

ACQUISITION OPPORTUNITY

PROJECT Storm (“the Company”)

A leading provider of high voltage electrical engineering solutions to rail, electrification and electricity supply industries.

Kroll has been retained as exclusive financial advisor to the Company to seek an investor and / or a purchaser for the Company’s entire share capital or business and assets. All communications, enquiries and requests for information should be addressed to the following professionals:

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Business and opportunity overview

- Founded in 2009, Storm is a UK based electrical engineering firm. The Company’s specialist team employs 30 staff and has a proven track record in delivering successful high voltage electricity projects. Storm is uniquely positioned to provide full turnkey solutions with inhouse design from initial concept through to project management, installation, testing and commissioning services. Storm further has capability to provide inhouse substation building and integration services capabilities from their own workshop.
- Storm is strongly positioned to take advantage of the UK’s government’s transition to a net zero carbon-neutral economy which focuses on rail network electrification through their proprietary internally developed, and Network Rail approved, high voltage substation following two years of development. The Company has a national footprint and is headquartered in Cheshire with additional leasehold premises in Scotland and Yorkshire.

Key investment highlights

- The Company is an asset-light business with strong a track record of stable revenues and profitability since 2009.
- Revenue includes an element of reoccurring maintenance contract revenue with Network Rail, University of Salford and CBRE providing an element of short-term revenue visibility.

Highly experienced workforce

- The Company benefits from a highly committed and skilled management team, with extensive combined experience of 40 years. The Company further boasts a strong track record of delivering high quality services supported by a specialised, highly-skilled workforce.

Licenses, accreditations and frameworks

- Storm has invested heavily in accreditations gaining ISO 9001 ISO 14001 and ISO 45001 status. This has resulted in Storm becoming a Network Rail approved principal contractor and a party to the Network Rail framework agreement.

Strong pipeline and future growth prospects

- Storm has a proven and profitable business model with longstanding relationships and brand heritage having worked in the sector since 2009. This drives a secured work of £2.4m and £5.3m of pipeline revenue of which £2.9m are high probability projects expected to commence imminently.

Expressions of interest

- Further information is available upon request with initial expressions of interest to Kroll by 12pm (GMT) on 27 March 2025. Potential purchasers will need to be in a position to complete a sale shortly thereafter.

Key customers

- Key customers include Network Rail, SPL Powerlines and University of Salford with services principally provided to tier one suppliers.

Summarised profit & loss

Profit and loss account £'000s	FY22 Actual	FY23 Actual	FY24 Actual
Revenue	7,138	6,051	6,241
Cost of sales	(5,594)	(4,413)	(5,177)
Gross profit	1,544	1,637	1,064
Gross profit margin (%)	22%	27%	17%
Overheads	(1,273)	(1,468)	(1,446)
EBITDA	270	170	(382)
EBITDA (%)	3.8%	2.8%	-6%

License and accreditations



Strong pipeline and growth opportunities

