



ABERCORN BUSINESS SALES

SUCCESSFULLY SELLING YOUR BUSINESS



Comprehensive Facilities Management, Engineering/M&E and Building Solutions Company for Sale

United Kingdom

Asking Price: £10,000,000

Reference: HA02-ABS | Confidential Memorandum

Guide Price: £10 Million inclusive of net assets

Turnover: circa £3 Million p.a.

Gross Profit: circa £1.96 Million p.a.

Net Assets: circa £2 Million

Business Executive Summary:

Established in the 1990's, this reputable facilities management and building solutions business has built a strong presence across commercial and industrial sectors. Expert, fully operational, and scalable business with a diverse client base and strong growth potential.

Operating for over three decades, the company has consistently demonstrated reliability, quality, and innovation, delivering tailored services that meet the evolving needs of its clients.

The business offers a comprehensive suite of services, ranging from reactive maintenance and planned building upkeep to specialist HVAC, electrical, mechanical, and civil engineering solutions.

Its expertise extends to interior fitouts, refurbishments, and high-standard technical services, including Electric Vehicle (EV) installations and Programmable Logic Controller (PLC) systems, making it a one-stop solution for complex operational requirements. With over 250 active Service Level Agreements, the company enjoys long-standing relationships with thousands of clients, spanning Small and Midsize Enterprises (SMEs) and blue-chip organisations alike.

Financially robust and operationally efficient, the business maintains tight control over costs while maximising profitability. Its disciplined approach to project assessment, performance tracking, and resource allocation ensures that every contract delivers measurable outcomes. The company's highly skilled team, supported by modern systems and processes, underpins consistent service quality and operational resilience.

The business presents significant growth potential. Opportunities exist to expand geographically, increase technology-enabled service delivery, acquire additional sites, and leverage ancillary operations. A new owner can also drive revenue through cross-selling, upselling, and introducing automation to further enhance margins.

This is a rare opportunity to acquire a well-established, profitable, and scalable facilities management business with a strong reputation for integrity, customer focus, and operational excellence. The sale offers a secure platform for long-term growth in a sector with enduring demand and a loyal, repeat client base.

Business Overview:

- Established: 1990's
- Ownership History: Founder-led, privately owned
- Location: United Kingdom
- Description: Comprehensive facilities management and building solutions provider, combining reactive and proactive services with commercial and industrial clients. Key differentiators include quality, integrity, innovation, and customer focus.

Services:

- End-to-end facilities management
- Heating, ventilation, and air conditioning (HVAC)
- Electrical, mechanical, and technical services
- Interior fitouts, refurbishments, and strip-outs
- Civil engineering and drainage solutions
- 24/7 reactive and emergency maintenance
- Customised Service Level Agreements (SLAs)

Market & Clients:

- Strong brand presence, with scope for strategic expansion
- Over 250 active SLAs
- Thousands of commercial clients across sectors: healthcare, retail, manufacturing, logistics, education, government, hospitality
- Reputation for reliable, high-quality, and client-focused service

Operations:

- Premises: Owned facilities
- Staff: Experienced multi-disciplinary team, well-structured management
- Systems: Technology-enabled service management, Key Performance Indicators (KPI) tracking, cost control processes
- Operational culture: Customer-centric, transparent, and responsive

Financial Summary:

- Turnover: circa £3 Million p.a.
- Gross Profit: circa £1.96 Million p.a.
- Net Assets circa £2 Million +
- Growth: Consistent profitability, increasing client base
- Financials available post-NDA

Business underpinned by a strong infrastructure and systems and is continuing to strengthen. With the introduction of proprietary AI-enabled systems, further efficiencies and margin improvements are anticipated.

The business has demonstrated resilience across market cycles, with consistent demand for core services and recurring revenues.

Growth Opportunities:

- Geographic expansion beyond current region
- Technology adoption and automation to increase efficiency
- Diversification of service offerings and ancillary business integration
- Cross-selling and upselling within existing client base

Reason for Sale:

- The sale is driven by the owner's focus on other strategic ventures, creating an opportunity for a buyer to build upon an established platform.
- Opportunity for a buyer to continue building on an established platform

Next Steps & Confidentiality

Full details provided upon execution of NDA. Interested parties should contact Abercorn Business Sales.

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Next Steps & Contact

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