



Adison International Limited

THE BUSINESS BROKERAGE WITH A REAL DIFFERENCE

Memorandum of Sale

Commercial/Generalist Recruitment Agency

Business Ref. JS2073

Location: East Anglia

Confidentially offered for sale

Asking Price: £495,000 plus 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 1980's. The company provides secretarial, commercial, accounts & finance, sales & marketing and industrial staff on both a temporary and permanent basis. The business has been consistently profitable and has steadily grown to be one of the largest independent recruitment agency in its location. The company projects a strong professional image with long standing relationships with both blue chip and small to medium sized clients.

The business is well branded and operates to a high degree of integrity.

Located in a thriving city of strategic importance, the offices are well run and fully equipped, with a strong team of motivated fully trained consultants.

Strengths:

Fully profitable

Minimal debts

No factoring arrangements

Fully equipped office

Excellent location

Wide ranging client base with blue chip and small companies

Proven formula for attracting candidates

Highly qualified and committed staff

Excellent reputation with both clients and candidates

Long established and fully integrated in to the business life of the city

Excellent potential for growth

Financial Information:

The business is offered for sale on a 'going concern' basis.

All financial discussions between the vendor and interested parties will take place through the auspices of Adison International Limited.

Financial results as below:

	June 2005	June 2006	June 2007	June 2008 (est/ 9 months)
Turnover	£1,966,563	£1,715,036	£1,896,000	£2,051,000
Gross Profit	£227,425	£228,846	£273,826	£260,000
Book Profit	£38,455	£35,631	£36,166	£72,000
Adjusted Profit	£72,382	£69,558	£70,093	£110,000

Current Assets approximately £300,000.

The company does not factor its invoices which would provide an opportunity to increase the liquidity of the business.

Premises:

The company operates from leased premises within the heart of a major city. The offices represent approximately 1200 sq/ft and consist of a reception area, interview rooms, training and testing area and kitchen on the 1st floor with a large open plan office, kitchen and rest room on the second floor. The office is modern, recently decorated and extremely well maintained.

Employees:

The company consists of the two founding Director's who work part time providing strategic management, financial control and payrollong service to the business. The team below them consist of an Operations Manager, 3 full time experience Recruitment Consultants and 2 Recruiters/Resourcers. This team operates efficiently during the frequent absence of the Director's. The team is fully trained and conversant with all aspects of the recruitment process with the Senior Consultants focusing on various aspects of the business. We are confident that the purchasers will enjoy a smooth transitional period, excellent support and in addition to the owner's handover the current team can continue to operate business as normal.

Reasons for sale:

The Managing Director is planning to retire but will provide a full hand over to the eventual purchasers.

Key Opportunity:

This high quality recruitment company has the potential to grow in all areas of its operation. There are particular opportunities to expand in the accounts & finance, sales & marketing and education sectors.

This company would allow either regional or national recruitment groups to enjoy considerable cost savings through economies of scale and would enable them to penetrate a market location which they do not currently address.

It may also represent an excellent opportunity for an existing agency from another field (e.g. Technical, IT, Industrial) to integrate services and thereby enable them to increase penetration in to their existing customer base.

This business may also suit a professional manager seeking to invest in a dynamic recruitment company.

Support:

The Managing Director will provide the appropriate level of support, familiarisation and hand over to the new purchaser.