



HFL265

Manufacturer of Photobooths, Magic Mirrors & Dance Floors Company For Sale / Partial Sale

Business Summary

- Outstanding opportunity to acquire a manufacturer of photo booths, magic mirrors and LED dance floors, with bespoke, technically advanced, interactive, photographic, display and entertainment equipment for events.
- The company is the leading manufacturer in the sector in the UK and the largest Photo booth supplier in Europe.
- Sales are growing extremely fast with significant sales growth over the last four years, with a turnover of £2.25m for YE 31/3/16, and estimated to reach £3.7m for this financial year.
- Very strong financial performance, with profit before tax growing at over 70% for the last two years.
- Global exports account for around 30% of turnover.
- Equipment can be hired for weddings, parties, exhibitions, and marketing launches.
- The exhibition hardware is multi-use and therefore applicable to markets in addition to entertainment, including retail and education. Uses include: exhibition and school display, shop fittings etc.
- A hardware element is fully patented in the UK with a patent pending in Russia, US, France and Germany.
- The technologically innovative, in-house developed software and flexible hardware allow for completely bespoke, unique designs.
- An extensive choice of features includes video, social media connectivity, choice of backgrounds, virtual accessories and exciting consumable add-ons.
- An in-house printing system allows bespoke advertising and branding opportunities via distinctive photographic designs for use on exhibition equipment.
- The individual elements of the business are split over several websites, each of which has highly optimised ranking and thousands of unique hits per month.
- A paid referral system offers significant business expansion opportunities.
- 10% of clients are large, high profile corporate companies, the rest are individual sales.



- Highly scale-able business with an experienced staff and management team
- We believe the business will be of interest to event management, advertising or signage companies, as well as MBI candidates and investor groups looking for an exciting and expandable business model.

Products & Services

- Photo booths for sale and hire
- Magic Mirror booths
- LED dance floors
- Photographic software and hardware
- Proprietary software - standard or bespoke.
- Related consumables
- Hire of software and hardware
- Technical support services and spare parts
- Paid referral system opportunities

Premises

- The company has recently moved to new integrated premises of 13,000 sq ft.
- The rent totals £3,800 per month.

Employees

- The company consist of 21 full time and 3 part time employees in various roles from management to software and support.

Reason for sale

- The MD feels that he has taken the company as far as he can on his own. His business strengths lie in ideas and development. He is happy to continue in that role in the business going forward, as part owner if appropriate.

Financial overview

<i>Year ending 31st March</i>	<i>2014</i>	<i>2015</i>	<i>2016</i>	<i>2017 Est.</i>
Sales revenue	£1,299,336	£1,772,644	£2,255,266	£3,700,000
Gross profit	£565,090	£676,490	£839,559	
<i>Percentage</i>	43%	38%	37%	
Adjusted EBITDA	£160,777	£233,441	£293,666	£400,000
<i>Percentage</i>	12%	13%	13%	11%

Offers Invited