (express or implied) as to its accuracy or completeness.