

Key statistics

Market cap £140.0m	Profits of £6.6m	<ul style="list-style-type: none"> Listed on the London Stock Exchange Three operating divisions: <ul style="list-style-type: none"> Fourth largest provider of Fire Protection in the UK Market leader in Ductcleaning & Contamination remediation Fifth largest provider of Water Treatment National coverage in each of our markets Over 10,000 customers, 400 national accounts Marlowe provides at least one service to 7% of the UK's commercial buildings 600,000 service visits each year
Employees & markets c1,000	Revenues of £73.0m	
5th largest provider of water treatment	4th largest provider of fire protection	

Key services

Air Hygiene

- Ductwork Cleaning
- Ductwork Monitoring
- LEV Testing
- Fire Damper Testing
- Kitchen Extract Cleaning
- Bathroom Extract Cleaning
- Asbestos Decontamination
- Asbestos Removal
- Asbestos Encapsulation

Fire Protection

- Fire Alarms
- Emergency Lighting
- Remote Monitoring
- Fire Safety Training
- Fire Risk Assessments
- Gas Suppression
- Fire Dampers
- PAT Testing
- Extinguishers
- Hose Reels
- Fire Blankets
- Sprinklers
- Dry / Wet Risers
- Fire Hydrants
- Smoke Vents
- Disabled Refuge

Security Systems

- Intruder Alarms
- Access Control
- CCTV
- Intercom
- Panic Alarm
- Nurse Call
- Remote Monitoring
- Induction Loop
- Automated Gates
- Alarm Response
- Keyholding
- Disabled Toilet Alarm
- Turnstiles
- Bollards

Water Treatment

- Cooling Towers
- Steam Boilers
- Swimming Pools
- Water Softening
- Temperature monitoring
- Water Heaters
- Water Coolers
- Cistern Inspections
- Air Quality Monitoring
- Legionella Risk Assessments
- Copper/Silver Ionisation
- Redox & Chlorine Dosing
- Treatment Chemicals
- Compliance Audits
- Clean & Disinfectant
- Air Hygiene

Who we are

Marlowe is an AIM-listed company formed to create sustainable shareholder value through the acquisition and development of businesses in the outsourced business service sector with a focus on those that provide critical asset maintenance services in the UK. We are currently focused on fire protection, security systems, water treatment and air hygiene services - which are essential to our customers' operations and invariably governed by regulation, and where customers require a single specialist outsourced provider with nationwide coverage. Our customers can be found on most high streets, in office complexes and industrial estates, and include SMEs, local authorities, facilities management providers, multi-site NHS trusts and FTSE 100 companies.

FIRE & SECURITY DIVISION

500 employees (300 engineers)

£50m



WATER TREATMENT DIVISION

220 employees (140 engineers)

£15m



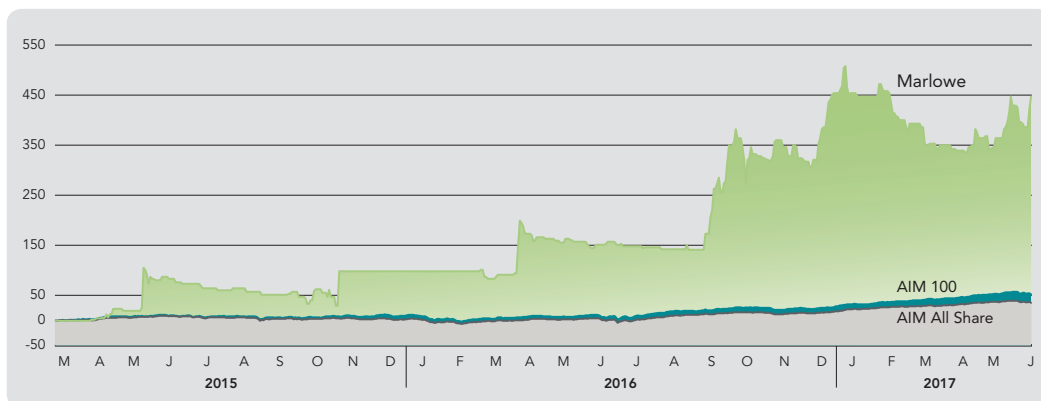
AIR HYGIENE DIVISION

180 employees (135 engineers)

