

HJDo44 – Commercial Cleaning and Facilities Management Company – London

Executive Summary

An exciting opportunity has arisen to acquire a profitable commercial cleaning and facilities management company based in Central London. Established in 2011, the Company has built a strong high-end client base and a reputation for delivering tailored cleaning and maintenance solutions for their clients with consistency and quality.

This thriving business has developed a robust portfolio of high-end clients with a presence across London. The client base - represented across a range of sectors - has a strong concentration in the financial services sector, such as investment management firms, hedge funds and asset management companies.

The business delivers a comprehensive suite of professional property cleaning, maintenance and facilities management services for client premises across London and are tailored to cater for individual client needs. The range of cleaning services and facilities management services is provided in seven key areas: office cleaning, property maintenance, air conditioning / heating systems, recycling/waste collection services, confidential shredding services, plant/flower hire and IT cleaning expertise.

The Company benefits from an efficient, compact team covering the core operational areas of the business. The operational structure of the business ensures that high standards are maintained through a well-defined supervisory regime, which includes the ongoing monitoring and training of cleaning operatives and regular inspection of client premises to ensure that the high standards the Company has come to be known for are met and exceeded.

This opportunity presents significant scope for growth, having built a strong presence particularly among financial services companies with representation in the central London area.

Highlights

- Strong year on year growth
- High-end client base with a concentration in the Financial Services sector
- Comprehensive suite of professional cleaning services designed for highly visible, client-facing premises
- Clearly defined operational structure
- Significant scope for sectoral and regional growth

Financial Overview

Y/E: 31 st May	2016	2017	2018	2019	2020 (F/C)
Sales revenue	£842,366	£1,089,268	£1,255,586	£1,402,608	£1,797,960
Gross profit	£305,289	£436,431	£346,280	£426,512	£488,394



<i>Percentage</i>	36%	40%	28%	30%	27%
Adjusted EBITDA	£200,492	£306,310	£175,618	£211,226	£233,707
<i>Percentage</i>	24%	28%	14%	15%	13%

Offers Invited