HIS296 – R&D Funding & Tax Relief Advisors
Company for Sale – South East UK

Executive Summary

An exciting opportunity has arisen to purchase a specialist R&D tax relief company with a highly profitable and scalable model. Within 5 years of trading, this dynamic business has developed a strong market presence and reputation, accessible brand, specialising in advising and securing government R&D funding for businesses in the SME space to allocated government funding for R&D investment.

The company has built a stable client base across a range of sectors and benefits from an experienced, dedicated team of specialists, who have developed a positive relationship with HMRC, positioning the business as a credible expert in the field. To date, the company has worked with over 850 clients and secured £51 million in cash or tax relief for clients – generating high levels of client trust, resulting in repeat business accounting for 40% of turnover.

The company has also achieved recognition as an innovative business, through a number of industry awards. Having attained strong revenues and consistent year-on-year growth, this opportunity presents a scalable business with significant scope for expansion.

Highlights

- Scalable business model

- High quality of client interaction

- Established, positive relationship with HMRC

- Distinctive brand values and differentiation in sector

- Repeat business accounting for 40% of turnover

- Award-winning innovative business

- Significant opportunities for growth

Financial Overview

Y/E: 31st Dec	2015	2016	2017	2018	2019 (FCT)
Sales revenue	**£579,429**	**£1,042,290**	**£1,178,971**	**£1,793,904**	**£2,400,000**
Gross profit	£545,862	£904,233	£1,025,992	£1,658,799	£2,165,200
Percentage	*94%*	*87%*	*87%*	*91%*	*90%*
Adjusted EBITDA	**£16,908**	**£174,603**	**£180,946**	**£784,636**	**£1,036,458**
Percentage	*3%*	*17%*	*15%*	*43%*	*43%*

Offers invited