CASE STUDY
OFFICE FIT-OUT

Oldfield
ACCOUNTANCY & ADVISORY

From Growth Ambition to Financial Clarity

How an owner-managed fit-out business more than doubled their revenue and profit margin by seeing its numbers clearly.

2018 → today

£12m	20.8%	£3m	£12.5m
Revenue up from £5.5m	**EBITDA margin** up from 9.7%	**Cash** up from £650k	**Business value** up from £3m

Sector
Office fit-out

Partnership held since
2018

Services
Management reporting, strategic advisory, tax planning



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The Challenge

Revenue showed the work coming in. Not what it was worth.

- ⊗ No clear view of true gross profit
- ⊗ Little visibility by division, customer or product
- ⊗ Year-end accounts came too late to act on
- ⊗ Didn't receive proactive tax planning

What we did

Regular reporting
Management and divisional reports showing where profit is made.

Profit analysis
Gross profit broken down by customer and product.

Quarterly reviews
A fixed point to check performance, trends and strategy.

Sales KPIs
Lead measures to plan and track the sales pipeline.

Tax planning
Proactive advice ahead of key deadlines.



The Result

Not one report, but a repeatable way to review performance, question assumptions and plan ahead.

The owners now manage sales and profit together, rather than treating revenue as the only measure of progress.

Want this clarity in your business?
Talk to Oldfield Advisory.

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Disclaimer: Results reflect the owners' hard work and execution as well as our advice.