

Distressed business for sale

Specialist manufacturer and retailer of sports clothing apparel



PKF Smith Cooper has been engaged to assist in the marketing and sale of a business that manufactures and retails specialist wearing apparel and accessories.

In 2005, the business developed compression wear, which at the time was new to the market and used by elite athletes. It adapted over the years to create compression garments specifically designed for different sports along with bespoke recovery compression wear. During 2010 the business combined its compression technology with micro encapsulated yarns and its now best selling Slim range was created.

Since 2013 the business has seen great success on TV shopping channels around the world and has built strong B2B relationships with the likes of Ideal World, QVC & TVSN. In 2023 it also saw growth of circa 50% on its D2C business with sales of £527K direct through its website.

The business is based close to Mansfield town centre and the building offers high specification and modern working conditions with designated parking. The trading premises are located just off Junction 28 of the M1 so also provides ease of access into the town and a commuting workforce.

Furthermore, the Company also employs twenty four members of staff, with exceptional levels of experience and expertise for their individual roles. All members of staff have been put through extensive training, shadowing and mentoring upon hiring, to ensure they are fully equipped and capable to carry out the roles they each have.

Assets available for sale include the goodwill of the company, patents and trademarks, office equipment, motor vehicles, plant and machinery, stock and any intellectual property of the business. Alternatively an acquisition of the Company's shares is available, should that be the preferred route for interested parties.

According to the latest financial statements accounts, the Company achieved turnover of c.£1.1m, resulting in a net loss before taxation of c.£366k, in the year to 30 June 2022. In the year ending 30 June 2021 the Company's statutory accounts reported net assets of c.£19k, and achieved a turnover of c.£1.4m, eliciting net loss in the region of £93k.

To protect the company's goodwill and trade, it is proposed that any sale will be undertaken on an accelerated basis and will need to be completed by 4pm on 1st March 2024, and as such, this opportunity is only likely to be available for a short period of time.

Following receipt of expressions of interest, and a signed Non-Disclosure Agreement, sale particulars will be provided. Offers for the purchase of the business and / or its assets as a going concern, by way of sealed bids, need to be sent to PKF Smith Cooper before noon on 26th February 2024, together with evidence of funding.

When submitting your offer, in order to expedite matters, please provide contact details of your solicitors. If you are interested in pursuing this opportunity further, please contact one of the following for additional information

Michael Roome
Kimberley Wapplington

07971 242 692
07808 254 715

michael.roome@pkfsmithcooper.com
kimberley.wapplington@pkfsmithcooper.com

PKF Smith Cooper, 2 Lace
Market, Nottingham, NG1 1PB

Important Notice

PKF Smith Cooper is the trading name of PKF SC Advisory Limited, a company registered in England. Registered number: 7678255.

Registered office: PKF Smith Cooper, Prospect House, 1 Prospect Place, Millennium Way, Derby, DE24 8HG. A list of directors is available for inspection at the above address.

PKF Smith Cooper is a member of PKF Global, the network of member firms of PKF International Limited, each of which is a separate and independent legal entity and does not accept any responsibility or liability for the actions or inactions of any other individual member or correspondent firm(s).

This document is directed only to Recipients who may be interested in making an offer that would qualify for exemption under Article 62 (Sale of a Body Corporate), or to Investment Professionals as defined by Article 19 and High Net Worth Entities as defined by Article 49, of the Financial Promotions Order 2005. No other persons should rely on this document.

The purpose of this document is to assist Recipients in deciding whether to investigate the above opportunity. It is not intended to form the basis of any transaction. Recipients must make their own independent assessment of the opportunity and should obtain independent professional advice. The information in this document has not been independently verified by PKF Smith Cooper, which does not give, nor has it any authority to give, any representation or warranty (express or implied) as to its accuracy or completeness.

PKF Smith Cooper is regulated by the Institute of Chartered Accountants in England and Wales for a range of investment business and consumer credit activities.