



## HKMo66 – Commercial Interior Design and Build Contractors for Sale – Southeast UK

An opportunity has arisen to acquire an outstanding commercial interior design and build company based in Southeast UK. Established in 2006, this company boasts an impressive portfolio of projects, delivering a full in-house design, production and installation service for a range of corporate and business interiors projects across the UK.

The company provides commercial interior fit-outs across a range of sectors including commercial offices, educational establishments, factory and industrial, shop-fitting, residential marketing suites/show homes and leisure facilities. The business leads with its core expertise, delivering office fit outs, refurbishments and interiors. This bespoke service is delivered by the company's creative design team, creating aesthetically impressive and practical working environments to BCO standards.

The company has positioned itself as a highly reputable market player developing customer relationships, built on the values of professionalism, effectiveness and reliability. As a result, it enjoys a robust, longstanding client base of large industry players, consisting of prominent financial service firms, educational and public sector institutions, commercial property developers and property investors.

The company has a varied and healthy project pipeline and has in recent years successfully completed a new Design and Build for a well-known car showroom brand at a cost of £1.5m, an extension to commercial premises to the value of £850K and are just starting to undertake an extension and new build of a residential development at approx. £1.8m, due for completion by the end of 2021.

The business has responded proactively in the context of industry challenges regarding the impact of Covid19, actively addressing the need for its client companies and staff to adapt in practical ways to create more flexible working environments, incorporating more open spaces and hub areas for staff to work safely. Despite the ongoing challenges as a result of Covid19, the Directors are projecting revenues of in excess of £4m in the financial year to December 2021.

The company has a long serving and highly capable team of staff with senior management in key positions and a Senior Contracts Manager recently promoted to director as part of the succession plan to take the business forward.

### Highlights

- Successful and well-established commercial interior design and build company
- Based in Southeast UK, serving a range of clients across the UK
- Specialism in delivering office fit outs, refurbishments and interiors
- Highly reputable with a longstanding client base of large industry players
- Healthy project pipeline with anticipated turnover of £4m+ in 2021



- Experienced staff team led by capable senior management with management succession in place.

## Financial Overview

Y/E: 31 <sup>st</sup> December	2017	2018	2019	2020	2021 (f/c)
<b>Sales revenue</b>	<b>£3,887,863</b>	<b>£3,837,035</b>	<b>£2,979,512</b>	<b>£2,008,320</b>	<b>£4,000,000</b>
Gross profit	£886,111	£1,433,974	£1,134,321	£713,004	£1,440,000
<i>Percentage</i>	23%	37%	38%	36%	36%
<b>Adjusted EBITDA</b>	<b>£204,702</b>	<b>£658,906</b>	<b>£450,618</b>	<b>£65,918</b>	<b>£709,893</b>
<i>Percentage</i>	5%	17%	15%	3%	18%

## Offers invited