



HRD562 –Event & Association Management Company For Sale – South UK

An opportunity has arisen to acquire a well-established brand with over 40 years of trading history, delivering a comprehensive offering of Event and Association Management Services.

Throughout its many years of trading, this business has successfully cultivated a loyal and longstanding client base of prominent Membership Associations. Its clients span a range of sectors, which include the academic, local government, commercial property, educational and medical sectors. The high regard for the business held by its clients is demonstrated by the company attaining exceptionally high levels of repeat business, which typically represents of 98% of its turnover.

This company offers a comprehensive event management service for both large and smaller-scale events, with a specialism producing conferences and supporting exhibitions. The company is also highly experienced in delivering award shows and corporate social events.

The company's Association Management services ensure the seamless integration with their client organisations' teams. The service offering covers the full range of Association Management functions, including support of Boards and Trustees, financial management and audit functions, as well as membership development, membership database management and membership communications.

The business operates with a highly valued and experienced team with a wealth of expertise in the event production and administrative fields. The team is characterised by an impressive record of longevity with the business, with some members of staff working with the business for over 20 years and the majority typically serving for 5 to 10 years.

This acquisition offers an outstanding opportunity for a related company seeking a strategic acquisition to add to their portfolio.

Highlights

- 40+ years of trading history.
- Highly reputable brand providing event management and association management services.
- Event delivery throughout UK and mainland Europe.
- Loyal and long-standing client base.
- Exceptionally high levels of repeat business.



Financial Overview

F/Y:	2022	2023	2024	2025	2026	2027 (f/c)
Sales revenue	£613,759	£820,863	£881,304	£973,946	£947,737	£826,234
Gross profit	£615,839	£823,053	£886,716	£979,244	£952,219	£830,234
<i>Percentage</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>
Adjusted EBITDA	£66,134	£99,240	£69,864	£120,158	£78,159	£87,391
<i>Percentage</i>	<i>11%</i>	<i>12%</i>	<i>8%</i>	<i>12%</i>	<i>8%</i>	<i>11%</i>

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

Offers Invited