



# **Facilities Management Outsourcing Market *Research & Analysis* UK 2022**

## **Report Sample**

*Text, Figures & Charts Have Been Changed for Sample Purposes*

**Facilities Management Outsourcing Market Size & Trends 2016-2022; SWOT & PEST Analysis, Mix by Service Type 2016-2026; End User Mix 2016-2026; Market Leaders' Ranking, Profiles & Key Financials; Industry Averages; Market Forecasts to 2026**

**12th Edition**

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# 1. Introduction to *Research & Analysis* Reports

## 1.1 Key Features & Benefits of this *Research & Analysis* Report

MTW's "*Research & Analysis*" market reports provide an independent, comprehensive review of recent, current and future market size and trends in an easy to reference format. Each report provides vital market intelligence in terms of size, product/service mix, end user mix, SWOT, key trends and influences, supply and distribution channel trends. In addition, rankings by turnover, profit and other key financials for the market leaders are provided as well as a 1 page profile for each key player in the market. Contact, telemarketing & mailing details are also provided for each company to enable the reader to quickly develop sales leads.

Based on company sales returns which provide higher confidence levels and researched by market research professionals with experience in the industry, MTW's *Research and Analysis* reports are used as a foundation for coherent strategic decision making based on sound market intelligence and for developing effective marketing plans. MTW reports can also be used as an operational sales and marketing tool by identifying market leaders, enabling the reader to quickly grow sales to new clients and focus marketing budgets.

This report includes:-

- **FM Outsourcing Market Size – Historical, Current & Future**

Based on sales data from a representative proportion of the industry, this report provides market size by value over a ten-year period. As they are based on quantitative data as well as qualitative input from the industry, our reports are more accurate than other qualitative based reports and offer better value for money. By combining the best of both quantitative and qualitative input, we offer our clients greater confidence in our market forecasts as well as discussing key market trends and influences from a qualitative perspective.

- **FM Outsourcing Service Mix – Current & Future**

This report identifies the key product or service sectors in the market and provides historical, current and forecast market share estimates for each, alongside qualitative discussion on key trends for each segment of the industry. With input for this report being both qualitative and quantitative we are able to offer an effective insight into the core components of the market, as well as forecasting future market shares.

- **End User / Channel Mix – Current & Future**

The report identifies the key end use sectors or channels that drive demand for this market and provide a current, historical & future market share estimate for each. This enables the reader to identify the key driving forces behind current market demand and adapt business tactics accordingly. With forecasts of market share by key end use sectors also provided, the reader is able to undertake strategic decisions with greater confidence as well as basing marketing strategies on solid market intelligence.

- **Market Leaders Ranking**

This report identifies the key players in the market and ranks them by a number of criteria, including turnover and profitability. This enables the reader to identify the most relevant potential key customers in a market, understand their current position in the market and quickly identify new targets. Also, MTW provide a turnover estimate for every company included in the report, enabling the reader to develop market share estimates.

- **Company Profiles & Sales Leads**

This report includes a 1 page profile for each company including full contact details for developing fast sales leads; 3 years of the most recent key financial indicators; and MTW's '*at a glance*' chart, enabling the reader to quickly gauge the current financial health of a company.

- **Relevant Companies, Saving You Time**

MTW Research have been researching and writing market reports in these sectors since 1999 and as such we are able to develop a company listing which is more relevant to the market, rather than automatically selecting companies to be included by industry code. Our reports represent excellent value for money and don't bombard you with irrelevant financial data; they are designed to enable you to engage in fast and effective market analysis. We focus on providing what's important in an easy to reference and use format.

## **1.2 Introduction to Research & Analysis Reports**

In order to provide a comprehensive review of the market, this report includes:-

### **THE MARKET, SERVICES & END USE SECTORS**

**Market Size & Key Market Trends 2016-2026** – Value of the market since 2016 is provided with current market size estimates provided based on quantitative sales figures from the industry. Profitability, assets, liabilities and net worth are also illustrated in easy to read & disseminate charts. In addition, yearly forecasts of market size and other key financial indicators are also provided to 2026. Key market trends are also identified and discussed providing the report with both 'quantitative' and 'qualitative' characteristics.

**PEST Review & Key Market Influences** – A review of the key issues and influences which are impacting market demand at present & in the future are also provided. These issues range from economic, political, environmental, social and technological and are identified and discussed where appropriate, providing the reader with a greater depth of market intelligence. A strategic PEST review for this market is also illustrated in chart format for faster reference.

**Service Mix & Trends** – This report identifies the key sectors which comprise the overall market and provide a current & historical share by value. This data is supported by qualitative comment where appropriate in order to offer more substantive market knowledge. Forecasts to 2026 are also provided to offer more insightful market intelligence.

**SWOT Analysis** – A strategic SWOT analysis for the market is also provided based on input from primary and secondary sources in the industry. By identifying key strengths, weaknesses, opportunities and threats, this report provides a more solid foundation for basing strategic and operational marketing decisions.

**End Use / Channel Mix & Trends** – By providing historical, current and forecast shares by end user or channel for this market, the report provides an invaluable illustration of the key sectors that are currently driving demand and likely future prospects. Qualitative comment on key trends within these sectors based on input from the industry provides a more in-depth review of the market as well as illustrating the most likely future scenarios.

### **THE SUPPLIERS & INDUSTRY STRUCTURE**

**Industry Structure** – The report includes a detailed and quantitative review of the industry in terms of number of companies, share by turnover, mix by employees, geographical mix, share by age of companies, mix by recent sales performance, sales per employee, share by credit rating & mix by location type (e.g head office/branch etc).

**Industry Trends 2016–2026** – Industry totals and averages since 2016 are also provided for turnover, profitability, assets, net worth and liabilities. These indicators provide vital insight into the current health of the industry and are forecasted to 2026.

