



HLD236 – Residential Renovations, Refurbishments & Installations Company for Sale – London

An opportunity has arisen to acquire a well-established interiors specialist in the supply and instalment of a range of products for residential renovations, refurbishments and new build projects. The company has the ability to source a myriad of products from its wide base of suppliers and benefits from a constant pipeline of work generated from a reliable and long-standing referral network.

Since inception in 2007, the company has developed a strong reputation through word of mouth, offering tailored solutions to the requirements of an affluent and discerning client base, primarily in high-end locations in Central London. The company's success is built on its expertise in providing seamless client care and expert consultancy services.

The company benefits from solid client relationships with its trade customer base consisting of architects, designers, builders and developers and routinely closes around 90% of current business opportunities, generating healthy average sales of c. £100,000 per month. The company also delivered a highly positive trading record throughout the Covid19 Pandemic period and is on course for further growth in the current trading year, with sales increasing by 47% in 2021 and a 26% increase forecast for 2022.

The company operates with a small team of employees, supported by a skilled and reliable team of external contractors. The company offering leads with providing flooring solutions, excelling in the supply and installation of various options, including carpets, wood flooring, stone flooring, laminates, vinyl and polished concrete.

The product range also includes commercial flooring, underfloor heating, wall finishes, window and door furniture, kitchens and joinery, bathrooms, shutters and blinds and floor restoration services.

This potential acquisition comes with consistent profitability and clearly identified opportunities for expansion in a premium marketplace.

Highlights

- Affluent client base in high-end London locations
- Established trade clients consisting of architects, designers, builders and developers
- Solid and varied supplier network for quality products and materials
- Deep expertise built over 14 years of trading
- Positive performance during Pandemic trading period with anticipated growth in the current trading period



Financial Overview

Y/E: 31 st March	2018	2019	2020	2021	2022 (F/C)
Sales revenue	£718,749	£757,812	£642,638	£943,103	£1,188,691
Gross profit	£161,019	£148,226	£153,845	£246,029	£284,754
<i>Percentage</i>	22%	20%	24%	26%	24%
Adjusted EBITDA	£98,006	£69,524	£47,609	£120,581	£129,604
<i>Percentage</i>	14%	9%	7%	13%	11%

Directors' replacement cost is accounted for within the Adjusted EBITDA.

Offers invited