

ACQUISITION OPPORTUNITY

PROJECT GLOBE (“the Company”)



Kroll has been retained to seek a purchaser for the Company's business and assets. All communications, enquiries and requests for information should be addressed to the following professionals:

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Opportunity Description

An opportunity exists to purchase the business and assets in a long established producer and market leading online retailer of maps and related products.

The business operates from a leasehold premises in the South West of England and operates under a number of brand names.

Key Investment Highlights

Comprehensive Service Offering

- Manufactures and sells a broad range of maps, jigsaws and other map-based products.
- Produces bespoke and personalised map and jigsaw gifts.
- Recent acquisition of a new contract which will allow the business to diversify its product offering.
- UK's leading online retailer of jigsaw puzzles and leading supplier of UK postcode maps.

Customer Relationships

- Sells directly to consumers via its online retail platform, as well as to retailers and wholesalers.
- Boasts strong relationships with customers across Europe and USA.
- Operates under a number of industry recognised brands.

Premises & Technology

- The business operates from a leasehold property in the South West of England and has dedicated production and warehouse facilities.
- Recent significant investment in machinery to improve efficiency.

Experienced Management Team

- Strong existing management team which has developed a wealth of experience within the industry.
- Considerable design and technical expertise.
- Currently employs c.50 members of staff.

Expressions of Interest

All interested parties will be required to sign a non-disclosure agreement and expressions of interest should be sent to Kroll by 17:00 on Thursday 27 October 2022.

Financial Highlights

Balance Sheet	Oct 20 Stat £'000	Oct 21 Stat £'000	Aug 22 MI £'000
Fixed assets	163	198	246
Current assets			
Stocks	330	616	531
Debtors	472	421	326
Cash at bank	370	197	131
	1,173	1,235	988
Current liabilities	(723)	(872)	(695)
Net current assets / liabilities	450	363	293
Total assets less current liabilities	613	561	539
Long term creditors	(394)	(420)	(642)
Net assets	219	140	(103)

P&L	FY21 Stat £'000	MA22 10mA £'000	MA22 10mA+2F £'000	FY23 Forecast £'000
Turnover	4,660	3,199	3,803	4,320
Cost of Sales	(2,167)	(1,949)	(2,286)	(2,440)
Gross Profit	2,493	1,250	1,517	1,880
Gross Profit Margin	53%	39%	40%	44%
Overheads	(2,187)	(1,415)	(1,683)	(1,521)
EBITDA	306	(165)	(166)	359