

## HKS250 – Property Tax Consultancy for Sale – UK

### Executive Summary

Opportunity to acquire a highly profitable Property Tax Consultancy with a proven means of lead generation and a growing reputation for delivering a highly specialised service to an expanding portfolio of residential and commercial clients.

Since its founding as a lifestyle business in 2017, the company has established itself as a niche tax specialist, supporting its clients to attain a swift and efficient solution with expertise, through the often-complicated regulatory structure governing UK property tax.

The company benefits from a tried and tested means of lead generation and has a healthy client pipeline, with a number of orders currently booked and in the discussion stages of the process. The company operates with high gross profit levels, with an average figure of 98%.

Having achieved over £1m revenue in 2018, the vendors scaled back activity to suit a more normal workload for themselves in 2019. Having seen a dip in activity in Q2 2020 due to the pandemic, the owners are seeing a strong uptick in demand as we enter Q4. They expect to generate revenues of c.£50K per month, by early 2021.

The business also benefits from a lean operational structure and is currently run on an entirely remote basis by the Founder and Director. Leading with high levels of client service and clearly positioned for growth, this business presents an attractive opportunity for a potential acquirer to develop and expand upon.

### Highlights

- Niche Property Tax Consultancy
- Highly profitable
- Remotely run with lean operational structure
- Expanding portfolio of residential and commercial clients
- Positioned for growth and defined opportunities



## Financial Overview

<i>Y/E: 31<sup>st</sup> December</i>	<i>2017</i>	<i>2018</i>	<i>2019</i>	<i>2020 (FC)</i>	<i>2021 (FC)</i>
<b>Sales revenue</b>	<b>£209,402</b>	<b>£1,056,509</b>	<b>£739,237</b>	<b>£440,000</b>	<b>£520,000</b>
Gross profit	£201,988	£1,031,348	£728,714	£432,000	£512,000
<i>Percentage</i>	96%	98%	99%	98%	98%
<b>Adjusted EBITDA</b>	<b>£130,102</b>	<b>£960,567</b>	<b>£653,492</b>	<b>£356,642</b>	<b>£438,000</b>
<i>Percentage</i>	62%	91%	88%	81%	84%

## Offers invited