

Acquisition Opportunity

Project Name: **Theodora**

Sector: **Law firm / Trust and Corporate Services**

A Cyprus based trust and corporate services and legal firm working within multiple jurisdictions with professional team.



KEY BUSINESS FEATURES

- Boutique trust and corporate services and law firm, run by a team of qualified legal practitioners.
- Equally owned by two partners who wish to dispose of 100% of the business over time, to focus on their other businesses, which are unrelated.
- Two offices based in Cyprus, the company shows strong annual profits, is in a good positioning for growth prospects and has good base of international / diverse corporate clients.
- Well positioned staff structure with 8 core members, able to act autonomously.
- Main areas of business:
 - Legal corporate administration and trustee services
 - Company management services
 - Transactional legal work
 - Corporate and Commercial law services
 - Outsourcing of key financial services

OPPORTUNITIES

- A business within an industry ripe for consolidation and make for an exceptional bolt on acquisition to a larger trust and corporate services business, looking to expand into Cyprus and gain a further client base into Europe and Asia.
- The business has been put together to scale and there is significant scope to increase business without increasing cost or headcount.
- Centrally located for pursuing other geographic markets and attracting significant foreign investments, with a particular boom in the tech and entertainment industries.

KEY FINANCIALS

- Revenues earned from corporate and trustee services generate c.60% of the Group's total revenue, where legal work contribute to the balance.
- Turnover: annually in excess of €600k.
- EBITDA: c.€150k (31/12/2020), margin 25% (normalised).
- Core team of 8 people, 5 of which are legal professionals.

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