

# Business Sale Overview Memo

## Project Alpha (“the Company”)

### Business Opportunity

- The Company has developed strategically and now provides a wide range of commercial cleaning service solutions to offices, medical facilities, civil buildings and industrial and retail sites.
- The Company has developed a reliable commercial cleaning franchise business and brand with a loyal customer base.
- The Management team and business has won several awards in the past 2 years which has helped it win new business and attract & retain staff.
- Company also has ISO certifications and Safe Contractor Certification to allow it to conduct certain technical work and train & develop its staff.

### Business Overview

#### KEY MARKETS

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#### BUSINESS REVIEW

- The Company has grown rapidly over the last 7 years by organic growth and fostering a profitable working relationship with the franchisor and attracting new customers and new territories. To further underpin the business, the Company implemented systems and controls to ensure sales optimization along with optimising productivity and utilization of the plant and operatives. During 2023 this area of the business won contracts and is firmly focused on business development, quality of delivery and cost control.
- The Company has encountered cashflow difficulties arising from working capital management issues. As a consequence, this has led to creditor enforcement which is at a stage that it is envisaged a transaction will take place through an insolvency process.

#### ASSETS FOR SALE

- Unencumbered Debtor Book
- Fleet of Vehicles
- Stock
- Fixtures & Fittings
- Goodwill / Intellectual Property Rights

BALANCE SHEET	Dec-22 Stat £'000	Dec-21 Stat £'000
<b>Fixed Assets</b>		
Intangible Assets	334	77
Tangible Assets	121	113
	<b>455</b>	<b>190</b>
<b>Current Asset</b>		
Stock	104	40
Debtors	1,253	1,214
Cash at Bank / In Hand	236	58
	<b>1,593</b>	<b>1,311</b>
Current Liabilities	(1,209)	(721)
<b>Net Current Assets</b>	<b>384</b>	<b>590</b>
<b>Total Assets less Current Liabilities</b>	<b>839</b>	<b>780</b>
Long Term Creditors	(162)	(280)
<b>Net Assets</b>	<b>677</b>	<b>500</b>
<b>Capital and Reserves</b>		
Called Up Share Capital	0	0
Profit & Loss	677	500
<b>Shareholder Funds</b>	<b>677</b>	<b>500</b>
<b>PROFIT AND LOSS ACCOUNT</b>	<b>Dec-23 £'000</b>	
<b>Total Income</b>	<b>5,890</b>	
<b>Cost of Sales</b>	<b>(3,769)</b>	
<b>Gross Profit</b>	<b>2,121</b>	
Administrative Expenses Total Administrative Expenses	<b>(1,558)</b>	
<b>Net Operating Income</b>	<b>563</b>	
Total Other Expenses	0	
<b>Net Income</b>	<b>563</b>	

### Expressions of Interest

Requests for further information should be addressed to Neil Evans of SIA Group. Contact details have been provided below.

All interested parties must send their expressions of interest by 12.00pm on 19 March 2024. All offers must be supported by proof of funding.

### For further information please contact:

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