



Adison International Limited

THE BUSINESS BROKERAGE WITH A REAL DIFFERENCE

Memorandum of Sale

Commercial/Accountancy

Recruitment Agency

Business Ref. JS2063

**Location: Northern Hampshire/
Surrey Border**

Confidentially offered for sale

Asking Price: £325,000 + assets

Price includes: The following listed overleaf (which will be supplied to interested parties following the completion and signing of a confidentiality agreement).

Business Profile:

The business was established by the current owner in the year 2000. The company provides Secretarial, Commercial and Accountancy staff along with Sales & Marketing and mid management personnel. The company provides these staff mostly on a permanent basis but with some positions on a temporary or contract basis. Located in a prosperous Northern Hampshire town with easy access to several additional towns within Hampshire and Surrey, the company is well branded and enjoys a prominent location. The company projects a strong professional image and has created many long standing relationships with large, medium and small sized clients within a 20 mile radius. The offices are well equipped and supported by a strong and well motivated fully trained team of staff. The company supports its recruitment process with an electronic front of house system.

Strengths:

- Consistent profitability
- Minimum debts
- Considerable cash assets
- No factoring arrangements
- Excellent office and location
- Wide range of clients with preferred arrangements
- Qualified and committed staff
- Well branded with a good reputation
- Excellent potential for growth

Financial Information:

The business is offered for sale on a going concern basis by selling 100% of the shareholding, all financial discussions between the vendor and interested parties will take place through the auspices of Adison International Ltd.

Financial results to the 31st August 2007;

Turnover: £508,969

Gross Profit: £198,966

Profits before Tax: £123,843

Current cash assets of between £250,000 and £300,000.

Premises:

The company operates from lease hold premises in the main street of a small but bustling town. The offices represent approximately 1100 square feet ground floor shop premises which affords a complete window display. The offices are mostly open plan, and are modern and well maintained with easy parking obtainable close by.

Employees:

The business is headed up by the Owner/Managing Director who works full time, hands-on in the business. The Director's role is focused on team building and motivation, strategic planning and some client facing activities. The Director is also supported by two experienced Recruitment Consultants, a part time Marketing Manager and Administrator plus a full time Office Manager. The team has been fully trained and are conversant with all aspects of the recruitment process and are capable of running the business on the day to day basis when the current owner is away on holiday etc. For the new purchaser we believe that a smooth transition period will be achievable whilst the purchaser would need to provide strategic direction to the business.

Reasons for sale:

With the business well established and consistently profitable the owner wishes to sell the business in order that a new purchaser can take the business forward to realise its full potential. With changes in the owners' family responsibilities, coupled with the fact the owner has been in recruitment for a considerable time the owner feels now is the time to leave the industry and focus on other interests.

Key Opportunity:

This recruitment agency has considerable potential for further growth in its current sectors of Commercial and Accountancy. A large percentage of their business is in the permanent sector and there is therefore considerable scope to develop within the temporary and contract sector. Additional market sectors such as Education, Finance and Sales and Marketing would comfortably fit in the current structure of the business. The business would also be geographically well placed to provide technical staff to a large number of blue-chip locally based technically orientated clients. This company would provide an excellent opportunity for a nationally or locally based recruitment group to incorporate this business in to its existing network and enjoy the economies of scale this would bring. Alternatively this business would provide an easy entry to this recruitment sector for a locally based individual seeking an opportunity in recruitment or a locally based business wishing to acquire and bolt on these additional specialist sectors.

Support:

The director will provide the appropriate level of support, familiarisation and handover for the purchaser.