

## Strong turnover performance sees growth exceed £1bn

2 years ago



In recently published accounts, national contractor and developer Graham generated revenue of £1.094bn following the successful delivery of major projects across its core market sectors (building, civil engineering, interior fit-out, FM and development management).

The figure is a 15.3% increase on the group's 2022 results of £948.3m in 2022.

Cash at bank and in hand also increased to £177.1m – a 28% rise (£127.1m in 2022) – while profit before tax was recorded at £15.1m.

This strong balance sheet position has enabled the company to further improve its supply chain management and supplier payment statistics. It has also continued to invest in the training and development of its 2,200+ staff cohort.

Profitability has been impacted by well-publicised inflationary pressures facing the wider economy. However, the business continues to mitigate risks through a strategic approach to partnership working, particularly with a growing number of repeat clients. This model promotes collaboration, quality delivery and cost certainty throughout the supply chain.

The delivery of high-profile projects, including the transformative Buchanan Wharf mixed-use scheme (Glasgow), the University of York's 1480-student accommodation residences (York), the Poynton Relief Road (Cheshire), Imperial College London's new School of Public Health (London) and a nationwide modernisation programme for Marks & Spencer (National), underline the scale, scope and quality of its national portfolio.

Looking forward, the group stated that it is in a strong position with a record pipeline of £2bn.

Group chief executive officer Andrew Bill said: “We are very pleased with these latest published accounts, which demonstrate a strong performance in our core markets. This has been achieved despite the complexity of the current inflationary environment and other notable external factors.

“Strong governance and commercial management are at the heart of our approach to sustainable growth. We focus on quality delivery and take pride in our record for securing repeat business and the development of collaborative client relationships.

“The adoption of a pragmatic and selective approach to work winning, built on a platform of risk management, allows us to positively approach the rest of 2023, and beyond. With a significant pipeline of opportunity, which is strong in both volume and quality, we look forward to the future with continued optimism.”