



HNSo66 –Luxury Corporate Stationery Provider For Sale –UK

An opportunity has arisen to acquire a provider of premium stationery brands to a well-established corporate customer base.

The company's product range features notebooks, diaries, pens and gift packaging, which can be customised using a variety of traditional and modern techniques to accommodate their customers' specifications. These techniques include debossing, embossing, screen printing and UV digital printing. The company also has the ability to design and produce bespoke products.

The company benefits from an in-house production department, which carries out debossing, foiling and UV printing, along with hand finishing. The company has well established relationships with other print partners to carry out screen printing and bespoke production.

The company enjoys an enviable reputation, with an impressive client base spanning well-known advertising and media companies, prominent brands and corporate gifting businesses across the UK and globally.

The company benefits from a dedicated and skilled team of staff, who are invested in delivering consistently high service levels, demonstrated through the company's 5-star rating from satisfied new and repeat customers.

This business comes to market with a solid trading record of over a decade and clearly identified opportunities for growth.

Highlights

- Strong premium brand client base.
- High levels of repeat custom.
- 50% of revenues derived from customers directly contacting the company without the need for marketing/winning new clients.
- Luxury product range available in bespoke and customised options.
- Healthy gross profit margins.
- Reputation for excellent service delivery.
- Opportunities for growth within the existing market through the introduction of strategic marketing.



- Opportunity for significant growth through the introduction of other branded products, outside of the existing stationery niche.

Financial Overview

| FY | 2020 | 2021 | 2022 | 2023 | 2024 (F/C) |
|------------------------|----------------|-----------------|----------------|-----------------|-----------------|
| Sales revenue | £1,137,356 | £342,030 | £834,413 | £1,151,683 | £1,165,000 |
| Gross profit | £473,960 | £136,639 | £405,775 | £542,641 | £554,800 |
| <i>Percentage</i> | 42% | 40% | 49% | 47% | 48% |
| Adjusted EBITDA | £70,361 | -£60,546 | £94,068 | £122,185 | £126,926 |
| <i>Percentage</i> | 6% | -18% | 11% | 11% | 11% |

- Directors' replacement cost is accounted for within the Adjusted EBITDA.

Offers Invited