



HFM261 – Commercial Window Cleaning Company for Sale

Business Summary

- An outstanding opportunity to acquire a well-established, profitable commercial window cleaning business with a robust reputation.
- Based in the Midlands with clients predominantly in this region (46%), London (26%), the South East (16%) and the North-West (12%).
- Established 10 years ago, the company has grown year on year.
- The company offers bespoke window cleaning services using traditional and specialist methods such as mobile-elevated work platforms and specially fitted cradle systems.
- Clients include corporate facilities management companies, property and asset management firms, and organisations from both the public and private sectors.
- 50% of their revenue comes from their top 6 multi-site facilities/property management companies, 30% from direct-to-client contracts, 15% public sector and 5% from partnerships (as sub-contractors).
- In 2013 the company spent time defining and improving their businesses processes. As a result, the main day-to-day running of the business transferred from the directors to the long-serving Office Manager.
- Staff are continually trained and assessed. They work flexible hours and share the company ethos: to provide transparent, consistent quality services and continually exceed client's expectations.
- The company use innovative, in-house scheduling and reporting software to maximise task management efficiency.
- Their active quality management system includes ISO 9001 and ISO 14001 accreditation.
- They are Safe Contractor Approved and boast efficient Safety Management Systems.
- They are also Contractor Plus Approved (for health and safety standards).
- The sale of this company would be of interest to an existing cleaning or window cleaning company with a large portfolio, and offers the potential for national expansion.



Services

Following the assessment of a customer site, the company provide a bespoke window cleaning service which can include:

- Traditional Window Cleaning
- The use of extendable (to 65ft), water-fed poles
- Mobile Elevated Platforms
- Cradle Systems

Other non-window cleaning services such as canopy and roof cleans and high-level dusting are also available.

Employees

- The two Directors (one full-time, one part-time) head up a team of 15 employees.
- There are 13 window cleaners, the Office Manager who runs the business day to day, and a part time Telesales Assistant.

Premises

- A 2000 sq.ft. ground-floor office, storage and maintenance space with secure car parking.
- Based in the Midlands, the rent is £8,000 p.a. and there is room to expand within the same premises.

Reason for sale

- The two vendors wish to exit the business, following a handover, for personal reasons, including family commitments.

Financial overview

<i>Year ending 31st March</i>	<i>2013</i>	<i>2014</i>	<i>2015</i>	<i>2016 (Forecast)</i>
Sales revenue	£684,893	£826,677	£788,752	£806,968
Gross profit	£369,394	£422,745	£395,499	£399,358
<i>Percentage</i>	54%	51%	50%	49%
Adjusted EBITDA	£67,500	£137,783	£145,685	£171,508
<i>Percentage</i>	10%	17%	18%	21%

Offers invited