Online building materials retailer CMO reveals plans for AIM float

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MO Group, the $\underline{\sf UK}$'s largest online-only building materials retailer, has revealed plans to $\underline{\sf float}$ on $\underline{\sf AIM}$ as the home improvements market continues to boom in the $\underline{\sf pandemic}$.

The retailer stocks over 75,000 products across seven websites and offers trade accounts and <u>adviceservices</u> to <u>builders</u> and DIY enthusiasts. The <u>listing</u> is planned for early July, and market sources suggested the company will see a <u>valuation</u> of around £100 million.

Announcing the IPO plans on Friday, CMO highlighted the construction sector's comparatively slow <u>move</u> online, and Britain's £27 billion addressable building materials market.

The firm has seen like-for-like sales growth up 30% year-on-year so far in 2021, and executives said they see a "significant opportunity" for organic growth as customers shift permanently online post-Covid. Directors also see opportunities for acquisitions.

CEO, Dean Murray, said the listing plans are an "exciting new chapter".

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He said: "Our clear and focussed strategy will enable us to continue to capture further profitable share in an under penetrated market as customers increasingly move online."

A string of digital-focused firms have floated in 2021, from giants Moonpig and Deliveroo to smaller AIM floats of doorstep delivery firm Virgin Wines and over-60s meals maker, Parsley Box. Just last week fellow DIY-focused company, bathroom specialist Victorian Plumbing, listed after seeing rapid growth in lockdowns.

Liberum acted as nominated adviser and sole bookrunner on the IPO.