

### **Background and Problem**

The owner had built up a niche business over 22 years, organising tailor made holidays to one country with an excellent profit margin. This was based on specialist knowledge, excellent local connections and a database of 15,000 customers. To expand further, the company needed to open up other opportunities but the owner wanted to retire.

### **Actions Taken**

Hill Scanlon Partnership carefully reviewed the business and identified the unique selling points that would be attractive to a new owner. A long list of likely suitors was prepared and carefully reviewed. This produced a short list of 50 target companies where there would be a good fit with the client.

### **The Result**

Confidentiality agreements were signed by 10 companies and meetings were held with 6. Three bids were received and a preferred bidder selected. The business was sold for a single cash payment based on a multiple of five times earnings. 80% of the staff were employed by the acquiring company. The entire transaction took seven months.

**If you want to find out more about any of the areas covered in this case study  
and how we can support your business – contact us today.**