

PROJECT AETHER

We are delighted to be instructed as sole advisors in the sale of the following business.

BUSINESS SECTOR

A leading provider of comprehensive strapping solutions, specialising in the design, manufacture, and distribution of strapping tools and machinery across diverse industries.

PRODUCT AND SERVICES

Aether offers a comprehensive range of high-quality products and services designed for industrial, logistics, and commercial applications:

- ✓ Comprehensive strapping solutions to significantly improve productivity and health & safety
- ✓ Plastic and steel strapping consumables
- ✓ Strapping machines & tools
- ✓ Pallet-strapping solutions & trolleys
- ✓ On-site maintenance and repair services

GEOGRAPHICAL AREA

Covers USA, Australasia, Middle East and Europe

CONTACT DETAILS

For further information and confidentiality agreement please contact Xeinadin Corporate Finance at:

David Quinney – Corporate Finance Associate Director

 07864 262322

 david.quinney@xeinadin.com

History

- Established in 1979, Aether has grown from a small independent operation into a leading specialist in plastic strapping solutions, known for its innovation and high-quality service. Over the decades, the company has expanded its product range, developed custom strapping solutions, and built a global customer base.

Products & Services

- Aether is a market-leading specialist in plastic strapping solutions, providing a full suite of high-quality strapping materials, machinery, and tools, with customisation options including printed strapping and Pallet-strapping solutions.
- Aether's sales are diversified across 3 key product groups, with 59% of revenue generated from plastic and steel strapping, 14% from strapping tools and machinery, and 27% from ancillary products such as pallet-strapping solutions, trolleys, dispensers, and printed strapping.

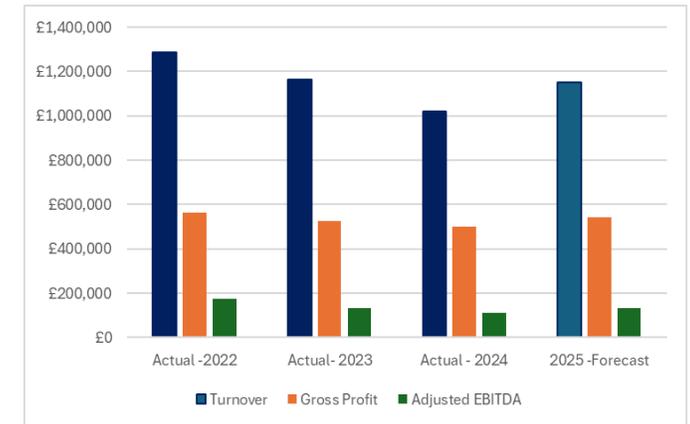
Customer base & Competitive Advantage

- The company is a fully independent distributor, sourcing only from ISO-certified manufacturers with a proven track record to ensure quality and reliability. Unlike general packaging merchants, Aether maintains a diverse stock of strapping products in various core sizes and colours, reducing lead times and order minimums while offering unbiased expertise, personalised service, and faster response times that manufacturers typically do not provide directly to end-users.
- Aether's customer mix consists of 20% distributors and 80% end-users, serving key industries such as Manufacturing, Building, Materials Handling, and Distribution.
- Aether's efficient order processing and rapid dispatch ensure minimal lead times, with fulfilment normally completed within 2-3 days and often with 24 hours, driving exceptional customer satisfaction.

Team

- Aether's success has been driven by its high quality and committed team.

Financial Highlights



Reason for sale

- The vendor feels that the business has many avenues for further growth. As a result, the vendor is looking to retire and realise their investment; letting the business continue to grow and expand under new ownership. The vendor is prepared to continue as required for an appropriate handover period.

Potential Acquirers

- We believe this opportunity would appeal to a range of strategic acquirers, including packaging manufacturers, industrial supply firms, and logistics solutions providers, seeking to expand their product offerings, enhance distribution capabilities, or strengthen their market presence through acquisition.
- We also feel this opportunity would be suitable for an investment house looking to maximize returns via a proven business with large growth potential or to bolster an existing portfolio company.