

# Business Sale Overview Memo

## Project Unity – Luxury Design Firm

### Business Opportunity

This is a rare opportunity to acquire a highly regarded, well-established luxury design firm with an established brand presence in the high-end residential and hospitality sectors.

With a team of world-class talent and an impressive portfolio of prestigious projects, the firm is poised for significant growth under new ownership.

Interested parties are requested to specifically deal and formally register their interest with Matt Huntley or Emily Muir at SIA Group, who are acting as Agents on behalf of Opus Advisory.

It is intended that a sale will be executed at the earliest opportunity and all expressions of interest must be registered by no later than **5PM Thursday 12<sup>th</sup> December 2024**.

### Business Highlights

**Industry-Leading Talent:** The company employs a dynamic and highly skilled team of 12 design and management professionals, renowned for their creativity, industry expertise, and ability to deliver premium, bespoke designs.

**Impressive Client Portfolio:** With a portfolio that includes high-profile residential estates, restaurants, and prestigious hospitality projects, the company has successfully delivered design solutions to a diverse range of clients, including international luxury brands, landed estates and private, high-net-worth individuals.

**Brand Reputation & Market Position:** Known for its commitment to excellence, creativity, and attention to detail, the brand has earned a reputation as a leader in the luxury interior design space. This respected market position provides an excellent foundation for future growth and expansion.

**Unique Investment Opportunity:** This opportunity offers significant potential for a strategic buyer to leverage the company's existing brand strength, talent, and client relationships.

### High Level Financial Information

Profit & Loss	FY23	FY22	FY21
	£	£	£
Revenue and other income	1,599,659	1,221,331	880,453
Cost of sales	(276,267)	(144,320)	(413,655)
<b>Gross profit</b>	<b>1,323,392</b>	<b>1,077,011</b>	<b>466,798</b>
<i>Gross profit margin</i>	83%	88%	53%
Administrative costs	(1,273,820)	(1,009,851)	(283,578)
Tax	(14,484)	(16,900)	(37,425)
<b>Net profit</b>	<b>35,088</b>	<b>50,260</b>	<b>145,795</b>
<i>Net profit margin</i>	2%	4%	17%



### Acquisition Highlights

- Strong established brand
- Existing portfolio of high-profile clients
- Experienced highly skilled workforce
- Pipeline of up to £810k
- Work in progress of c.£215k
- Substantial growth opportunities

### Further Information

Requests for further information should be addressed to Matt Huntley or Emily Muir of SIA Group who are acting as agents on behalf of Opus Advisory. Contact details have been provided below.

Access to additional information will be provided on receipt of signed NDA. All offers to be supported by proof of funding.

For further information please contact:

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