**Supplier Review** – This report provides vital intelligence of relevant and leading players in this market with a combined estimated turnover of more than **£85 billion in 2022**. Each company is ranked by turnover, profitability and other key financial indicators. Each company also has a 1 page profile identifying contact details, overview of activities, key financials for the last 3 years and an '*at a glance*' financial health chart. The report also provides turnover estimates for every company, regardless of size, enabling the reader to easily identify individual market shares.

## 2. UK FACILITIES MANAGEMENT MARKET

### 2.1 EXECUTIVE SUMMARY & MARKET OVERVIEW

The UK Facilities Management market comprises of a wide range of activities within myriad public and private end use sectors. Valued at just over £xx billion in 2022, this 12<sup>th</sup> edition report reviews the size, market trends and influences for facilities management contractors and the implications of these trends for suppliers of equipment, products and materials to the UK FM industry.

The Facilities Management market comprises of the following key market sectors, with this report reviewing trends and market size & share for each of the key market sectors since 2016 with forecasts to 2026 for:-

- **Bundled / TFM / IFM Facilities Management**
- **Property & Operations & Maintenance**
- **Office Support Services**
- **Security**
- **PFI / PPP FM**
- **Contract Catering**
- **Contract Cleaning**

The report also reviews market trends and shares accounted for by the key end use sectors since 2016, with forecasts to 2026. More specifically, end use markets quantified and analysed include:-

- **Education (private & public)**
- **Health (private & public)**
- **Central & Local Government**
- **Social Housing**
- **Financial / Professional**
- **Transport / Logistics**
- **Utilities**
- **Technological / Communications**
- **Manufacturing**
- **Retail**
- **Property Management**
- **Leisure**

The research methodology for this report included quantitative analysis of financial data from more than 100 FM contractors with a combined revenue of more than £85 billion in 2022, coupled with primary research information through trade interviews, credit reference agencies, Companies House, FM contractor reports & websites and discussions with key end use clients.

This data is then supported by secondary research from industry magazines, trade commentators, HM Government, HM Customs and other sources including our own experience of researching this market for 2 decades.

## Market Summary

The FM market in its broadest sense is currently worth some £x billion at current prices, with market performance in 2022 estimated to xxxxx by around x% CAGR (compound annual growth rate) preceded by xxx% xxxx in 2021.

Between 2016 and 2022, the total outsourcing market has xxxx by an estimated xxxx %, xxxx by just under £ xxxx billion. Growth rates xxxx in xxxx at just under xxxx %, before xxxx through to 2021 in response to xxxx xxxx xxxx xxxx conditions, before xxxx xxxx xxxx xxxx in 2022.

The market xxx by some xxxx % between 2016 and 2021, xxxx xxxx sales of £ xxxx billion before the xxxx xxxx "COVID-19" resulted in an xxxx xxxx in sales of £ xxxx xxxx billion in 2022. Whilst this represents a substantial xxxx xxxx of sales for the industry, our analysis indicates that the xxxx may not be as xxxx as xxxx xxxx and xxxx xxxx xxxx in nature.

Certain FM companies and segments of the outsourcing market appear to be xxxx xxxx xxxx xxxx xxxx xxxx in 2022, with our forecasts suggesting that the market is xxxx xxxx xxxx xxxx overall UK economy. Trade sources indicate that xxxx xxxx xxxx faster than other sectors of the UK xxxxx in 2022, with sales xxxx xxxx xxxx to xxxx COVID xxxx by xxxx xxxx xxxx.

xxxxxxx, in 2022 xxxxxxxx fundamental changes evident in outsourcing demand likely to reverberate across the industry for many years, with suppliers rapidly seeking to xxxx xxxx xxxx xxxx profitable. Recognising and adapting rapidly to key changing workplace and leisure trends represents a fundamental pre-requisite for FM providers in 2022 and beyond.

xxxx, xxxx uncertainties, discretionary xxxx xxxx decisions being xxxx and sustained xxxx on xxxx xxxx budgets continue to reverberate throughout the industry in 2022. Certain sectors focused on xxxx investment in the xxxx, xxxx and xxxx end use segments are experiencing particularly xxxx xxxx trading conditions in 2022, with this set to continue in the near to medium term.

xxxx xxxx performing FM companies, or those expressing greater optimism are generally more active in the xxxx xxxx xxxx xxxx xxxx xxxx xxxx spending end use sectors. The UK xxxx xxxx response to 'xxxx xxxx the xxxx through a sustained and accelerated programme of xxxx xxxx xxxx xxxx sectors should offer good growth opportunities in the near to medium term.

Between 2017 - 2022 margins have xxxx xxxx xxxx xxxx as rising xxxx & xxxx, xxxx and xxxx costs have contributed to xxxx profitability in conjunction with xxxx xxxx coming under xxxx xxxx xxxx. xxxx xxxx xxxx shareholder demands are xxxx xxxx xxxx as a key reason why xxxx xxxx xxxx xxxx have sought to focus on xxxx xxxx xxxx, resulting in an xxxx xxxx xxxx xxxx marketplace in 2022.

Differentiation through xxxx xxxx xxxx xxxx xxxx xxxx xxxx remain critical for FM suppliers in 2022 in order to boost differentiation in a xxxx xxxx xxxx xxxx marketplace. One key impact of COVID-19 was a xxxx xxxx xxxx of profitability in the industry, with xxxx xxxx xxxx demand stimulating increasing levels of

xxxx xxxx xxxx xxxx – particularly amongst xxxx xxxx xxxx xxxx FM providers. Whilst this is likely to be a relatively short-term phenomenon, the industry's current assets have xxxx xxxx xxxx significant xxxx xxxx in 2022 as overall profitability xxxx by an estimated xx%.

The UK facilities management market is comprised of a wide range of 'hard' and 'soft' FM services. In 2022 the xxxx xxxx xxxx xxxx xxxx is estimated to account for the largest proportion of the market, with a share of around x% by value, xxxx by an estimated xx% in 2022.

