



## HNJ531 - Niche Inbound Tour Operator in Ireland Business For Sale

Hornblower Business Brokers Ltd is pleased to market the opportunity to acquire a specialist “inbound tours” operator with a particular niche in the Irish inbound tour market. From its base in Ireland, the business has developed an international customer base, with a focus on providing inbound tour packages to Ireland for the flourishing market from the United States.

With over 25 years in the inbound space, the business is positioned as a reputable provider, bringing performing arts groups and ensembles to Ireland for performances in a range of festivals, concerts and recitals at a variety of prominent venues and landmarks.

The company has developed a proven track record and comprehensive knowledge in its longstanding relationships built with the expansive marching bands’ network around the world, bringing marching bands to participate in the annual circuit of parades and competitions in Ireland.

With a dedication to attaining the highest industry standards, the business is a bonded tour operator and a member of the ITAA and ITOA. The company operates with a close-knit team, with extensive inbound market experience and a passion to deliver high-quality customised tour experiences for their client base.

### Highlights

- 25+ years trading record with extensive and longstanding client base.
- Recognised inbound tours expert to performing arts groups.
- Well-established sports tour provider.
- Highly experienced team of inbound travel experts.

### Financial Overview

<i><b>FY / EURO</b></i>	<i><b>2022</b></i>	<i><b>2023</b></i>	<i><b>2024</b></i>
<b>Sales revenue</b>	<b>1,362,719</b>	<b>2,805,681</b>	<b>3,671,203</b>
Gross profit	257,793	634,457	899,430
<i>Percentage</i>	<i>19%</i>	<i>23%</i>	<i>24%</i>
<b>Adjusted EBITDA</b>	<b>65,740</b>	<b>327,651</b>	<b>589,458</b>
<i>Percentage</i>	<i>5%</i>	<i>12%</i>	<i>16%</i>

Director’s replacement costs are accounted for within the Adjusted EBITDA

### Offers Invited