



ABERCORN BUSINESS SALES

SUCCESSFULLY SELLING YOUR BUSINESS



**Leading Designers and Manufacturers of the Highest Quality,
Contemporary Technology Lighting - Genuine Retirement Sale.**

South-East England, near London

Asking Price: £250,000

Reference: MD01-ABS | Confidential Memorandum

Asking Price: £250,000 Plus Stock at Valuation (approximately £75,000) on a cash-free, debt-free basis.

Location: South-East England, near London

Strong Order Book: Already anticipated for this financial year.

Turnover for Last Financial Year: circa £845,000

Gross Profit: circa £390,000

Operating Profits: circa £185,000 - £190,000

1. Executive Summary

This is a rare opportunity to acquire a well-established, privately-owned limited company, a leader in the design and manufacture of high-quality, contemporary lighting technology. Based near London in South-East England, the Company boasts over 30 years of experience in the specification and manufacturing of sophisticated lighting systems.

The Company has built an excellent reputation for its high-end picture lights and its innovative ability to repurpose legacy lighting fixtures. As a specialist in bespoke lighting equipment, it offers comprehensive design, development, manufacturing, consultancy, and support services. This integrated approach consistently delivers tailor-made lighting solutions that often exceed client expectations.

With a primary focus on the illumination of Fine Art and supporting the growing adoption of Circular Economy principles within the construction industry, the Business provides bespoke solutions that address even the most challenging lighting needs, adhering to the highest standards of excellence in quality, performance, reliability, and durability.

The Company is trusted by its clientele – custodians of some of the world's most precious collections of art and artefacts – to provide lighting solutions that not only enhance aesthetic appeal but also ensure the long-term conservation of artworks and exhibits. The delivery of full-spectrum illumination is paramount, enhancing the true essence of each piece while safeguarding it from potential damage.

Renowned for its expertise, reliability, and innovative solutions, the Company serves a prestigious client base including The National Trust, English Heritage, the Royal Collections Trust, international museums, and owners of Fine Residences across the UK.

2. Business Overview

- **Founded:** 2012 (Evolved from an originating entity established in 1983)
- **Location:** South-East England, near London
- **Ownership:** Privately owned limited company

As one of the longest-established and most experienced companies in the lighting market, this business offers bespoke lighting solutions, particularly targeting the museum and heritage sector. Its expertise spans both the creation of new lighting systems and the retrofit of legacy systems (both its original

supply and that of other manufacturers) with modern LED technology.

The Company operates from vendor-owned premises, which include well-equipped workshops, offices, and secure storage facilities.

3. Products and Services

The Company provides a comprehensive suite of products and services, showcasing its versatility and expertise:

- Bespoke LED Lighting Solutions: Custom-designed LED lighting systems for art illumination and other specialised applications.
- Top Quality, High-End Picture Lights: Supported by extensive experience in best lighting practices and critical conservation considerations.
- Retrofit Services: Upgrading and repurposing existing lighting systems with modern, energy-efficient technology.
- Technical Design and Manufacturing: Robust in-house capabilities for technical design, testing, machining, 3D printing, painting, and assembly.
- Established and Respected Brand: A reputation synonymous with high-quality lighting equipment.
- New, Sleek Product Ready to Launch: A market-beating, optically sophisticated, pencil-slim new picture light which is perfect for contemporary art collectors.

4. Market and Competition

Market Outlook:

The market for art lighting is robust, presenting significant growth opportunities within the United Kingdom and internationally, for both bespoke products and services, as well as off-the-shelf items. The Company is perfectly positioned to capitalise on the increasing demand for retrofit solutions and the burgeoning circular economy. Furthermore, ongoing discussions with a leading London University for the development of cutting-edge lighting technology promise to significantly re-energise the industry.

Competitive Advantage:

- Exceptional Reputation: Known for high-quality, reliable products and services.
- Strong Client Relationships: Deep, long-term relationships with prestigious clients.
- Unrivalled Customisation: Ability to deliver highly bespoke solutions precisely tailored to client needs.
- Extensive Technical Expertise: In-depth knowledge of both legacy and modern lighting technologies.

Key Clients:

- The National Trust
- The Royal Collections Trust
- An extensive client list of Museums and other Heritage Organisations
- Leading Lighting Designers
- Private High Net-Worth clients

5. Financial Information

Turnover:

- 2021: £173,591 (COVID impact)
- 2022: £423,804 (COVID recovery)
- 2023: £614,529
- 2024: £845,000
- 2025: £640,000 (anticipated)

Profitability:

The Company has demonstrated consistent growth and maintains significant profit margins, driven by its high-value client base and bespoke offerings.

Assets:

Key assets include 3D printers, a CNC machine, a small lathe, and substantial stock holdings.

6. Growth Opportunities

Sales and Marketing:

Currently, the Company operates without a dedicated sales team or modern online marketing strategies. Introducing a full-time salesperson and significantly upgrading its online and social media presence would unlock substantial growth. Crucially, existing staffing levels and production space offer considerable capacity to increase productive throughput without significant increases in overhead. The new, sleek, contemporary picture light offers an excellent new marketing launch opportunity.

International Expansion:

With strategic investment in marketing and sales, the Company is poised to expand its reach into international markets, leveraging its strong reputation and unique offerings either directly or through a carefully selected distribution network.

7. Property and Facilities

- Type: Leasehold (owned by the vendor personally)
- Rent: £42,500 per annum
- Property Description: Comprehensive facilities including workshops, storage, technical test facilities, office space, a meeting room, kitchenette, and toilets.
- Location: A desirable rural setting offering onsite parking, excellent security, and dog-friendly policies.
- Services: Fully equipped with electricity, water, fast fibre broadband, and sewage.

8. Employees

The Company benefits from a highly skilled and experienced team, but essentially is quite a lean operation:

Full-time Employees: (4)

- 2 x Production staff (manufacturing, assembly, installation)
- 1 x Technical Co-Director (production and site work)
- 1 x Owner (customer contact, project management)

Part-time Employees: (3)

- Office Administrator and Marketing Assistant
- Office Assistant/Workshop Support
- Accounts Manager (Sage accounts, payroll)

9. Sale Details

Reason for Sale:

The owner's genuine desire for retirement is to pursue personal interests. Importantly, the owner is fully committed to a successful transition and the Company's future commercial success, offering to remain involved in a consultancy capacity to ensure a seamless handover.

Support for New Owner:

The current owner is dedicated to providing comprehensive support and training to the new owner. Additionally, the present Co-Director, with his profound technical strengths, is committed to remaining with the Company, ensuring continuity and further advancement of its unique skills and abilities.

Key Employees:

The Company's key employees are integral to its operations and are expected to remain post-sale, ensuring continuity and stability.

Confidentiality:

This sale is highly confidential. Discretion is paramount.

10. Conclusion

This Company represents a unique and compelling opportunity to acquire a highly reputable and profitable business with a well-established client base across several niche markets. It offers significant growth potential, particularly through the implementation of modern sales and marketing strategies. The new owner will inherit a loyal client base, experienced and dedicated staff, and a solid foundation for continued success and future expansion.

Next Step: To Register Interest, you will need to fully complete our Confidentiality Agreement (Online NDA).

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Next Steps & Contact

Abercorn Business Sales

0800 246 13 13

expert@abercornbusinesssales.com

abercornbusinesssales.com