

Acquisition Opportunity: Project Lux

A leading supplier of specialist luxury travel and concierge services

The Opportunity

A buyer is sought for well-established and recognised leader in ultra-high-end travel and concierge services tailored specifically to high-net-worth individuals.

With over 250 years' travel experience in-house, the company prides itself on its attention to detail, knowledge, impressive connections and key partnerships with companies all over the world.

The company specialises in personalised customer service with a dedicated consultant allocated to each high-net-worth individual.

Key Features & Strengths

- ◆ The company has a well-respected and recognised brand in the industry.
- ◆ The company has won a collection of prestigious industry awards over the years, acknowledging the high-level of service and expertise on offer.
- ◆ The company has many strategic partnerships which have been developed over the years, enabling the company to offer its high-net-worth clientele the ultimate luxury experience.
- ◆ Through its partnerships the company has access to 1000s of high-net-worth individuals.
- ◆ The company's connections and expertise means it has the ability to cater to a broad range of requirements.
- ◆ The company's investment in its staff is unmatched by any competitor. Each consultant is highly experienced in travel, fine dining, excursions etc. offering a truly knowledgeable and personalised service.
- ◆ Long-standing relationships have been established with many of the high-net-worth clientele.

Development & Growth Opportunities

- ◆ Recruiting an ambassador to have a role "on the road" would allow the company to have a greater reach and develop relationships with high-net-worths.
- ◆ The company has access to 1000s of individuals through its partnerships, but at present does not actively seek custom, this is something that could be introduced.
- ◆ Offering the concierge service as a stand alone service could increase sales dramatically, the team has experience in organising private jet travel, fine dining experiences and red carpet events to name a few.
- ◆ Introducing an annual membership scheme would be a huge area for growth, the company has begun to introduce this via exclusive partnership boxes.
- ◆ Focusing on international expansion would give the company a greater worldwide presence and reach to further afield high-net-worth individuals.

Trading Summary

	Forecasted Accounts to Dec 2017	Accounts to Dec 2016	Accounts to Dec 2015
	£	£	£
Turnover	880,000	820,000	630,000
Adjusted EBITDA	540,000	500,000	370,000

All figures have been rounded to the nearest £10,000.

Reason for Sale

The shareholders would like to realise the value of their investment, having grown and developed the company over the past 30+ years.

For More Information Please Contact:



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