The second largest sector in the UK facilities management market is accounted for by the highly xxxx 'xxxx' FM services sector, with sales in this sector accounting for around xx% (2021:x.5%) of the UK FM outsourcing industry in 2022.

Sources suggest that there has been somewhat of a resurgence in the xxxx xxxx xxxx sector in recent months, as a direct result of COVID-19 and rapid acceleration xxxx xxxx xxxx xxxx xxxx xxxx spending through this sector such as 'xxxx xxxx xxxx xxxx xxxx xxxx xxxx xxxx xxxx xxxx xxxx xxxx xxxx xxxx etc. As a result, one of the largest integrated FM service providers recently reported xxxx xxxx xxxx xxxx xxxx xxxx xxxx due to Covid-19.

Our analysis suggests that whilst xxxx xxxx xxxx xxxx xxxx companies have xxxx xxxx xxxx been xxxx xxxx xxxx xxxx xxxx to the 'COVID-19 xxxx xxxx, xxxx and xxxx xxxx companies have experienced a xxxx xxxx xxxx xxxx xxxx xxxx xxxx xxxx.

The effects of this xxxx xxxx FM outsourcing market are likely to become more evident in the coming months in the form of xxxx xxxx xxxx xxxx xxxx xxxx xxxx xxxx xxxx whilst the xxxx xxxx xxxx sector continues to maximise the opportunities available in 2022/21.

In terms of end user mix, xxxx and xxxx represent the largest key client groups for FM companies in 2022, with 12.5% and 16% share respectively reflecting sales of around £xxx billion combined.

This is closely followed by the xxxx and xxxx sector accounting for xx% each and a value of £x billion and £x billion respectively in 2022.

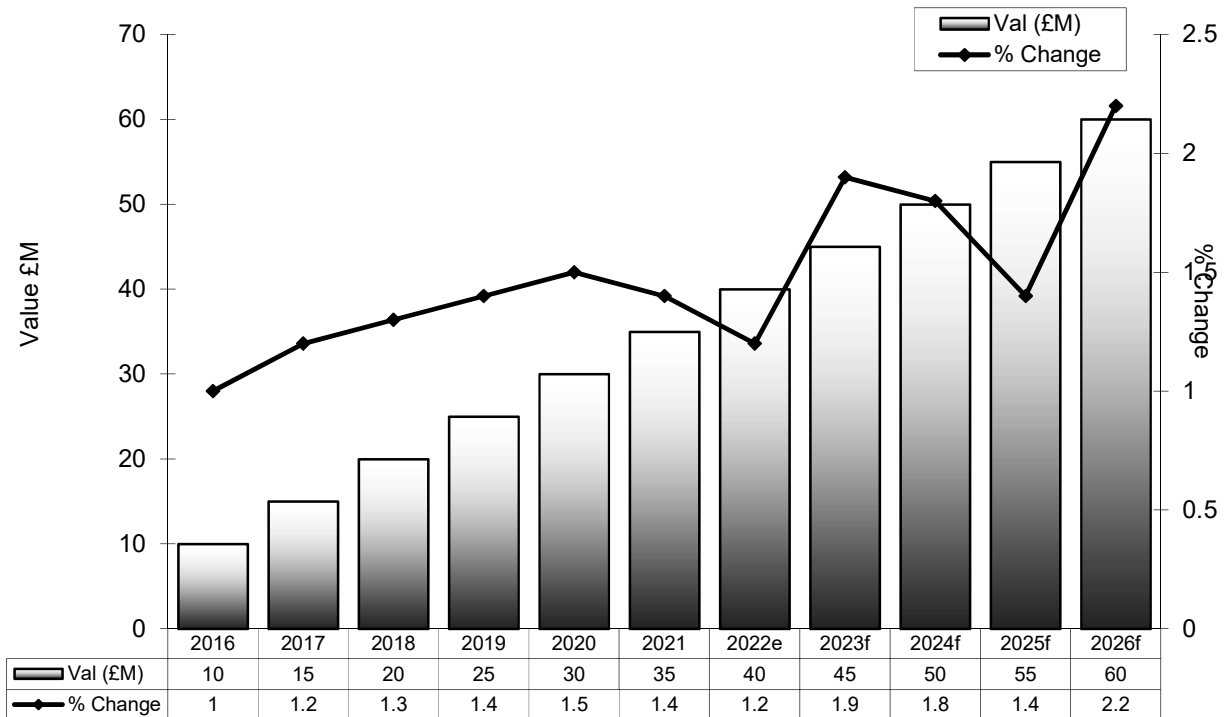
xxxx expenditure accelerated at unprecedented levels xxxx xxxx xxxx xxxx, with xxxx xxxx xxxx borrowing in April-June 2022 double that of the whole of 2021. A record £ xxxx billion of xxxx xxxx spending for 2022/21 was xxxx xxxx, set to offer an immediate and rapid boost for FM providers active in this market. These sectors are likely to exhibit further underpinning later this year following a sustained upturn in xxxx xxxx xxxx investment following the xxxx xxxx xxxx xxxx planned for Q4 2022

## 2.2 FACILITIES MANAGEMENT MARKET SIZE & TRENDS 2016-2026

### 2.2.1 Facilities Management Market Size 2016-2026 – Current Prices

The UK Facilities Management market encompasses a wide range of services and in 2022 is estimated to be worth just over £xx billion, as illustrated below: (figures changed in chart for sample purposes) -

**Figure 1: Facilities Management Market – UK 2016 – 2026 By Value £m**



**NB: Figures changed in above sample**

**Source: MTW Research / Trade Estimates**

Sales of FM outsourcing contracts in 2022 are valued at £xx billion in 2022, reflecting an estimated xx% xxxx, compared to xxxx % xxxx in 2021.

Analysis of the market can largely be segmented into 2 distinct timeframes – 'xxxx and 'xxxx xxxx xxxx & xxxx 'xxxx of March 2022. Market trends evident for xxxx were xxxx xxxx in our previous report, though our most recent analysis indicates xxxx xxxx xxxx xxxx growth for full year 2021, with xxxx uncertainties xxxx xxxx xxxx attributed to a xxxx xxxx in discretionary contracts and xxxx xxxx investment.

