

## HCM275 – Change Management Consultancy for sale

### Business overview

- An outstanding opportunity to acquire a highly successful and well established change management consultancy with a unique position providing critical services to targeted blue chip and global businesses
- The company provides business transformation services through a series of highly qualified executives contracted into long standing senior executive positions. These positions have typically grown from an original project brief into a position of critical accountability in organisations within the turnover scale ranging from £1bn-14bn per annum
- The company provides its services into the Global Technology, Transportation and Education/Local Government sectors and the executives provided by the company have levels of responsibility and budgetary control which far exceed those typically assumed by external consultants
- The company is owned by a principal who is of retirement age and who took a conscious decision in recent years to restrict any investment in growth outside of the current contracts or into the provision of other potential consultants/staff that are regularly requested by the current key clients
- Turnover averages c.£850k per annum and in the last two years gross margin has increased and is projected at 69% in the current financial year to December 2012. Projected adjusted EBITDA for 2012 is £195,885 (25%) and for 2013 is £264,737 (30%)
- The current owner manages only the high level financial aspects of the company alongside the external accountant who is retained on a hands on/outsourced FD contract basis. All other aspects of the business are managed day to day by the Managing Director who is not currently a shareholder in the business and who has performed this role for the last 12 years

### Reason for sale

- To allow the owner to fully retire. The owner is however willing to negotiate the renewal of key contracts during 2013 following the completion of the sale of the business

### Financial overview

<i>Year end 31<sup>st</sup> December</i>	<i>2012 (Proj)</i>	<i>2013 (Proj)</i>
<b>Sales revenue</b>	<b>£791,354</b>	<b>£891,893</b>
Gross profit	£544,963	£614,693
<i>Percentage</i>	69%	69%
<b>Adjusted EBITDA</b>	<b>£195,885</b>	<b>£264,737</b>
<i>Percentage</i>	25%	30%

## Offers invited for company sale