

# 30-Year-Old British Council Accredited English Language School



**MERGERSCORP**

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A long-established and highly reputable English Language Teaching (ELT) provider located in a historic market town in the East of England, near a prestigious university city. With over 30 years of operating history and British Council accreditation, the business benefits from strong international agent relationships, consistent student demand, and a proven, cash-generative model.

### Key Highlights

- **Attractive Financial Performance:** £1.53m turnover with £430k operating profit (28%+ margin) and £897k gross profit (58.5% margin), demonstrating strong profitability and operational efficiency.
- **Strong Cash Position:** £487k cash at bank, supporting financial stability and future growth initiatives.
- **Unique Market Position:** The only ELT provider in its town, offering a clear competitive advantage with no direct local competition.
- **Established Global Network:** 200+ international agents with high repeat bookings; students typically pay in advance, supporting strong working capital dynamics.
- **Turnkey Operation:** Experienced management team in place with minimal owner involvement, ensuring smooth transition and scalability.
- **Growing Youth Segment:** Strong momentum in Children & Young Learner programmes, a key driver of future growth.
- **Immediate Cost Synergies:** £135k–£200k annual savings available to a new owner through optimisation of owner-related costs.

### Growth Opportunities

- **Erasmus Programme Expansion (2027):** Launch of teacher training courses with potential to generate £50k in year one.
- **Student Integration Courses:** Increasing participation from 9% to 20% could deliver c. £175k additional revenue with minimal infrastructure requirements.
- **Accommodation Upside:** Expansion of host family network supported by new local housing developments; low capex (~£10k).
- **Marketing & Events:** Increased participation in workshops and conferences could drive an additional 1,000 student weeks p.a. (~£700k revenue) with limited investment (~£15k p.a.).
- **Ancillary Revenue Streams:** High-margin upselling opportunities including activities, excursions, and social programmes.
- **Pricing Strategy:** Continued annual fee increases (~8%) could generate £100k+ incremental revenue over the next three years.
- **Capacity Expansion:** Potential lease of nearby premises could increase capacity by up to 100 students per week (up to 5,000 additional student weeks / c. £3m revenue).
- **Student Residence Investment:** Modest annual investment (~£30k) to enhance accommodation offering and secure repeat group bookings.

GROSS REVENUE  
GBP 897,000

EBITDA  
GBP 430,000

BUSINESS TYPE  
Education

COUNTRY  
United Kingdom

BUSINESS ID  
L#20261024

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