Despite a xxxx xxxx xxxx for 2021 performance, sources indicate that the market xxxx xxxx xxxx sales growth in 2021 due to a shifting focus toward xxxx xxxx models and enhanced xxxx xxxx. However, margin xxxx xxxx xxxx xxxx remained xxxx xxxx xxxx.

The impact of the xxxx xxxx xxxx on the market is clear in the above chart, though our analysis suggests there are significant xxxx in xxxx xxxx of

individual FM companies' performance in Q2 and Q3 2022, xxxx xxxx on xxxx xxxx xxxx specialism, xxxx xxxx, end use markets and intrinsic xxxx xxxx such as those identified in our 2021 report.

Such activities xxxx xxxx xxxx to report in April that the overall impact on its business was xxxx xxxx xxxx xxxx financial terms, though xxxx xxxx significantly xxxx xxxx xxxx xxxx xxxx xxxx xxxx.

In terms of xxxx xxxx xxxx market trends, trade sources report that demand from xxxx xxxx xxxx xxxx xxxx remained relatively stable whilst xxxx xxxx xxxx, xxxx xxxx, xxxx, xxxx xxxx xxxx xxxx and xxxx xxxx xxxx services increased in H1 2022.

xxxx xxxx xxxx xxxx xxxx xxxx xxxx xxxx sectors also remained reasonably xxxx xxxx xxxx, though may experience some xxxx xxxx in H2 2022 from a xxxx xxxx xxxx xxxx xxxx xxxx contracts and wider xxxx xxxx xxxx xxxx xxxx.

In 2022, more tangible xxxx xxxx xxxx on current market conditions is emanating from sectors such as xxxx.

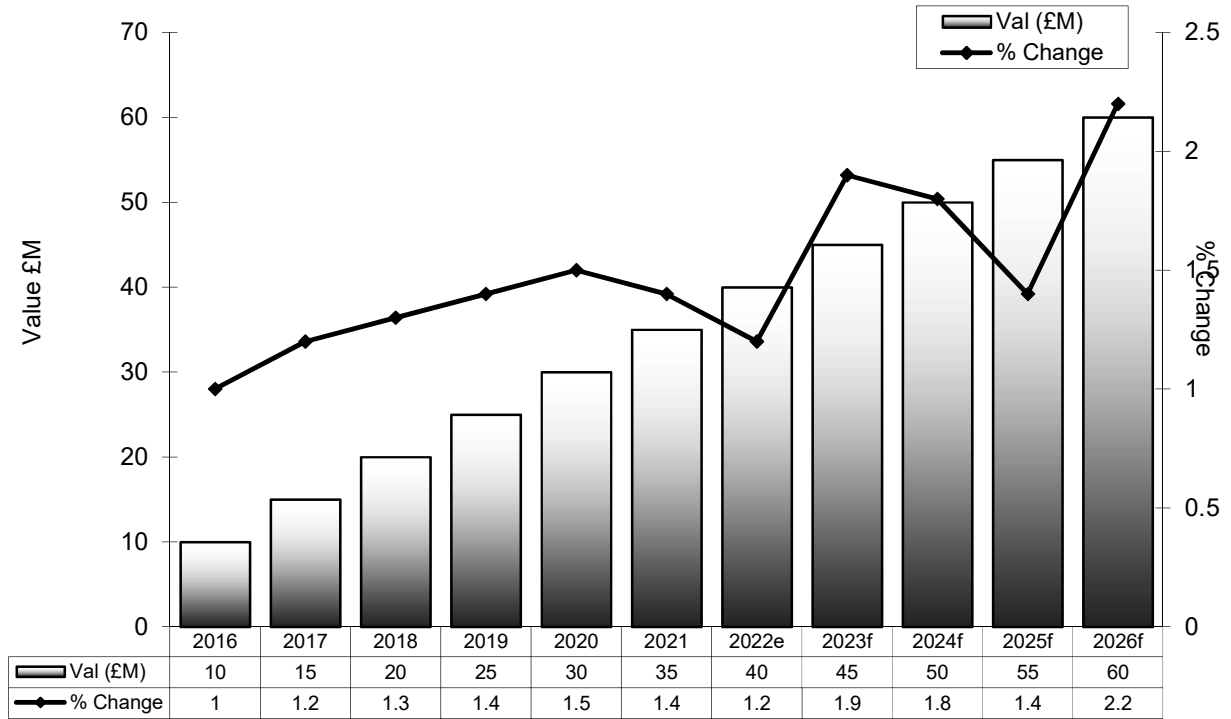
Whilst the xxxx xxxx xxxx xxxx xxxx xxxx services may take a xxxx xxxx xxxx xxxx xxxx xxxx return to strength, sources indicate that the market should xxxx xxxx xxxx 45% of the sales xxxx xxxx xxxx xxxx by December 2021, reflecting a market with xxxx xxxx xxxx xxxx xxxx market fundamentals.

Growth in 2021 xxxx xxxx xxxx xxxx xxxx xxxx xxxx in H1 due to xxxx xxxx and xxxx xxxx, our forecasts are for market performance to xxxx in the second half of the year and into 2022, with xxxx xxxx xxxx xxxx xxxx more xxxx. By December 2022, the market is forecast to xxxx xxxx xxxx xxxx xxxx xxxx xxxx levels exceeding a total market size in current price terms of £xx billion by 2026.

