



HJD023 – Commercial Cleaning Services Company for Sale – South East UK

Executive Summary

A unique opportunity has arisen to purchase a growing office and commercial cleaning company. The company provides a comprehensive suite of cleaning services for businesses and organisations across South East England.

The business has developed a reputation for delivering a consistent, high quality service for a broad range of clients, demonstrating specialist knowledge and expertise to match specific client requirements. As a result, the business has built an impressive client portfolio, servicing a variety of premises including offices, leisure centres, manufacturing plants, retail outlets and educational institutions.

The full range of contract cleaning services consists of commercial cleaning, external cleaning, drainage services, property maintenance and tenancy services. The business actively maintains quality and consistency through a system of regular site visits to ensure that high cleaning standards are maintained.

The business provides an extensive product and equipment range and ancillary services as an integral part of its cleaning contract packages, supplying over 4,000 lines of janitorial products and equipment, promoting environmentally friendly cleaning chemicals, recyclable materials and cleaning practices. The wide range of ancillary services delivered include floor and carpet cleaning, window cleaning, washroom services, IT equipment cleaning, end of tenancy cleaning and void and exit cleaning.

The company benefits from a small and agile team of contract managers, supported by an efficient administrative team. The business employs a team of cleaning operatives, with an emphasis on training and professional development to attain and exceed industry-recognised cleaning standards.

Highlights

- Comprehensive suite of cleaning services
- Robust client portfolio across a healthy mix of sectors
- Established reputation for quality and consistency
- Extensive product and equipment range with +4,000 product lines
- Strong, supportive contract management and administrative team
- Professional team of cleaning operatives, trained to industry standards



Financial Overview

<i>Y/E: 31st Dec</i>	<i>2015</i>	<i>2016</i>	<i>2017</i>	<i>2018</i>	<i>2019 (FCT)</i>
Sales revenue	£631,560	£759,229	£887,521	£860,583	£853,636
Gross profit	£429,070	£580,032	£713,510	£742,448	£776,502
<i>Percentage</i>	<i>68%</i>	<i>76%</i>	<i>80%</i>	<i>86%</i>	<i>91%</i>
Adjusted EBITDA	£12,992	-£30,996	-£81,006	£103,105	£89,308
<i>Percentage</i>	<i>2%</i>	<i>-4%</i>	<i>-9%</i>	<i>12%</i>	<i>10%</i>

Offers invited