

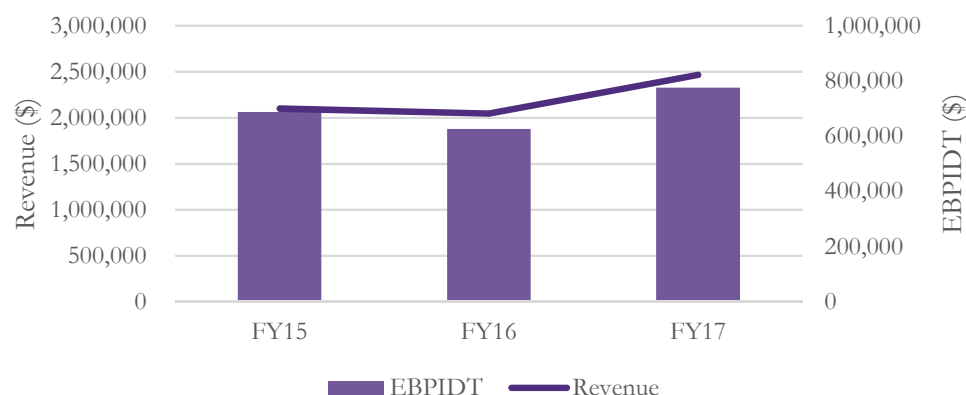
Welding business

Opportunity to acquire a profitable welding business with established client relationships located in Auckland

01. Opportunity

- The business owners are looking to exit the business. The opportunity now exists for an investor or trade player to build on the strong base that has been created by the company

02. High level financials



03. The company

- The company is a long established business is that of a welding and metal works in relation to commercial and residential construction projects located in Auckland. The owners note that this work is often undertaken in the early stages of a project, and so recovery of job revenues is high (the Company has historically had minimal bad debts written off)

04. Customers

- Around 90% of the company's revenue is derived from tender with the remaining 10% customers being direct customers. The owners advise that the average current job size, by revenue, is circa. \$50k, although some can be significantly larger
- The current owners estimate that it wins approximately 5% of the projects it tenders for – they consider a higher success rate would be achievable at lower margins but with an associated higher risk
- The company's fixed asset balance over the period was in the range of \$54k to \$134k, being primarily motor vehicles

05. Sale process

- Grant Thornton requests that parties confirm in writing their position in relation to their interest in the opportunity to acquire the assets of the company and provide a non-binding indicative offer for the company's assets
- Heads of Agreement to be negotiation with the acquirer
- Acquirer conducts due diligence
- Sale and purchase agreement signed with acquirer

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