### 2.2.2 Facilities Management Market Size 2016-2026 – Constant Prices

The following chart illustrates the performance of the market value with consumer price index inflation stripped out since 2016, with forecasts to 2026 (Figures Changed for Sample Purposes):-

**Figure 2: Facilities Management Market – UK 2016 – 2026 Constant Prices £M**



**Source: MTW Research / Trade Estimates**

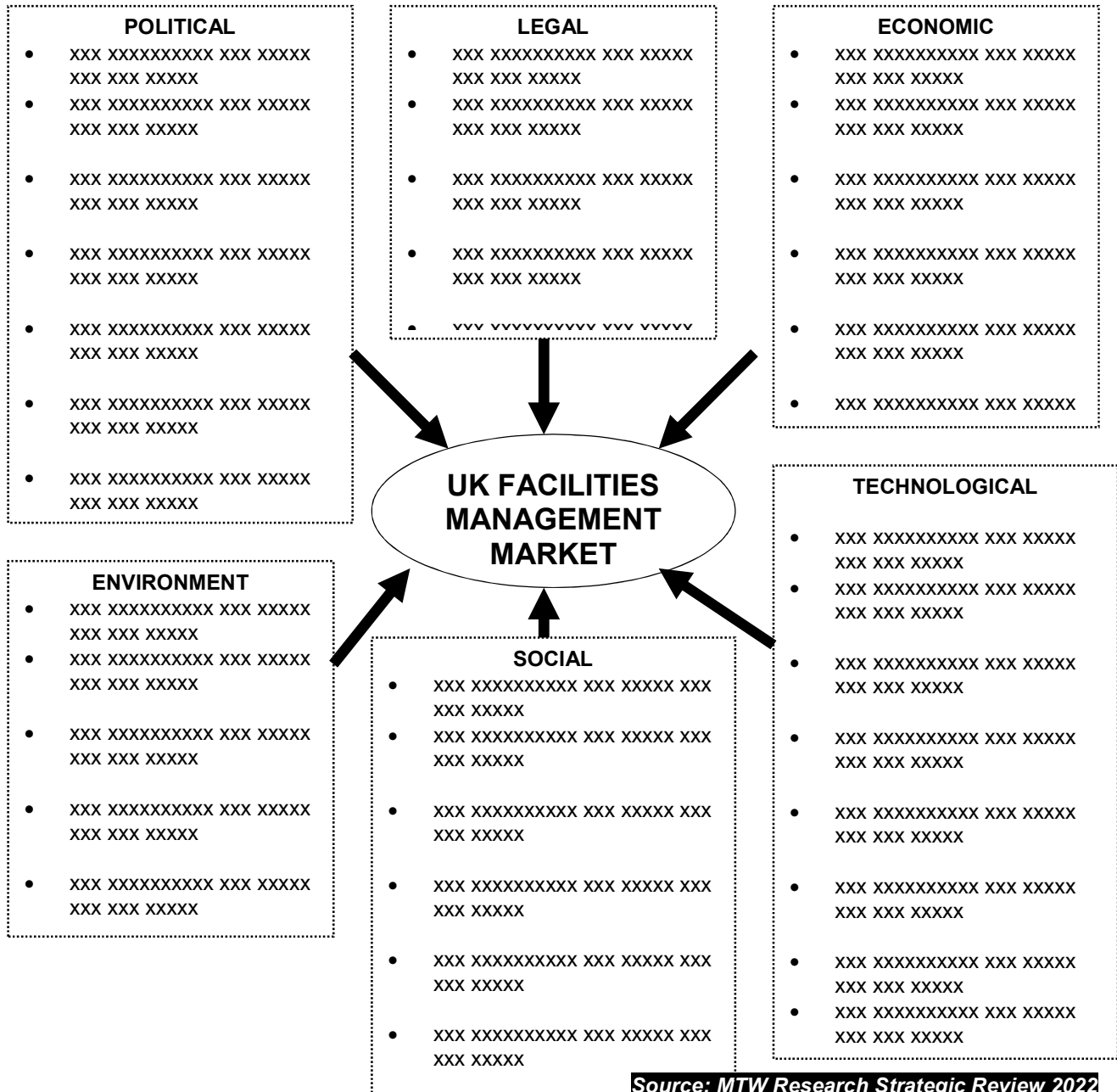
The above chart illustrates the impact of CPI inflation on the FM market, with inflation currently running at

## 2.4 KEY MARKET INFLUENCES, PEST & SWOT ANALYSIS

### 2.4.1 PEST ANALYSIS – Illustration of Key Market Forces

There are a large number of macro market issues and trends which directly or indirectly influence the UK Facilities Management market. These issues typically relate to political, legal, economic, environmental, social and technological factors. The following diagram provides a brief overview of some of these key issues which are currently impacting the market at present and those which may stimulate or dampen market growth in the future:-

**Figure 12: PEST Analysis for UK Facilities Management Market in 2022**



**Source: MTW Research Strategic Review 2022**

Whilst the above diagram is by no means exhaustive, it provides an illustration of some of the key issues impacting the market at present and in the future.



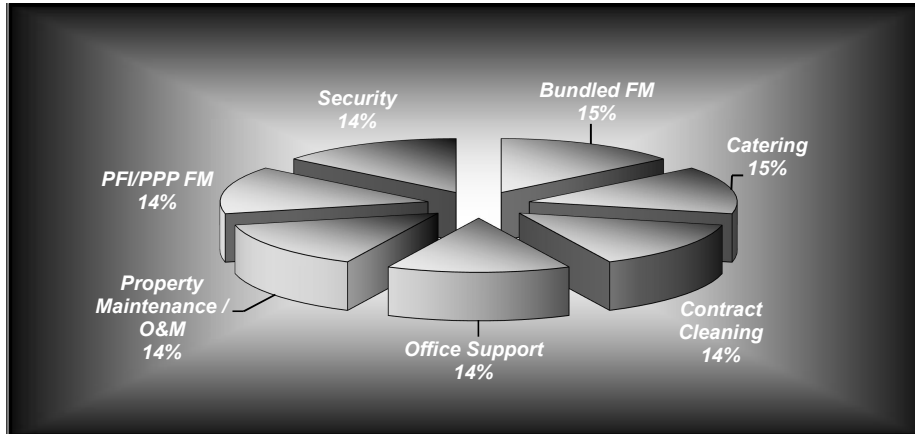


## 2.5 FACILITIES MANAGEMENT PRODUCT / SERVICE MIX

### 2.5.1 Share by Facilities Management Sector 2016, 2022 & 2026

The share accounted for by each of the key sectors within the UK Facilities Management market in 2022 is illustrated in the following chart (Figures Changed in Sample):-

**Figure 19: Share by Key Product Sector in Facilities Management Market 2022**



**Source: MTW Research / Trade Sources**

As illustrated above, the UK facilities management market is comprised of a wide range of 'hard' and 'soft' FM services. In 2022 the xxx xxxxx sector is estimated to account for the largest proportion of the market, with a share of just over x%. Sales in this sector are currently estimated at just over £x billion in 2022.

