



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Removals and Storage Company - Serving the Domestic and Commercial Sector - Highly Systemised, Fast-Growing Removals & Storage Business

Shropshire

Asking Price: £250,000

Reference: HR04-ABS | Confidential Memorandum

Turnover Exceeding £450,000

Profits £120,000 EBITDA

Executive Summary

This Removals and Storage company is a highly systemised, profitable removals and storage business established in 2023 that has achieved rapid growth and strong margins in a short period of time.

The business operates across domestic and commercial removals, supported by recurring storage income, contracted estate-agent referrals, and an excellent local reputation. Despite its young age, the company has already built a scalable, owner-based operation with documented systems, full-time office support, and an experienced operations manager overseeing daily delivery.

Key highlights include:

- £454,822 turnover (Jan 2025–Jan 2026)
- £123,084 net profit
- £120,000+ EBITDA with a c. 27% margin
- Over 150 five-star reviews (c.140 on Google)
- CRM-driven operations with strong cash-flow controls
- Under-utilised storage capacity providing clear upside

This is an ideal acquisition for:

- A first-time buyer seeking a proven, cash-generative business
- An operator looking to scale regionally
- A trade buyer seeking a bolt-on platform with systems in place

Business Overview

Business Type: Removals and Storage

Established: 2023

Location: South Shropshire (with Corby satellite operation)

Legal Status: Limited Company

The company was established to deliver professional, reliable removals and storage services, differentiating itself through customer experience, communication, and operational discipline.

From inception, the business has been built with scalability in mind:

- Documented operating procedures
- Dedicated office and operations management
- Centralised scheduling, quoting, and invoicing

The owner is not required for day-to-day operations, making the business highly transferable.

Products & Services

The business provides a comprehensive range of services including:

Core Services

- Domestic removals
- Commercial and office relocations
- Short- and long-term storage solutions
- Repeat and referral-based work via estate agents

Key Differentiators

- Family-run ethos with professional execution
 - Exceptional communication throughout the customer journey
 - Personalised post-move gifts (a unique and memorable touch)
 - Rapid response times and flexible scheduling
 - Consistent service delivery via trained crews and systems
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Market & Clients

Target Market

- Residential homeowners
- Landlords and estate agents
- SMEs requiring relocations or storage
- Repeat and referral customers

Customer Base

- Approx. 2 new customers per day
- Average transaction value of c. £1,000
- Strong repeat and referral activity

Competition

The Business differentiates through reviews, professionalism, systems, and partnerships, rather than price-led competition.

Operations

Premises

- 2,600 sq ft storage unit
- 6 parking spaces
- Office potential within unit
- Secure site with CCTV, alarm, electronic gates

Lease Terms:

- 3-year lease with review and option to extend by 5 years

- Annual rent: £14,400 (incl. VAT)

Staffing

- 10 full-time employees
- 3 part-time staff
- Mix of employed office staff and self-employed crews
- Key roles: Operations Manager & Office Manager

Systems & Technology

- I-MOVE CRM for quoting, scheduling, invoicing, and reporting
- Automated invoicing and payment controls
- BrightHR for workforce compliance
- Deposits and pre-move payments ensure strong cash flow

6. Financial Summary

Financial Metric (Jan 2025 – Jan 2026)	Amount (£)
Turnover	454,822
Gross Profit	246,836
Net Profit	123,084
EBITDA Margin	c. 27%
Net Asset Value	15,000

Notes:

- Strong cost-plus pricing model (c. 50% margin discipline)
- Lean cost base with minimal fixed labour risk
- Storage income provides recurring revenue and stability

Growth Opportunities

The business offers clear, actionable upside for a new owner:

- Increase utilisation of existing storage capacity
- Expand recurring storage client base at high margin
- Scale the Corby satellite branch with additional vans
- Grow estate-agent and home-staging partnerships
- Increase commercial and B2B removals
- Increase marketing spend to accelerate already proven demand
- Leverage systems to scale volume without cost inflation
- Platform for bolt-on acquisitions in adjacent territories

Reason for Sale

The owner wishes to release capital to pursue new business ventures and property development. The sale is not related to performance, which remains strong.

The vendor is committed to:

- A structured handover period
 - Training and support for the buyer
 - Signing a non-compete agreement
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Why This Business Is Attractive

- £120k+ EBITDA in under 3 years from launch
 - Owner-light, systemised operation
 - Strong, defensible reputation with exceptional reviews
 - Contracted referral relationships
 - Recurring storage income with unused capacity
 - Proven model with regional scalability
 - Excellent fit for first-time or trade buyers
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Next Steps

Further information, including:

- Detailed financials
- Customer and supplier breakdowns
- Operational manuals

...will be released strictly subject to a signed Non-Disclosure Agreement.

For further information, please contact:

Please contact Abercorn Business Sales. e-mail: expert@aberncornbusinesssales.com or telephone: [0800-246-1313](tel:0800-246-1313)

Commercial Finance:

Abercorn Business Sales are specialists in highly confidential off-market business sales. Should you require commercial finance, we have a panel of leading commercial finance brokers with access to the whole market to enable you to source the best possible terms.



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Next Steps & Contact

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