ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS

Long Established Successful Catering and Events Management Business for Sale

Fully Relocatable

Asking Price: £350,000

Reference: CE03-ABS | Confidential Memorandum

Venues include Yacht catering, Southampton Boat Show, the Banqueting House, and Hampton Court Palace.

Current Turnover: Circa of £575,000

Gross profit: Circa £243,000.

Projected net profit for year 2024 circa £104,000

Key Selling Points:

- 27 Successful long years of establishment.
- Has a significant 15-month forward order book.
- Experienced and knowledgeable employees.
- Superb reputation for great food, quality and reliability
- Fully relocatable business.
- Genuine retirement sale.

Business Description.

This is a unique opportunity to acquire a leading prestige, catering and event management company specialising in weddings, private parties, celebrations, yacht catering, corporate and bespoke events, the business caters to a broad clientele in London, the Home Counties, and the South Coast.

The business enjoys a well-established London presence, having conducted events in some very special venues including, but not limited to, the Banqueting House and Hampton Court Palace, looking after hundreds of guests.

The business is not limited to London, it also boasts a strong foothold in the Home Counties, the South Coast and in yacht catering, with all dietaries, allergies specific requirements catered for by the team of talented chefs.

The company enjoys a superb reputation for great food, reliability, pricing, and unusual combinations of food.

This is an opportunity to own a successful, extremely well equipped, and superbly organised Catering and Events Company business, with annual sales of more than £580,000.

The business has huge room for growth and expansion, with the repeat customers being the foundation of this successful and profitable business, with the business enjoying a large amount of repeat business.

By acquiring this successful, well-established strong business, you will enjoy a proven track record of success. This is not just a business; it’s a leading prestige, catering and event management company.

Financials:

Current Turnover circa of £575,000, with a gross profit of circa £243,000.

Projected net profit for year 2024 circa £104,000.

The business continues to build on their impressive service offering, and well-developed network,

maintaining a strong 15-month forward order book and many more opportunities for 2025 and beyond.

Business hours: The hours are as required by the functions with the office being closed at weekends.

Staff: The company is proud of its great staff and management, the business works with a pool of 150 part-time waiting staff, food service and wine service, full-time event manager, 2 operations managers, and an accountant.

Diverse Client Portfolio: With expertise in Corporate Events, Weddings, Celebrations, Yacht catering and Bespoke Events, the business caters to a broad clientele.

Suppliers: The business enjoys long-standing relationships with high quality suppliers.

Large client base: The company has successfully built a large client base which includes popular venues spanning London, the Home Counties, and the South Coast providing a high volume of regular, repeat business.

This would be an ideal bolt-on for an existing business wishing to access this exclusive sector.

Marketing: The prime source of bookings are the regular customers, and word of mouth recommendations. The Advertising and Marketing carried out by the business is the company's quality website, together with corporate brochures to promote the business, and attract new customers.

Social Media: The social media accounts are a Facebook Page with a following of 1,300. 2,090 Instagram followers, and a strong YouTube presence.

Support and Training: The founders of this Catering and Events Company would be more than happy to facilitate a smooth and successful handover of the business.

Reason for sale: After 27 years the owners wish to ensure a successful transfer of the business, following which they will retire.

Next Step: To Register Interest, you will need to fully complete our Confidentiality Agreement (NDA).

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Next Steps & Contact

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