The 'xxx xxxxx services sector is the second largest, with sales in this sector accounting for just under x% of the UK FM industry in 2022. Sales in this sector are estimated at just under £x billion at current prices.

The 'xxx xxxxx xxx xxxxx sector has become an increasingly important aspect of the UK facilities management industry in recent years, xxx xxxxx in 2022 the impact of COVID-19 is indicated to have had a xxx xxxxx xxx xxxxx demand. In 2022 sales attributed to this sector are estimated to be worth some £x billion.

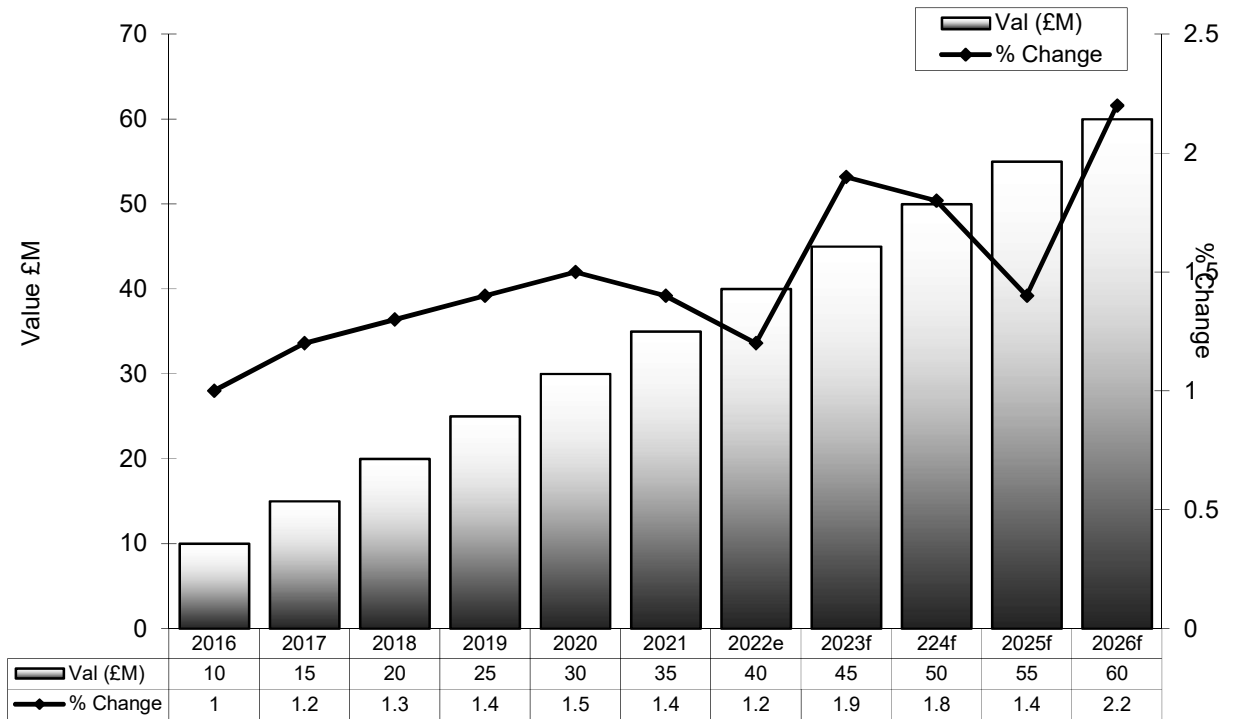
xxx xxxxx xxx xxxxx xxx xxxxx accounts for just over 9% of the total outsourcing market, with sales in 2022 estimated at £x billion.

For comparison, the following chart illustrates the historical mix by value for each of the key sectors in 2016:-

### 2.5.2 Bundled FM / TFM / IFM Services Market Value 2016-2026

The following chart illustrates the performance of the 'bundled' FM sector of the Facilities Management market by value since 2016 and forecasts to 2026 (Figures Changed for Sample):-

**Figure 22: 'Bundled' FM & TFM / IFM Market by Value 2016-2026 £M**



**Source: MTW Research / Trade Estimates**

The 'bundled' FM services market comprises a wide range of services and for the purposes of this report is also referred to as Total Facilities Management or 'TFM' or Integrated Facilities Management 'IFM' where a comprehensive range of service solutions are provided to a client.

Until 2022, this sector primarily operated on a xxx xxxxx of xxx xxxxx xxx xxxxx of xxx xxxxx and providing xxx xxxxx xxx xxxxx xxx xxxxx for clients than xxx xxxxx xxx xxxxx providers by xxx xxxxx xxx xxxxx for FM services. In recent years, the sector has also sought to develop more sustainable xxx xxxxx xxx xxxxx xxx xxxxx to focus on xxx xxxxx xxx xxxxx xxx xxxxx models and xxx xxxxx, rather than being xxx xxxxx xxx xxxxx xxx xxxxx.

As such, bundled service providers seek to offer xxx xxxxx xxx xxxxx for clients through the provision of services which xxx xxxxx xxx xxxxx xxx xxxxx with the client's xxx xxxxx xxx xxxxx and this area proving increasingly significant in terms of xxx xxxxx xxx xxxxx in the last 2-3 years.

