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Niche Tour Operator in Ireland
Company For Sale - HNJ531

Hornblower Business Brokers Ltd is pleased to market the opportunity to acquire a specialist tour operator with a particular niche in the Irish 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.

The company has also developed a longstanding reputation for outbound tours from Ireland to sporting events in the UK, including ticketing for major events.

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 market experience and a passion to deliver high-quality customised tour experiences for their client base.

Highlights

- 25+ years trading record.
- Extensive and longstanding client base.
- Recognised inbound tours expert for international performing arts groups
- Well-established outbound sports tour provider from Ireland to the UK
- Highly experienced team of inbound and outbound travel experts.

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Financial Overview

FY / EURO	*2022*	*2023*	*2024*	*2025*
Sales revenue	**2,701,939**	**5,852,114**	**6,467,169**	**3,797,752**
Gross profit	812,249	1,563,304	2,033,909	1,081,684
Percentage	*30%*	*27%*	*31%*	*28%*
Adjusted EBITDA	**471,901**	**970,038**	**1,363,283**	**404,763**
Percentage	*17%*	*17%*	*21%*	*11%*

- Directors' replacement costs are accounted for within the Adjusted EBITDA
- Whilst there has been a drop in sales in 2025, there are specific reasons which are now resolved. Sales of c.4m Euro are already booked for 2026.

Offers Invited