



## HLD207 – Garden Design and Landscaping Company for Sale – Berkshire & Buckinghamshire

A lifestyle business opportunity has arisen to acquire a professional garden design company which provides a full service, incorporating creative garden design, and landscaping. This award-winning business has designed and built a stunning portfolio of gardens for clients across the Southeast of England.

This profitable business comes to market with a thriving pipeline and a healthy financial performance record even throughout the challenges of 2020/21. Benefitting from clear opportunities for growth, a professional team and an established reputation for excellence, this business presents an exciting potential acquisition.

The company has designed and built bespoke, beautiful, award-winning gardens and landscapes for over forty years. The average value per contract amounts to £75K. The majority of completed projects have focused on the residential market, with some individual projects exceeding £450k in value. The nature of the process ensures an upfront payment and prompt payment by clients on completion, ensuring an enviable cashflow.

The company benefits from high levels of repeat work and word of mouth recommendations – a clear testament to the solid reputation and combined professional and creative skillsets of its dedicated team. A significant amount of work comes from the website and social media. Over the years, the business has gained wider industry recognition as the recipient of numerous awards from the internationally acclaimed Royal Horticultural Society and the Association of Professional Landscapers. The brand is well recognised within the industry.

The range of services offered are firmly embedded in the principle of delivering quality customer service and engagement. The garden design service is highly bespoke, with the company having the ability to advise clients on all the elements of garden design, encompassing all elements of landscaping. The highly skilled landscapers have decades of experience in both hard and soft landscaping and the company can source, build or install a range of special features including swimming pools, hot tubs and tennis courts.

The company also caters for the strong demand from homeowners to make their gardens environmentally friendly, sourcing materials and products to promote thriving habitats for local wildlife and birds.

### Highlights

- Well-established full-service garden design and build business with a well-known brand in the industry.
- Strong financial performance with excellent opportunities for growth.
- Over 40 years of successful trading
- Award-winning company recognised by prestigious industry bodies and the RHS.



- Reputable business benefitting from repeat clients and high levels of word-of-mouth recommendations.
- High creative and professional design team.
- Current secured order book for 2022 of £275k
- Estimated forward order book to be secured of £555k

## Financial Overview

Y/E: 31 <sup>st</sup> March	2017	2018	2019	2020	2021	2022 (F/C)
<b>Sales revenue</b>	<b>£450,619</b>	<b>£328,937</b>	<b>£465,149</b>	<b>£350,915</b>	<b>£622,938</b>	<b>£654,062</b>
Gross profit	£181,754	£150,992	£211,451	£166,898	£267,699	£282,442
<i>Percentage</i>	<i>40%</i>	<i>46%</i>	<i>45%</i>	<i>48%</i>	<i>43%</i>	<i>43%</i>
<b>Adjusted EBITDA</b>	<b>£47,633</b>	<b>£10,343</b>	<b>£63,833</b>	<b>£9,819</b>	<b>£122,930</b>	<b>£130,612</b>
<i>Percentage</i>	<i>11%</i>	<i>3%</i>	<i>14%</i>	<i>3%</i>	<i>20%</i>	<i>20%</i>

Adjusted EBITDA considers a full replacement cost for the outgoing directors.

## Offers invited