



**ABERCORN BUSINESS SALES**  
**SUCCESSFULLY SELLING YOUR BUSINESS**



**Electronics Manufacturing & Subcontract Assembly Business with  
Longstanding Client Relationships.**

Hertfordshire

**Asking Price: £180,000**

Reference: MD06-ABS | Confidential Memorandum

**Asking Price:** £180,000 plus stock at valuation on a cash-free, debt-free basis

**Current Stock Value:** circa £20,000 consumables, £102,000 Work In Progress

**Current Turnover:** circa £600,000 p.a.

**Current EBITDA:** circa £100,000+ p.a. (pre director drawings)

### **Key Investment Highlights**

- Established in 1985 with over 40 years of industry presence
  - Strong reputation for high-quality, reliable electronic manufacturing services
  - Loyal and repeat customer base, including clients of 25+ years
  - Consistent trading history with healthy gross margins
  - ISO 9001:2015 certified, demonstrating quality assurance standards
  - Flexible, low-volume and bespoke manufacturing capability
  - Experienced team with extensive technical expertise
  - Significant growth potential through marketing and business development
  - Offered debt-free with no outstanding loans or overdrafts
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### **Business Background**

Founded in 1985 by the current owner and a former business partner, the company has grown steadily through reputation, repeat business, and technical expertise. The co-founder has since retired, and the business has continued to operate successfully under the current owner.

Over the decades, the business has adapted to changes within the electronics industry, maintaining relevance through flexibility, quality delivery, and customer-focused service.

The company enjoys a strong standing within its niche, particularly for low-volume, high-quality, bespoke manufacturing work.

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### **Business Overview:**

This represents a rare opportunity to acquire a long-established, reputable electronics manufacturing business with strong customer relationships, proven capabilities, and clear potential for growth. The combination of stability, quality reputation, and untapped development opportunities makes this an attractive acquisition for a range of buyer types.

Well-established and profitable electronics subcontract manufacturing business, trading since 1985 with a strong reputation for quality and reliability. The company benefits from a loyal, long-standing client base, with several relationships exceeding 25 years.

Offering a full-service solution from PCB assembly to complete unit build and testing, the business is well-positioned for continued success. Significant opportunity exists to scale through proactive marketing and expansion under new ownership.

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### **Executive Overview**

This is an opportunity to acquire a well-established UK-based electronic subcontract manufacturing

business specialising in PCB assembly, control panel build, cable preparation, and full electromechanical assembly.

Operating since 1985, the business has built a strong reputation for delivering high-quality, bespoke manufacturing solutions with fast turnaround times. It serves a diverse client base across multiple industries and is particularly valued for its flexibility and responsiveness.

The company operates with a lean but highly experienced team and generates consistent revenues, with turnover of £616,485 in 2024 and a history of higher revenues in prior years.

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## **Products & Services:**

The business offers a comprehensive range of subcontract electronic manufacturing services:

### **Core Services:**

- Printed Circuit Board (PCB) Assembly
  - Through-hole and surface mount (SMT)
  - Prototype to medium/large batch production
  - Fast turnaround capabilities
- Cable Preparation
  - Single and multi-core cable assemblies
  - Custom looms and military-spec assemblies
- Control Panel Assembly
  - Enclosure modification and wiring
  - Industrial panel build and configuration
- Complete Unit Assembly & Testing
  - Full product build from components to final packaging
  - Testing, calibration, and quality assurance

### **Additional Capabilities:**

- Component procurement across a wide range of electronic parts
- Custom test equipment development
- Flexible production scheduling

### **Key Differentiators:**

- Fast quoting and rapid production turnaround
- High-quality, precision manufacturing
- Competitive pricing for low-to-medium volumes
- Personalised customer service

## **Customers & Market Position**

The business serves a broad range of industries requiring specialist electronic assembly services.

### **Customer Profile:**

- OEMs and industrial clients
- Engineering and manufacturing firms
- Businesses requiring bespoke or low-volume production

## Client Base:

- 4 core long-term customers
- 9+ repeat customers on an ongoing basis

The company benefits from strong customer loyalty, with several relationships extending over 25 years, reflecting reliability and service quality.

It occupies a niche position focusing on flexible, lower-volume work where larger manufacturers are less competitive.

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## Business Operations:

### Premises:

- Operates from two leased units
- Unit 1: 5-year lease with break clause (June 2027)
- Unit 2: Flexible lease (1-month notice)
- Equipped with 3-phase electricity, fibre broadband, and security systems

### Staffing:

- One working director
- 2 full-time employees
- 1 part-time employee
- Skilled in PCB assembly and electromechanical assembly

### Systems & Processes:

- Established production workflows
- ISO 9001:2015 quality management system
- Efficient procurement and assembly processes

### Owner Involvement:

- Active in day-to-day operations
- Transition period of up to 3 months offered

The business is highly transferable, with established processes and experienced staff ensuring continuity under new ownership.

