

Profile number

110295

Online travel agency - profitable niche**Located in**

Madrid

Personal data**Sector**

Service industry

Type of company

Travel agency

Legal entity:

Other

Type of transaction

Shares

Life phase enterprise

Full-grown

Employees in FTE

5 - 10

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information**Turnover last financial year**

€ 1.000.000 - € 2.500.000

Asking price

€ 1.000.000 - € 2.500.000

Earnings before taxes

€ 250.000 - € 500.000

Company history/background

It is a consolidated limited liability company with **more than 20 years of successful track record** .

Spanish online agency that operates within the **niche of small group travel** ("solo travelers" or "plaza plaza").

The small group travel segment is the fastest-growing segment of the travel industry in recent years and is

Bizalia*operado por Empresius S.L*

Calle Llull, 51, 4º 5ª

08005 Barcelona

Telf: +34 972 098 952

Mov: +34 615 428 674 (Whatsapp)

E: info@bizalia.com

NIF: B653 51 066

projected to continue growing. The agency generates **high profitability** , exceeding the industry average.

Unique selling points

It's an online travel agency. It can operate from anywhere.

Two scenarios are presented for the investor:

1) **Customer recurrence** and the **lack of need to invest in high marketing expenses** allow us to maintain the current pace and ensure **payback within 5 years** ;

2) Implementing a more aggressive strategy will favorably position the company at a higher level within the sector. **The growth drivers for the second scenario have already been identified** . **This strategy reduces the payback period.**

The company currently generates **revenues of €2.5 million** with an **EBITDA of 11%** . The agency benefits from proven financial strength: **no debt or litigation, and very high cash flow generation** .

Other

It is an ideal opportunity for 1) an industry player expecting growth or 2) any buyer who wants to run the business as CEO or 3) a family office or group of investors looking to invest in a profitable operation with controlled risks.

The leadership transition has been agreed upon to ensure the investor's success . The current CEO will train the new CEO and will be able to continue as product manager. We can present CEO profiles if needed.