



HKD134 – Landscape Design and Construction Company For Sale – London UK

A highly desirable opportunity has arisen to acquire a premium, award winning landscape design and construction company based in Central London.

This innovative design brand specialises in creating and delivering fully integrated, landscape projects from concept to completion. Over 14 years of trading, this business has successfully developed a robust, high-end client base consisting of private clients, commercial clients and design professionals.

The company's impressive portfolio of client projects covers both urban and rural settings, enabling the business to attain an enviable position as a reputable premium design brand benefitting from solid and well-connected sales channels.

The company has executed a wide range of landscape designs and installations for prestigious private residences across London and the Home Counties. The company also engages with its significant base of commercial clients in the capacity of either main contractor, or as a subcontractor. In addition, the company works with a range of design professionals including landscape architects, garden designers and interior designers to deliver high specification, high value contracts.

Throughout its years of trading, the company has garnered a significant roster of industry awards, press features and inclusion in books by notable publishers.

The business has also nurtured high-end designer sales channels and notable connections within these channels. The company also benefits from a strong commercial contract pipeline based on the company's proven ability to secure invitations to tender. The current contract sales pipeline has a total value of £11.1m.

This company comes to market as a firmly established brand with a solid presence and clearly defined strategies for growth. This acquisition is poised for substantial expansion, presenting concrete and sustainable growth opportunities for a potential acquirer to build upon.

Highlights

- 14 years of trading history
- Impressive roster of industry awards and press
- Premium design brand with high-end clientele
- Significant portfolio of commercial clients
- Proven ability to secure invitations to tender
- Established high-end designer sales channels
- Clearly defined opportunities for growth
- Strong commercial sales pipeline
- Significant opportunity to increase EBITDA

Financial Overview

YE 31 st March	2018	2019	2020	2021(F/C)	2022(F/C)
Sales revenue	£1,244,974	£2,139,575	£2,307,889	£2,500,000	£2,750,000
Gross profit	£477,243	£629,566	£651,916	£700,000	£770,000
<i>Percentage</i>	38%	29%	28%	28%	28%
Adjusted EBITDA	£74,300	£270,838	£224,408	£258,000	£328,000
<i>Percentage</i>	6%	13%	10%	10%	12%

The Adjusted EBITDA is stated having taken account of the vendors' remuneration and replacement costs.

The company benefits from a strong contract sales pipeline totalling a current value of £11.1m which has a forecast split of £7m and £4m for the financial periods 2020/21 and 2021/22 respectively.

Offers Invited