



**ABERCORN BUSINESS SALES**  
SUCCESSFULLY SELLING YOUR BUSINESS



## **Established Commercial Laundry and Dry-Cleaning Business for Sale**

Oxfordshire

**Asking Price: £150,000**

Reference: LD02-ABS | Confidential Memorandum

**Stock Value:** Approximately circa £30,000

**All operating equipment is included in the price.** Any transaction will be subject to contract, verification of information and agreement of the final asset and stock position.

**Annual Turnover:** Approximately circa £266,000

**Adjusted EBITDA:** Approximately circa £93,000

### **Key investment highlights**

- Trading history extending back to 2000, with current ownership since 2010.
- Adjusted EBITDA of approximately £93,000 on annual turnover of circa £266,000.
- Recurring commercial income supported by linen and towel hire contracts.
- Diversified service mix spanning laundry, dry cleaning, tailoring and carpet and rug cleaning.
- Trusted local reputation, with much of the business generated by recommendation and word of mouth.
- Limited direct competition in the immediate locality.
- Experienced workforce of three full-time and one part-time employee; no single employee is identified as indispensable.
- Meaningful growth potential through active marketing, additional commercial contracts and continued residential expansion.

### **Opportunity at a glance**

A profitable, long-established operation serving commercial and residential customers, offered as a complete going concern with operating equipment included.

A rare opportunity to acquire an established Oxfordshire laundry and dry-cleaning business with a strong commercial focus, recurring linen and towel hire contracts and a substantial adjusted earnings profile.

Trading since 2000, the business combines dependable day-to-day demand with clear scope to win additional commercial accounts and develop a rapidly growing residential customer base.

Established and profitable Oxfordshire laundry and dry-cleaning business serving commercial and residential customers, with recurring linen and towel hire contracts and an excellent reputation for quality and reliability. Turnover is approximately £266,000, with adjusted EBITDA of circa £93,000 before director drawings.

The sale includes all operating equipment, while the established client base and limited competition nearby provide a strong platform for further growth. Offered at £150,000 plus stock of approximately £30,000.

The business also offer different type of laundry contracts, not just hire contracts. The vast majority of our customers have their own stock; they still use the company's services every week providing a

regular consistent income.

## **Executive overview**

The business provides laundry and dry-cleaning services to businesses and residents across its Oxfordshire catchment area. Its commercial activity includes contract linen and towel hire, while complementary tailoring and specialist carpet and rug cleaning broaden the revenue base and support customer retention.

Performance is described by the owner as steady and consistent. The operation currently generates annual turnover of approximately £266,000 and adjusted EBITDA of circa £93,000 before director drawings.

These figures indicate an attractive earnings profile relative to the asking price, subject to purchaser verification and normal due diligence.

The business is offered because the owner wishes to return to London to be closer to family. The reason for sale is therefore personal and is not connected with trading performance. A handover and practical support may be available by agreement, and the owner is willing to enter into an appropriate non-compete covenant.

## **Business background**

Established in 2000 and acquired by the present owner in 2010, the business has developed into a trusted local service provider with an emphasis on commercial work. It has not previously been offered for sale.

Its market standing has been built through personalised service, dependable delivery and consistently high standards. Customers value the team's flexibility, transparent pricing and ability to resolve requirements quickly. The strength of referral-led business provides credible evidence of customer satisfaction and local goodwill.

There are no material operational changes presently affecting the business. The seller reports no close-proximity competitor offering an equivalent local service proposition, although buyers should form their own view of the wider competitive landscape.

## **Products and service**

- Commercial laundry and dry cleaning: Core processing services for local organisations requiring dependable quality and responsive turnaround.
- Linen and towel hire: Contract-based supply and laundering of linen stock, supporting repeat and recurring revenue.
- Residential services: Laundry and dry-cleaning services for private customers; this segment has reportedly grown approximately tenfold without dedicated marketing.
- Tailoring: A convenient complementary service that increases customer value and broadens the reasons for visiting or engage.
- Carpet and rug cleaning: Specialist cleaning that adds a further revenue stream and cross-selling opportunity.

