



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Highly Regarded Renewable Heating & Heat Pump Design and Installation Business

South Yorkshire and Surrounding Regions

Asking Price: £150,000

Reference: HA04-ABS | Confidential Memorandum

Current Turnover Circa £261,000 p.a.

Asking Price: Offers in the region of £150,000

Key Investment Highlights

- Turnover increased from approximately £50,000 p.a. to more than £260,000 p.a. within three reported financial years.
- Excellent reputation supported by detailed reviews, referrals and service-led delivery.
- Bespoke in-house design capability and experience of complex installations.
- Accreditations and affiliations include MCS, NICEIC, RECC, TrustMark, Gas Safe, Refcom, Heat Geek and Octopus trusted-partner status.
- Large number of installed systems contributing to an expanding annual servicing base.
- No material dependence upon any single supplier.

Confidential Sale – Highly Regarded Heat Pump Design and Installation Specialist with Outstanding Reputation and Significant Growth Potential

An opportunity to acquire a respected South Yorkshire renewable heating specialist designing and installing bespoke domestic heat pump systems, including technically complex projects.

Established in 2021 and built upon almost two decades of sector experience, the business currently achieves turnover of circa £260,000 and benefits from exemplary customer feedback, repeat servicing income and extensive industry accreditations.

With continued enquiries and clear scope to increase capacity through recruitment and marketing, the business offers considerable potential for an owner-operator, regional contractor or strategic acquirer.

Business Executive Overview

The business surveys, designs and installs bespoke heat pump systems for residential customers. It focuses on correctly designed, energy-efficient central heating solutions and a high level of personal service from initial survey through installation and aftercare.

Established in December 2021, the company draws upon technical heat pump experience dating to 2005. Its lean team comprises the owners and one full-time trainee heating installer.

This supports quality control but limits installation volume, making recruitment and scaling the principal value-creation opportunities

Financial Performance

Financial Year	Turnover	Gross Profit
2021–2022	£50,388	£23,291
2022–2023	£186,755	£112,278
2023–2024	£260,756	£100,455

Investment Rationale

The acquisition provides immediate entry into a technically demanding and regulated growth market without the time required to build accreditations, reviews, systems and trusted relationships.

It may suit a plumbing, heating, electrical, renewable energy or property-services group seeking a specialist low-carbon heating division.

Business Background

The company was formed to provide a higher-quality alternative with domestic renewable heating. Its technical founder is an apprenticeship-trained plumber and gas engineer who first worked with air-source and ground-source heat pumps in 2005, later gaining design, installation and management experience in social housing and specialist heat pump businesses.

The operating philosophy is to design systems properly, set realistic expectations, maintain clear points of contact and support customers after installation. This has generated strong feedback and referrals.

Products and Services

- Property surveys and heat-loss assessments using digital and LiDAR-enabled tools.
- Bespoke in-house heat pump system design.
- Air-source and ground-source heat pump installation.
- Complex projects including flats, renovations, multiple heat pumps and pipework upgrades.
- Heating-system upgrades and optimisation.
- Annual service and aftercare for installed systems.
- Potential expansion into air-to-air heating and cooling using existing F-Gas and Refcom capabilities.

Competitive Differentiators

- Efficient in-house technical designs without unnecessary components where appropriate.
- One clear technical contact and one operation contact throughout the customer journey.
- Owners live with the technology installed and can speak from direct experience.
- Capability to undertake projects avoided by volume-led competitors.
- Strong expectation-setting, communication and post-installation support.

Customers and Market Position

The company principally serves homeowners replacing or upgrading gas, oil or other traditional heating systems. It is particularly well positioned for customers whose properties need a considered, bespoke solution rather than a standard package.

Customer Loyalty and Recurring Revenue

The business services the heat pumps it installs and reports more than 50 regular annual-service

customers. This installed base supports recurring revenue, referrals and future upgrade opportunities.