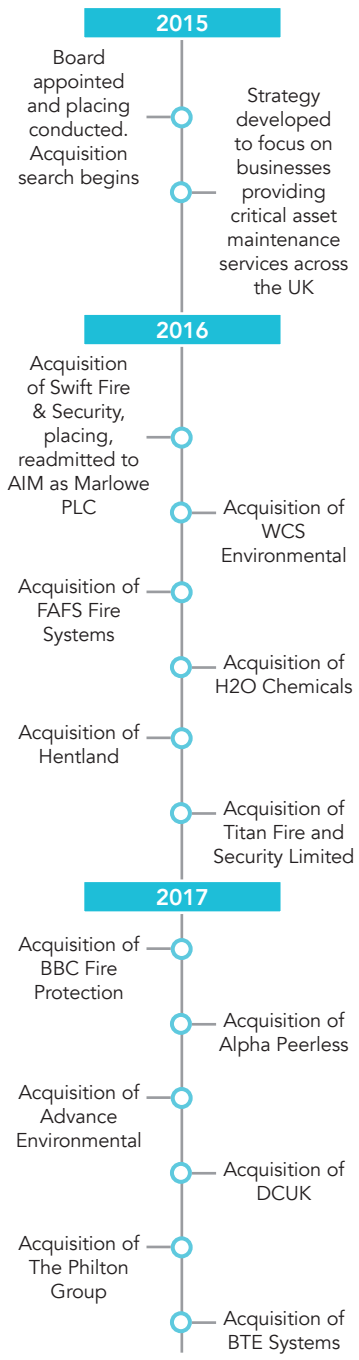
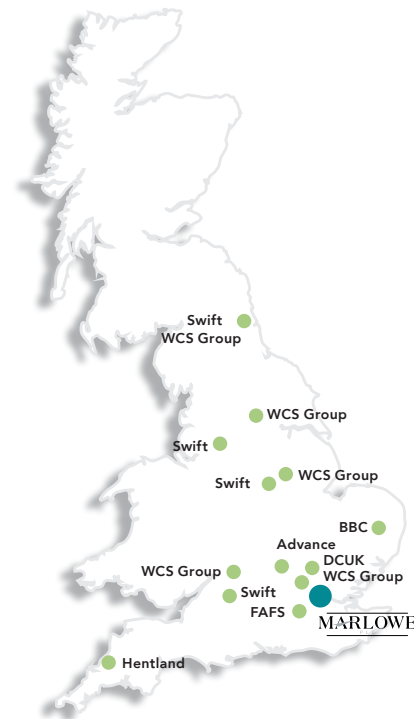
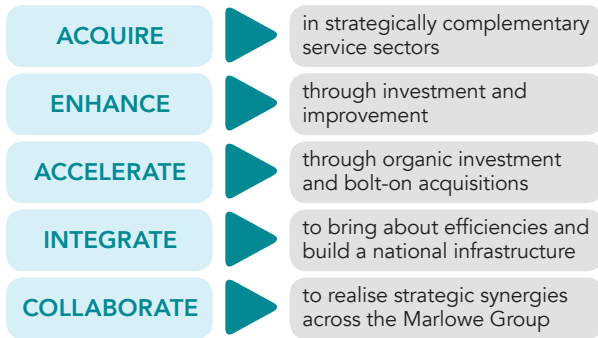
£17m



Share price performance (%)



Our decentralised organisational structure gives our businesses considerable management autonomy within a well-defined strategic and control framework. Our model seeks to retain the agility of entrepreneurial private businesses whilst unlocking their potential and stewarding their rapid growth as part of Marlowe, ensuring that all the key stakeholders are focused on value creation.



Investment attributes

	CRITICAL SERVICES	Businesses providing services which are essential or mandatory and in which demand is at least partially driven by regulation or legislation.
	RECURRING REVENUES	We focus on businesses that demonstrate annuity-type recurring revenues which allows for attractive forward earnings visibility.
	OPERATIONAL COMPLEXITY	Services which are operationally complex to deliver, are technically specialist and could benefit from investment in areas such as technology.
	STRATEGIC FIT	Sectors and businesses which fit well together as part of our group, sharing channels to market along with complementary operational methodologies.
	NATIONAL COVERAGE	National services coverage and route densities can be a competitive advantage in winning business.
	RELATIONSHIP LONGEVITY	Businesses with longstanding customers who rarely change providers due to the practicalities, the costs and the critical nature of the services provided.
	OUTSOURCING TRENDS	Services are often outsourced due to their specialist and technical nature, regulatory compliance needs, stringent industry standards and efficiency gains.
	FRAGMENTED MARKETS	We focus purely on markets which are fragmented in which we see the potential for a quickly executed industry consolidation.

Board of directors



Alex Dacre
Chief Executive



Derek O'Neill
Chairman



Peter Gaze
Non-Executive Director



Charles Skinner
Non-Executive Director

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