## Customer value proposition

The business competes on service rather than price alone. Its differentiators are personal attention, flexibility, reliability, clear pricing and consistently high-quality output with few returns or complaints. This approach has supported long-term relationships and a strong level of word-of-mouth referral.

## Customers and market position

The customer base comprises commercial organisations and local residents. Commercial work is the principal focus and includes established linen and towel hire relationships, while domestic demand adds diversification and an important source of organic growth.

The combination of repeat usage, contract income and referral-led enquiries helps support revenue visibility. Long-standing customers and a reputation for honouring commitments create a defensible local position that would take a new entrant time to reproduce.

Demand is driven by the continuing need for professional laundering, textile care and dependable outsourced linen provision. A buyer able to maintain service standards while introducing structured business development should be well placed to **build on the existing platform**.

## Operations and transferability

The business operates from leasehold premises in Oxfordshire between 9.00 am and 5.00 pm, Monday to Friday. The lease is presently holding over on its previous terms. Full property particulars, rent, rates and the landlord's position will be made available to qualified parties during the confidential process and must be independently verified.

## Staffing

The workforce comprises three full-time employees and one part-time employee. The seller has not identified any single key employee on whom the entire operation depends. Details of roles, remuneration and employment terms will be supplied at the appropriate stage, subject to confidentiality and data-protection requirements.

## Systems and quality control

Operations are supported by documented working procedures, process-based quality control, regular machine maintenance and servicing, staff training, and compliance with applicable health and safety requirements. The business is not dependent on any particular supplier according to the information supplied.

## Owner transition

Some technical knowledge is helpful, but the owner believes the operation can be learned. The time required will depend on the purchaser's previous experience and level of involvement. A negotiated familiarisation and handover period may be available, providing continuity for customers, employees and suppliers.

## Growth opportunities

- The business has developed largely through reputation rather than systematic promotion. That creates several practical routes to growth without changing the proven core model.

- Target additional hotels, hospitality operators, care providers, beauty and wellness businesses, sports facilities and other regular textile users.
- Introduce disciplined local digital marketing, search visibility and customer-review campaigns to accelerate residential enquiries.
- Develop a structured outbound sales programme focused on recurring commercial contracts.
- Cross-sell tailoring and carpet and rug cleaning to the established customer base.
- Review collection and delivery coverage, route density and service packages to increase convenience and account value.
- Assess capacity utilisation, pricing and contract profitability to improve margins as volume grows.

The strongest immediate opportunity appears to be commercial contract acquisition, complemented by further development of the residential segment that has already expanded materially without direct marketing.

### Financial profile and acquisition terms

#### Measure

#### Information supplied

Annual turnover

Approximately £266,000

Adjusted EBITDA

Approximately £93,000 before director draw

Asking price

£150,000 plus stock

Stock

approximately £30,000

Equipment

All operating equipment included

Transaction basis

Going-concern sale, subject to contract and o

Financial information has been supplied by the seller and has not been independently audited or verified by Abercorn Business Sales. Detailed accounts and supporting information will be released to suitable parties after NDA, buyer qualification and seller approval.

### **Important notice**

This memorandum is provided for general information only. It does not constitute an offer, warranty or representation. Information has been supplied by the seller and has not been independently verified by Abercorn Limited or its representatives.

Interested parties must undertake their own legal, financial, commercial, property, employment, tax and operational due diligence and rely on their own advisers. Figures are approximate.

The seller may amend or withdraw the opportunity and is not obliged to accept any offer. Any transaction remains subject to contract.

### **Next Step**

To Register Interest: You will need to fully complete our Confidentiality Agreement (NDA)

To seek additional Information, please contact Abercorn Business Sales. e-mail: [expert@aberncornbusinesssales.com](mailto: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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