This sector is characterised as a xxx xxxxx xxx xxxxx xxx xxxxx market, exhibiting a general trend of xxx xxxxx xxx xxxxx xxx xxxxx in recent years due to xxx xxxxx xxx xxxxx xxx

## 2.6 FACILITIES MANAGEMENT END USER / CHANNEL MIX

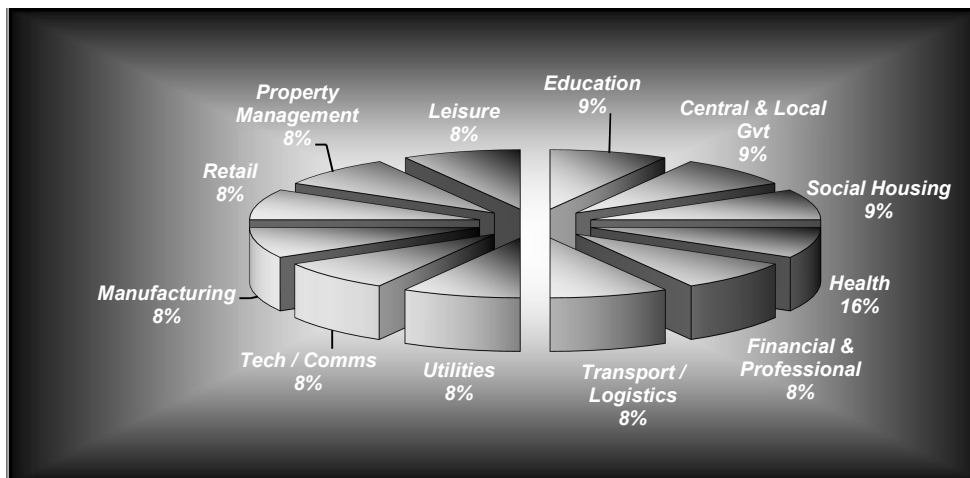
The following section identifies the key end use target markets for the UK Facilities Management industry and provides an illustration of historical market share in 2016, current share for 2022 and provides a forecast share for 2026.

### 2.6.1 Share by Key End Use Market 2016, 2022 & 2026

The Facilities Management market comprises of a wide range of end use markets, each with varying levels of demand and key market influences therein across both private and publicly funded sectors.

The following table illustrates our estimates of the current share accounted for by these sectors in 2022 by value (Figures Changed for Sample):-

**Figure 31: Share by Key End Use Sector in Facilities Management Market 2022**



**Source: MTW Research / Trade Sources**

As the above chart illustrates, the xxxxxx and xxxxxx sectors currently represent the largest key client groups for FM companies in 2022, with x% and x% share respectively reflecting sales of around £x billion combined.

The third largest segment in 2022 is the xxxxxx sector which is currently valued at just over £x billion and accounting for just under x% of the total market. These three key end use markets combined account for some £x billion of sales in 2022 representing x% of the total UK FM outsourcing market.

xxxxxx & xxxxxx also represent a major end use sector, xxxxxx this segment has xxxxxx xxxxxx share during 2022 as a result of the COVID-19 pandemic. xxxxxx the sector xxxxxx to account for x% of the total FM outsourcing market, reflecting a value of more than £x billion.

Demand from the xxxxxx xxxxxx xxxxxx end use sector has exhibited xxxxxx share xxxxxx in recent years, xxxxxx by rapid xxxxxx in areas such as xxxxxx on xxxxxx, xxxxxx, xxxxxx xxxxxx xxxxxx etc. In 2022, sales to this sector are valued at £x billion, accounting for just over x% of the total outsourcing market.

Spending on FM services by



The following section ranks the companies identified by various key financial indicators. It should be noted that each company will have varying degrees of activity within this sector and will include an element of variation in terms of product and service portfolio.

Where possible, we have used the financial information reported by each company. However, for small and medium sized companies reporting obligations are less strict and these companies are not obliged to disclose turnover, profit before tax and other information such as number of employees etc. Where this data does not exist, MTW have provided an estimate based on previous performance, industry averages, other financial indicators and background knowledge of the industry.

Whilst we endeavour to attain high levels of accuracy, it should be borne in mind, therefore, that the rankings and other information provided within this report may contain an element of estimation. Whilst we try to ensure all major companies are included, the inclusion or otherwise of a company in this report does not necessarily reflect its position in the UK FM market.

## 4.2 Facilities Management Contractors Ranking By Turnover

The table illustrates our estimates of the turnover rank for each company:-

**Figure 42: Facilities Management Companies Ranked By Turnover 2021**

1 Sample Co	37 Sample Co	73 Sample Co
2 Sample Co	38 Sample Co	74 Sample Co
3 Sample Co	39 Sample Co	75 Sample Co
4 Sample Co	40 Sample Co	76 Sample Co
5 Sample Co	41 Sample Co	77 Sample Co
6 Sample Co	42 Sample Co	78 Sample Co
7 Sample Co	43 Sample Co	79 Sample Co
8 Sample Co	44 Sample Co	80 Sample Co
9 Sample Co	45 Sample Co	81 Sample Co
10 Sample Co	46 Sample Co	82 Sample Co
11 Sample Co	47 Sample Co	83 Sample Co
12 Sample Co	48 Sample Co	84 Sample Co
13 Sample Co	49 Sample Co	85 Sample Co
14 Sample Co	50 Sample Co	86 Sample Co
15 Sample Co	51 Sample Co	87 Sample Co
16 Sample Co	52 Sample Co	88 Sample Co
17 Sample Co	53 Sample Co	89 Sample Co
18 Sample Co	54 Sample Co	90 Sample Co
19 Sample Co	55 Sample Co	91 Sample Co
20 Sample Co	56 Sample Co	92 Sample Co
21 Sample Co	57 Sample Co	93 Sample Co
22 Sample Co	58 Sample Co	94 Sample Co
23 Sample Co	59 Sample Co	95 Sample Co
24 Sample Co	60 Sample Co	96 Sample Co
25 Sample Co	61 Sample Co	97 Sample Co
26 Sample Co	62 Sample Co	98 Sample Co
27 Sample Co	63 Sample Co	99 Sample Co
28 Sample Co	64 Sample Co	100 Sample Co
29 Sample Co	65 Sample Co	101 Sample Co
30 Sample Co	66 Sample Co	102 Sample Co
31 Sample Co	67 Sample Co	103 Sample Co
32 Sample Co	68 Sample Co	104 Sample Co
33 Sample Co	69 Sample Co	105 Sample Co
34 Sample Co	70 Sample Co	106 Sample Co
35 Sample Co	71 Sample Co	107 Sample Co
36 Sample Co	72 Sample Co	