Market Drivers

- Continued policy support for the transition away from fossil-fuel heating.
- Government grants reducing the upfront cost of eligible installations.
- Expansion of support to eligible air-to-air heat pumps, creating a complementary heating-and-cooling opportunity.
- Growing consumer awareness of renewable heating and smart tariffs.
- Shortage of experienced, accredited installers capable of complex system design.

Quality, Compliance and Accreditations

- MCS
- NICEIC
- Renewable Energy Consumer Code (RECC)
- TrustMark
- Gas Safe Register
- Refcom and F-Gas capability
- Heat Geek
- Octopus trusted-partner relationship
- Insurance-backed warranty arrangements and relevant consumer-protection participation

The owners report annual MCS-related audit of back-office compliance and completed installation work. Boiler Upgrade Scheme installations may also be reviewed by Ofgem or appointed parties.

Business Operations

The business hours is from Monday to Friday, generally 9.00 am to 5.00 pm. Its workflow covers survey, design, quotation, procurement, installation, certification and aftercare.

- Lead technical responsibility for surveys, design and installation quality.
- Operations responsibility for scheduling, administration and customer coordination.
- One full-time trainee heating installer employed under written terms.
- Specialist software and LiDAR-enabled property scanning.
- No material dependency upon a single supplier.

Premises and Transferability

No freehold property is included. Full premises arrangements will be disclosed after NDA. The principal value lies in goodwill, expertise, accreditations, systems, digital presence, customer relationships and future pipeline. A purchaser will need suitable plumbing and heat pump expertise, whether through the incoming owner, an existing team or recruitment.

Sales and Marketing

Enquiries currently arise from Google Ads, Facebook, local magazines, referrals and the company website. The business continues to receive good enquiry and sign-up levels despite a relatively limited marketing mix.

- Increase and optimise paid-search expenditure.
- Develop regional search-engine optimisation.
- Introduce structured referral and review campaigns.
- Build partnerships with architects, builders, developers and retrofit specialists.
- Target off-gas-grid and renovation customers.
- Use case studies, video and educational content.
- Develop service plans and automated reminders.

Growth Opportunities:

Recruit installation capacity: Adding another experienced installer and apprentice could materially increase output.

Increase advertising: A professionally managed digital programme could expand enquiry volume and reach.

Broaden geography: The South Yorkshire base provides a platform for regional coverage.

Expand servicing: The installed base can support maintenance plans and repair work.

Develop heating and cooling: F-Gas and Refcom credentials support air-to-air heat pump opportunities.

Target partnerships: Builders, architects, landlords and energy consultants could provide repeat work.

Consolidate competitors: A trade acquirer could combine the company's reputation and expertise with a larger workforce and procurement base.

Ideal Purchaser Profiles

- Regional plumbing and heating contractor entering renewables.
- Established heat pump installer seeking expansion.
- Electrical, M&E, facilities-management or property services group.

- Energy, retrofit or decarbonisation business.
- Experienced owner-operator with relevant technical expertise.
- Strategic investor able to provide recruitment, marketing and management resources.

Handover and Transferability

The owners are willing to provide a structured handover and training period. They estimate that a technically competent purchaser could become familiar with the operation within a few months. Reasonable restrictive covenants and continuing support may be agreed in the legal documentation.

Indicative Transaction

Indicative asking price	£150,000
Basis	Subject to contract and due diligence
Reason for sale	Planned overseas relocation
Confidentiality	NDA and buyer qualification required

Reason for Sale

The owners are considering a sale to facilitate relocation overseas. This is the first time the business has been offered for sale. They are willing to provide an appropriate handover and reasonable non-compete commitments, subject to agreed terms.

To Register Interest:

To Register Interest, you will need to fully complete our Confidentiality Agreement, Please contact Abercorn Business Sales. e-mail: expert@aberncornbusinesssales.com or telephone: [0800-246-1313](tel:0800-246-1313)

Commercial Finance:

Abercorn Business Sales are specialists in highly confidential off-market business sales. Should you require commercial finance, we have a panel of leading commercial finance brokers with access to the whole market to enable you to source the best possible terms.



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