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## Financial Overview:

Financial Year	Turnover	Gross Profit
2022	£717,087	£238,307
2023	£1,039,169	£349,878
2024	£616,485	£279,554

- Adjusted EBITDA (pre director drawings) for year end Nov 2024 circa £111,000 p.a.

- No bank loans or overdrafts
- Valued on a cash-free, debt-free basis
- Asking Price: £180,000 plus stock at valuation

Detailed financial information is available to qualified buyers following execution of a Non-Disclosure Agreement.

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### **Key Strengths of the Business**

- Long-established and reputable business
  - Strong, loyal customer relationships
  - High-quality manufacturing capability
  - Flexible and responsive service model
  - ISO-accredited processes
  - Experienced and knowledgeable workforce
  - Reliable supplier network
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### **Growth & Development Opportunities**

- Introduction of proactive marketing and online presence
- Expansion of customer base beyond word-of-mouth referrals
- Development of new industry sectors
- Investment in automation or additional equipment
- Scaling production capacity
- Strategic partnerships with OEMs

The business has historically relied solely on referrals, presenting a clear opportunity for growth through structured sales and marketing initiatives.

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### **Ideal Buyer Profile**

This opportunity may suit:

- Existing electronics or manufacturing businesses seeking expansion
- Entrepreneurs with technical or engineering background
- Owner-operators looking for a stable, profitable business
- Strategic buyers seeking bolt-on acquisition

Some technical knowledge would be beneficial but is not essential due to the experienced team in place.

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### **Reason for Sale**

The business is being offered for sale due to the owner's planned retirement.

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### **Acquisition Process**

1. Confidential enquiry

2. Execution of Non-Disclosure Agreement (NDA)
  3. Release of detailed information
  4. Management discussions and due diligence
  5. Offer submission
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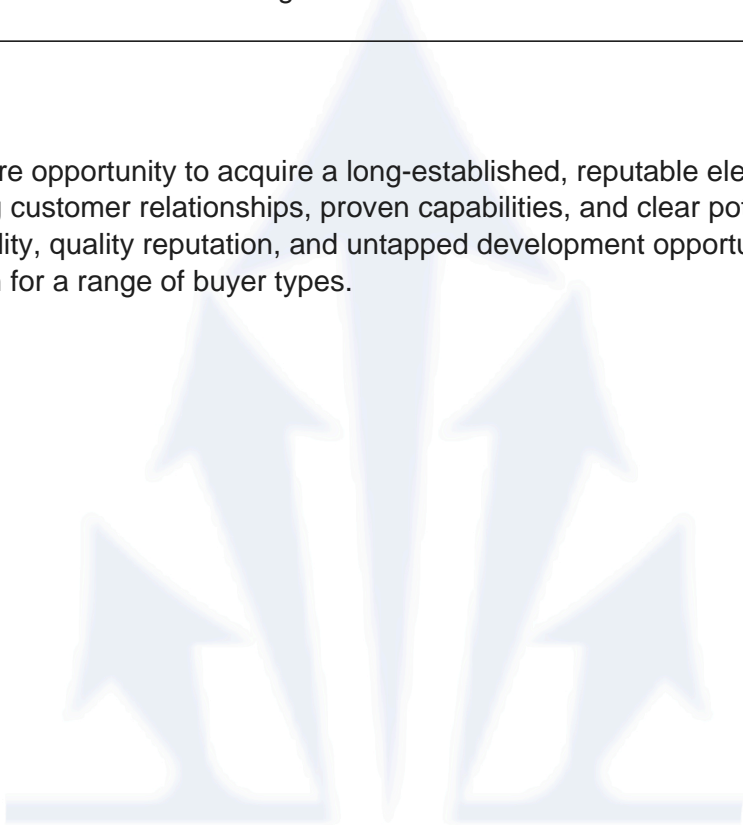
### **Confidentiality Notice**

This is a confidential sale. All information provided is strictly private and must not be disclosed to any third party without prior consent. Further sensitive information will only be shared with qualified buyers following execution of a Non-Disclosure Agreement.

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### **Summary**

This represents a rare opportunity to acquire a long-established, reputable electronics manufacturing business with strong customer relationships, proven capabilities, and clear potential for growth. The combination of stability, quality reputation, and untapped development opportunities makes this an attractive acquisition for a range of buyer types.





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## **Next Steps & Contact**

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