

# KROLL

## ACQUISITION OPPORTUNITY

### PROJECT BOOST (“the Company”)

Kroll has been retained to seek an investor and/or a purchaser for the Company or business and/or assets of the Company. All communications, enquiries and requests for information should be addressed to the following professionals:

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To find out more about Kroll Advisory Ltd and other businesses available for sale visit [www.kroll.com/en-gb/services/restructuring-advisory](http://www.kroll.com/en-gb/services/restructuring-advisory)

### BUSINESS DESCRIPTION

- Specialist access platform hire, contract lifting services, rope access, traffic management, ground protection, new rigging services & high-level cleaning across the UK.
- The Company is an expert in work at height and lifting along with providing a range of services to support the safe completion of projects and the upkeep of sites across the UK.
- Operations cover the UK and Ireland, from its headquarters in Yorkshire and strategic hubs in Scotland, and a satellite facility in the South East of England for optimal machine storage.
- The Company has in-house expertise with 81 employees along with 12 full time specialist contractors with both operational and health & safety capability.

### KEY INVESTMENT HIGHLIGHTS

#### Comprehensive Service Offering

- “One-Stop-Shop” offering complete solutions and the sole UK supplier capable of self-delivering a full turn-key project.
- Significant growth potential servicing three key sectors: facility management, general hire, and rigging services relating to telecommunication infrastructure installation.
- The Company has multiple routes to market including rigging and Telecoms builds.
- Innovative and safe solutions for access, lifting and engineering projects.

#### Customer and Supplier Relationships

- Entrenched blue-chip customer base with customer and industry approvals including Cellnex, Ericsson, Nokia, MBNL, AP Wireless, Motorola, and Aviat Networks.
- Strong relationships with leading brand suppliers with a secure pipeline of ongoing contracts and promising future opportunities for continued growth.

#### Growth Opportunities

- Expansion plans to a new rigging revenue stream utilising established infrastructure to bridge the shortfall in telecom sites for mobile network operators.
- Clearly defined growth levers for future expansion underpinned by strong industry demand for 5G access substantially increases.

#### Experienced Management Team

- Strong management team with a wealth of experience and expertise supported by a highly knowledgeable workforce guaranteeing a uniquely bespoke and transparent service.

### EXPRESSIONS OF INTEREST

All interested parties must send their expressions of interest to Kroll by 12pm on 3<sup>rd</sup> June 2024. All offers must be supported by proof of funding.

### FINANCIAL HIGHLIGHTS

Balance Sheet	FY23	FY24
	Stat Actual Y/E 29 September 2023 £'000	MA Actual January 2024 £'000
<b>Fixed assets</b>		
Intangible Assets	63	63
Tangible Assets	5,707	5,510
	<b>5,770</b>	<b>5,573</b>
<b>Current assets</b>		
Stocks	33	318
Debtors	1,564	1,147
Cash at Bank and in Hand	1	(38)
	<b>1,598</b>	<b>1,427</b>
<b>Current liabilities</b>	<b>(3,591)</b>	<b>(4,251)</b>
<b>Net current assets / liabilities</b>	<b>(1,993)</b>	<b>(2,824)</b>
<b>Total assets less current liabilities</b>	<b>3,777</b>	<b>2,749</b>
<b>Non-current liabilities</b>	<b>(3,418)</b>	<b>(3,035)</b>
Provisions	(83)	(83)
<b>Net assets</b>	<b>276</b>	<b>(369)</b>
<b>P&amp;L</b>	<b>FY23</b>	<b>FY24</b>
	<b>Stat Actual</b>	<b>MA Actual</b>
	<b>Y/E 29 September 2023</b>	<b>January 2024</b>
	<b>£'000</b>	<b>£'000</b>
<b>Turnover</b>	<b>8,242</b>	<b>2,470</b>
Cost of Sales & Wages	(4,331)	(1,661)
<b>Gross Profit</b>	<b>3,911</b>	<b>809</b>
Indirect Costs	(1,548)	(713)
Overheads	(2,080)	(738)
<b>Operating Profit (Loss)</b>	<b>283</b>	<b>(643)</b>
Profit/(Loss) on disposal of Assets	-	(1)
<b>Profit before tax</b>	<b>283</b>	<b>(645)</b>

### BUSINESS HIGHLIGHTS

Strong revenue  
 forecast  
**£31m in FY28**

Triple ISO  
 Accreditation  
 from BSI