



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



**Leading Independent Recruitment Agency for Sale-Industrial,
Logistics, Construction & Education sectors**

Essex, Operating Nationally

Asking Price: £2,500,000

Reference: RA05-ABS | Confidential Memorandum

Asking Price: Offers invited in the region of £2.5 Million

- The asking price is inclusive of net assets of circa £500,000.
- Turnover for last financial year 2023 circa £4 Million p.a.
- Earnings before interest, taxes, depreciation, and amortization (EBITDA) for last financial year end March 2023 circa £474,000.
- Forecast for FY ending March 2024 Turnover circa £6 Million -6.5 Million
- Forecast for FY ending March 2024 EBITDA circa £500,000-£600,000.
- The business enjoys high demand and ever-growing revenue and Profits.

Business Profile

The successful purchaser will acquire a fast-growing, leading independent recruitment agency, providing temporary, fixed-term contract, and permanent positions and solutions across various sectors nationwide, with a superb diversified client base.

Based in Essex, our client is a leading independent recruitment agency known for its comprehensive and bespoke staffing solutions.

With an emphasis on diverse sectors and a dedicated team of recruitment specialists, they stand out as a one-stop hub for all recruitment needs.

Specialised Expertise:

Our clients provide unmatched expertise in the recruitment of candidates across a broad spectrum of industries; however, its core sectors are:

- Industrial
- Logistics
- Construction
- Education

National & International Clients:

Our client serves a diversified, reputable clientele second to none, ranging from independent businesses to major international companies.

The Agency's strength lies in the proven and successful processes they have developed over years of experience and the team of highly experienced recruitment specialists.

Quality.

The agency strategy revolves around working with clients who genuinely value the diligence, precision, and commitment they put into each vacancy. This curated approach ensures that they provide optimal matches tailored to each placement.

Recruitment team.

The vendors have built an impressive team, so much so that they are not involved in running the business on a day-to-day basis. This allows them to operate on a strategic level.

The recruitment team comprises a sales director (employee), senior account managers, recruitment consultants, and accounts personnel, providing a first-class recruitment service nationwide and a superb

client portfolio.

The team successfully build and maintain client relationships by having an eye for spotting the best talent. They can negotiate terms of employment, salaries, and notice periods with clients and candidates.

Upholding Standards:

As a Gold member of the Recruitment & Employment Confederation (REC), the operation adheres to rigorous ethical and professional guidelines. Pursuing excellence guarantees that the Agency meets and surpasses industry standards, ensuring our partners' and candidates' unmatched service quality. This commitment to quality is backed up with resounding testimonials and online reviews.

Contracts & Clients.

The Agency benefits from a wide spread of clients nationally, who provide repeat business on an ongoing basis, from international companies to independent business owners.

Growth and Expansion.

There is significant scope for continued growth through diversifying its services, recruitment, and additional marketing activities.

Premises and Location.

The Company operates from leasehold offices in an ideal location. Facilities include full air-conditioning and ample free parking. The Company's offices are the perfect home for the business.

The Company borders Essex, Hertfordshire, and London and has excellent road and rail links.

Financial Highlights

The company generated a year-ending March 2023 turnover of circa £4 Million, with earnings before interest, taxes, factoring, depreciation, and amortization (EBITDA) of circa £474,000.

Net Assets at time of sale will be circa £500,000. (included in asking price)

Forecast for year-ending March 2024 Turnover Circa £6-6.5 Million with an expected EBITDA of circa £500,000-£600,000.

The Company has shown resilience and strong growth throughout the Covid-19 pandemic, growing shareholders' funds by 7467%.

The business continues to experience high demand, which is driving revenue.

Support and Training:

The vendors would be happy to stay and hand-over and are happy to provide training for an agreed handover period. This should be a relatively simple as one owner is very much part time and the other operates on a strategic level. Vendors are happy to provide a comprehensive handover and may consider staying on in the business for an extended period should a new owner so require, subject to negotiation.

Reason for Sale:

Ready for new venture.

NA





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Next Steps & Contact

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