



**KLO Partners K Ltd**

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# Project Oryx

**An opportunity to acquire a successful Events Management business specialising in Pharmaceutical Research sector.**

## Highlights:

- Oryx is a full service event management business focusing on the pharmaceutical sector and performs: Venue sourcing and liaison, Creative design and production, Delegate management, Event production, Programme development and speaker support & Scientific support materials
- Oryx covers a wide range of events including: Advisory Boards and Expert meetings, Investigator Meetings, Virtual and hybrid meetings, Congress support and stand-alone symposia, Product launches, Corporate Fun days, Sales conferences and meetings.
- Oryx has excellent relationships with several large pharmaceutical and clinical research organisations based worldwide and most of the events and meetings take place outside the UK.
- Oryx has a long and successful pharmaceutical track record:
  - The entire team is trained and experienced in the pharmaceutical sector and several of them have scientific qualifications and / or have worked within pharmaceutical marketing and research.
  - The team are trained in Health care compliance (HCP) guidelines relevant to specific clients and countries.
  - The scientific and design team is capable of producing attractive and engaging presentations and interactive content. This team, working alongside the client's own pharmaceutical specialists create content (presentations

and materials) which are technically accurate and visually appealing to delegates to ensure the best possible chance of conveying the clients' key messages.

- The industry-specific technical capability is the Point of Difference and why clients choose to work with Oryx.
- Excellent digital skills to set up branded web portals for each event, run virtual meetings and utilise all social media communication platforms
- Revenues circa £9.5m, adjusted profits circa £750k. Cash generative.
- Based in Home Counties, with 20 staff
- Owners are also working directors and will be available for up to 2 years to ensure a proper hand over of clients, contracts and appropriate skills
- Structure of sale –100% of the shares are available for sale.

<b>Year ending 30<sup>th</sup> June £000</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>Turnover</b>	3946	5445	9223	9451
<b>Gross Profit</b>	871	994	1555	1827
<b>PBT per accounts</b>	(60)	175	588	733