**Source: MTW Research / Trade Sources**





### 4.3 FM Companies Ranking by Profitability

The following table illustrates our estimates of the rank by profit for each of the FM providers in 2022:-

**Figure 44: Facilities Management Companies Ranked By Profit 2022**

1	Sample Co	37	Sample Co
2	Sample Co	38	Sample Co
3	Sample Co	39	Sample Co
4	Sample Co	40	Sample Co
5	Sample Co	41	Sample Co
6	Sample Co	42	Sample Co
7	Sample Co	43	Sample Co
8	Sample Co	44	Sample Co
9	Sample Co	45	Sample Co
10	Sample Co	46	Sample Co
11	Sample Co	47	Sample Co
12	Sample Co	48	Sample Co
13	Sample Co	49	Sample Co
14	Sample Co	50	Sample Co
15	Sample Co	51	Sample Co
16	Sample Co	52	Sample Co
17	Sample Co	53	Sample Co
18	Sample Co	54	Sample Co
19	Sample Co	55	Sample Co
20	Sample Co	56	Sample Co
21	Sample Co	57	Sample Co
22	Sample Co	58	Sample Co
23	Sample Co	59	Sample Co
24	Sample Co	60	Sample Co
25	Sample Co	61	Sample Co
26	Sample Co	62	Sample Co
27	Sample Co	63	Sample Co
28	Sample Co	64	Sample Co
29	Sample Co	65	Sample Co
30	Sample Co	66	Sample Co
31	Sample Co	67	Sample Co
32	Sample Co	68	Sample Co
33	Sample Co	69	Sample Co
34	Sample Co	70	Sample Co
35	Sample Co	71	Sample Co
36	Sample Co		

**Source: MTW Research / Company Accounts**

The following chapter illustrates the key financial indicators for the selected companies active in the UK FM industry, along with an 'at a glance' chart, illustrating the recent performance of each company. Turnover and profit estimates are also provided for each company alongside a brief description of activities, estimate of number of employees and contact details.

## 4. FM CONTRACTOR PROFILES & 'AT A GLANCE' FINANCIALS

### Sample PLC - Company Overview & 'At a Glance' Financials

SAMPLE HOUSE  
 SAMPLE WAY  
 SAMPLE  
 HERTFORDSHIRE  
 Postcode sample  
 Telephone Number Sample  
 www.sample.co.UK

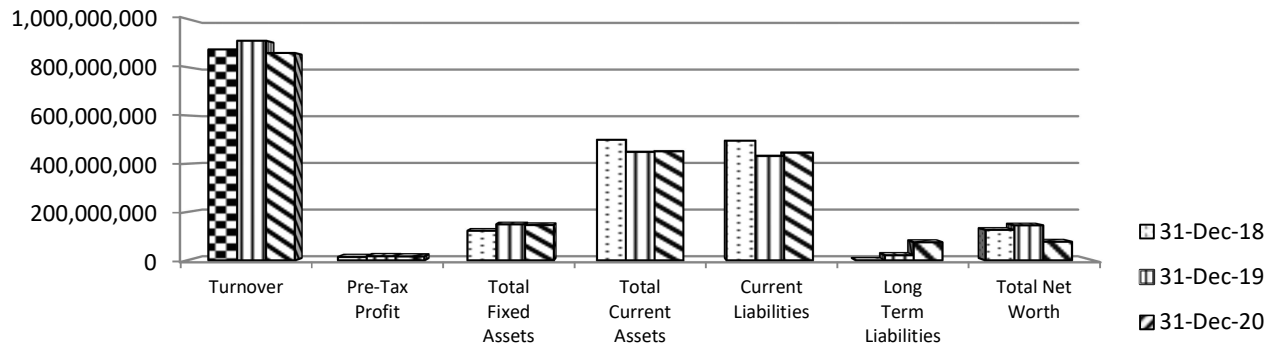
Sample Plc is a Public Limited company, incorporated on xx/x/xxxx. The company's main activities are recorded by Companies House as "Sample description of company"

To year end December 2022, our estimates are that the company will achieve a turnover in the region of £900 million with an estimated profit of around £16 million. Most recent accounts show that the company recorded total assets of £597,529,000. The following table briefly provides a top line overview on the company:-

<b>Company Name</b>	Sample PLC
<b>Incorporation Date</b>	Xx/xx/xxxx
<b>Brief Description of Activities</b>	Sample Description
<b>Parent Company</b>	Sample Number : Parent Sample Name
<b>Ultimate Holding Company</b>	Sample Name

The following table illustrates the company's key performance indicators for the last 3 years:-

#### Sample Plc - Most Recent 3 Years Financials



£	Turnover	Pre-Tax Profit	Total Fixed Assets	Total Current Assets	Current Liabilities	Long Term Liabilities	Total Net Worth
31-Dec-18	873,264,000	13,842,000	122,520,000	499,123,000	495,360,000	0	126,283,000
31-Dec-19	909,163,000	17,061,000	149,100,000	448,836,000	432,010,000	20,936,000	144,990,000
31-Dec-20	858,476,000	16,183,000	146,207,000	451,322,000	445,767,000	74,834,000	76,928,000