

## ACQUISITION OPPORTUNITY Project Structure

### Business Overview

- Provider of a Software as a Service (SaaS) solution primarily to the global construction industry.
- Proven and cost effective project management software on the NEC3 suite of contracts.
- Expanding customer base with long term contracts and over 1,000 users, including major blue chip organisations.
- Anticipated growth within the UK, China, Northern Europe, Australasia and the Middle East.
- Having spent a number of years developing the software the Company is now able to generate high levels of profitability in particular if owned by major global concerns in construction and related industries.

### Financial Summary

PROJECT STRUCTURE PROFIT & LOSS SUMMARY	Actual FY10	Actual FY11	Draft FY12	Outturn FY13	Budget FY14	Forecast FY15
Turnover	104,282	108,428	152,193	240,119	375,000	1,000,000
Cost of Sales	32,721	9,354	28,022	24,124	35,000	100,000
Gross Profit	71,561	99,074	124,171	215,995	340,000	900,000
GP %	68.62%	91.37%	81.59%	89.95%	90.67%	90.00%
Administrative Expenses	61,931	91,659	103,819	115,575	140,000	450,000
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Profit Before Tax	9,630	7,415	20,352	100,420	200,000	450,000
<b>EBIT</b>	<b>9,630</b>	<b>7,415</b>	<b>20,352</b>	<b>100,420</b>	<b>200,000</b>	<b>450,000</b>
<b>EBITDA</b>	<b>10,838</b>	<b>19,298</b>	<b>20,352</b>	<b>100,420</b>	<b>200,000</b>	<b>450,000</b>
Adjustments :						
Add Back Exiting Shareholders Costs	0	0	12,000	12,000	12,000	50,000
<b>Adjusted EBITDA</b>	<b>10,838</b>	<b>19,298</b>	<b>32,352</b>	<b>112,420</b>	<b>212,000</b>	<b>500,000</b>

### Other Information

- Investor/shareholder wishes to exit from the business.
- Experienced and Motivated Managing Director.
- Significant opportunities for rapid growth for businesses with existing global reach.
- Sale price expectations are set at £2m for the entire share capital, based on the perceived value of the IP.

### Enquiries

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