

KROLL INVESTMENT OPPORTUNITY

PROJECT ALPHA ("the Company")

Kroll has been retained as exclusive financial advisor for Project Alpha to approach a selected number of parties, in seeking support for the next phase of the Company's growth. All communications, enquires and requests for information should be addressed to the following professionals:

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OPPORTUNITY DESCRIPTION

- An exciting opportunity to acquire a leading national commercial cleaning service provider holding 14 franchises with a strong focus in the South-East of the UK.
- The Company's Head Office is located at offices in the South East of England.
- The Company employs circa. 700 employees across the 14 franchises and leases 6 short-term storage facilities where stock is held. There are opportunities to expand with new licence agreements covering additional territories available in the future.

KEY INVESTMENT HIGHLIGHTS

BRANDS AND KEY MARKETS

- 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 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

EXPRESSIONS OF INTEREST

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

FINANCIAL HIGHLIGHTS

BALANCE SHEET

| | Dec-22 Stat £'000 | Dec-21 Stat £'000 |
|--|-------------------------|-------------------------|
| Fixed Assets | | |
| Intangible Assets | 334 | 77 |
| Tangible Assets | 121 | 113 |
| | 455 | 190 |
| Current Asset | | |
| Stock | 104 | 40 |
| Debtors | 1,253 | 1,214 |
| Cash at Bank / In Hand | 236 | 58 |
| | 1,593 | 1,311 |
| Current Liabilities | (1,209) | (721) |
| Net Current Assets | 384 | 590 |
| Total Assets less Current Liabilities | 839 | 780 |
| Long Term Creditors | (162) | (280) |
| Net Assets | 677 | 500 |
| Capital and Reserves | | |
| Called Up Share Capital | 0 | 0 |
| Profit & Loss | 677 | 500 |
| Shareholder Funds | 677 | 500 |

PROFIT AND LOSS ACCOUNT

| | Dec-23 £'000 |
|--------------------------------|-----------------|
| Total Income | 5,890 |
| Cost of Sales | (3,769) |
| Gross Profit | 2,121 |
| Administrative Expenses | |
| Total Administrative Expenses | (1,558) |
| Net Operating Income | 563 |
| Total Other Expenses | 0 |
| Net Income | 563 |