

# Interior Fit-Out

**GRAHAM** 

# GRAHAM Group Statistics

**2200+**



Employees

**£1bn**



Turnover

**100+**



Live projects  
across the UK  
and Ireland

**£2bn**



Order Book

# Interior Fit-Out

## an introduction

The GRAHAM Interior Fit-Out Division has evolved into a business with an £80m+ turnover.

Year on year, we've achieved structured growth in the completion of some 300 multi-disciplinary projects throughout the UK and Ireland.

Guided by a strategic repeat business model, 72% of our clients consistently return to work with us.

With a talented team of over 90 colleagues, relationships continue to define our success.

We remain selective in who we partner with and view major frameworks as key target areas.

Across the high street, through to world-leading tech companies and

the major pension funds, we are renowned for quality delivery with the capacity to meet even the most stringent deadlines.

We are working smarter, applying digital processes and driving efficiencies.

We are also expanding our horizons and are committed to increasing our footprint and sector expertise across the UK.

By following a responsible plan for growth, we're confident that we can strengthen our position as a national leader in the interior fit-out market.



# We go beyond

Our strong moral code – the DNA of the 'GRAHAM Way' – is the force behind our continued success.

We get the fundamentals right, from the responsible and sustainable way the business is managed, to the in-house technical expertise that is applied to every project we undertake.

Importantly, we operate from a position of financial strength that promotes investment in the business and empowers us to be forward thinking, innovative and digitally focused.



**Financial strength**



**National coverage**



**Technical competency**



**Track record**



**Relationship focused**



**Innovation**



**Digital by default**



**Social value**



**Industry recognition**





# Sectors



**Retail**



**Commercial**



**Offices**

**“Through excellent delivery and relationships, GRAHAM remain an integral part of our ongoing store development programme and retain total confidence that future projects will be delivered with the same professionalism and expertise.”**

Regional Shopfitting Manager, Next

# PRIMARK







## Retail

Accounting for 55% of our business, the retail sector is where we have established our reputation as a premium contractor.

On this solid platform, we have made our presence felt right across the high-street and now work with some of the biggest brand names in the world.

Having delivered over one million square feet of space for Primark, the 'on-trend' fashion retailer is one of our biggest clients and selected us to complete its flagship store in White City, London.

We are also a 'preferred contractor' for JD Sports and NEXT in the UK, with exclusivity for both in Ireland, while we enjoy long-term partnerships with Goldsmiths, Debenhams and Schuh to name just a few.

Ultimately, these household names trust us.

And, they gravitate to GRAHAM because of our unique customer focus, precision and flexibility, all of which help to mitigate, and minimise, trading disruption throughout every project we undertake.

While we recognise that the retail industry is in the midst of transition, we are confident that our proven track record for quality delivery and programme certainty will ensure that it remains a lucrative market for us.





# Commercial

The commercial arm of our business is broad and encompasses areas such as shopping centres, the hospitality industry and aviation.

The specialist nature of these strands means that the majority of our work comes from repeat business, founded on well-established relationships with key clients, particularly pension fund partners like Standard Life, Aviva and Legal & General.

Close collaboration is therefore central to our success, as we influence and shape design, resulting in enhanced outcomes and guaranteed programme handover.

When required, we phase our delivery to smooth both the client and customer experience

Right across the UK we have remodelled, refurbished and transformed leading shopping centres, from the Lakeside Shopping Centre in Essex to the Ocean Terminal Shopping Centre in Edinburgh. As a measure of the attention to detail required, we installed 10,000 individual façade fins of specialised cladding as part of the multi-million-pound Ocean Terminal scheme.

Equally, our hospitality portfolio is widespread and features iconic five-star hotels and historic former castles while within the highly regulated aviation market, our professionalism, understanding of security procedures and expansive skillset differentiate us in the completion of airport lounges, terminals, control centres and baggage handling facilities.



Aer Lingus Lounge, Dublin Airport



Ocean Terminal Shopping Centre

# Offices

Over the last three years we have completed in excess of half a million square feet of office space across the UK and Ireland.

We are renowned for our versatility in the delivery of Category A and B fit-out projects that are not just aesthetically flawless but conceived with functional flexibility to meet the modern demands of an expanding portfolio.

Increasingly, schemes are growing ever more complex as clients move away from the traditional office environment to bespoke, state-of-the-art workspaces with high-tech-high-spec features.

Our illustrious clientele includes global firms KPMG, Grant Thornton and Baker McKenzie while leading software innovators like Cayan and Liberty I.T. continue to avail of our unique approach in the execution of their flagship projects.

But it's not just in the private sector where we are making an impact, we are also a respected partner of public sector organisations and have secured our place on a range of Frameworks, including the Department of Work and Pensions 'Major Projects' Framework, which is worth an anticipated £150m over the next four years.





Baker McKenzie



BE Offices



BS EN ISO 19650:2018



# Contact us

Aberdeen  
Belfast  
Birmingham  
Bristol  
Dublin  
Durham  
Edinburgh  
Glasgow  
Hillsborough

Leeds  
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Liverpool  
London  
Manchester  
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**16 Locations**



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**GRAHAM** 