



Acquisition Opportunity

## UK Based growing worldwide Exhibitions Company

**Business Description:**

Over 15 years this Company has built up a first-class reputation in the industry for consistently delivering exhibition stands and other related projects on budget and on time. The business is poised for and capable of substantial growth. As a result of changes in his personal life the owner has decided to sell. Exhibition stands, mainly for B2B events, account for around 80% of sales. Around 20% of sales are outside the UK. Most projects fall within a budget range of \$10k to \$40k. There is significant potential for growth both at home and abroad.



The Company has an impressive client list including many blue chips. The owner has avoided becoming dependent on agency business preferring instead to maintain a more diverse client base with direct relationships with exhibitors. The top 10 clients in the last financial year accounted for just over a third of sales. Repeat business is at a high level.

The centre of operations is an 8000 sq ft facility on an industrial estate in the West Midlands where the well-equipped manufacturing workshop, printing and administration departments are housed. In addition, the Company leases 2 locations nearby for storage of clients' stands and various components. The owner has built a team of managers capable of running the business on a day to day basis and with capacity for growth. He has recently appointed an additional Project Manager with a view to reducing the business's dependency on him. There are c 30 employees in total.

Over the 2 years ended June 2016, Sales averaged just over \$3.7M generating an average Adjusted EBITDA of c \$500k. The forecast for the 2 years ended June 2018 shows average sales of \$4M and an adjusted EBITDA of \$600k.

**The Transaction:** The balance sheet will be delivered to the purchaser debt free cash free. The owner will assist with handover for a period of up to 6 months on terms to be agreed.

Financial Summary \$k			
Yr Ended	2016	2015	2014
Revenue	4256	3249	3875
Adjusted EBITDA	758	255	454

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
UK	Compiled	Yes	15	43320

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