

# ACQUISITION OPPORTUNITY | Alma De Cuba Hotel Limited

An up-market hospitality venue with an award-winning restaurant and bar offering a variety of themed events and unique private hire spaces, located in the grade II listed freehold building in the Ropeworks area of Liverpool.



## Business Description

- Alma De Cuba is a well-established business operating predominantly in the hospitality sector, containing a popular award-winning restaurant and bar, also serving as a private hire and events venue in the heart of Liverpool.
- The venue has developed a strong reputation in the Northwest of England with both customers and suppliers in the hospitality and hotel industry.

## Key Investment Highlights

### Comprehensive Product Offering

- Based in a historic grade II listed converted church in the Ropeworks area of Liverpool City Centre.
- The freehold property offers opulent features that provide an atmospheric setting for a spectacular dining and nightlife experience.
- Unique private hire spaces capable of hosting a variety of occasions, such as weddings, corporate events and parties.
- Award winning restaurant and bar capable of seating up to 160 people.
- A location with world class connectivity and transport links within the vicinity that are easily accessible.

### Experienced Management and Skilled Workforce

- Strong management team with a wealth of experience and significant expertise within the industry.
- Workforce of 48 employees.

### Growth Opportunities

- Specific industry expertise working together with established connected Hotels in Liverpool, making the venue an attractive proposition for standalone acquisition or as an add-on to a strategic buyer operating within a similar industry.
- This well-established asset is a market leader in the leisure and events sector with a strong track record of earnings, with an EBITDA of £55k YTD 22.
- The asset had a strong recovery from the significant impact COVID-19 had on the hospitality industry, with forward bookings secured well into 2023.
- Liverpool was the fastest growing UK economy in 2020 pre Covid-19 with GDP of £149bn and ranked 4<sup>th</sup> in the UK for economic growth potential.
- Liverpool has an increasing tourism and hospitality market with total travel spend equaling US\$786.5m in 2020, up from 7% from the previous year and the highest on record.

## EXPRESSIONS OF INTEREST

All interested parties will be required to sign a non-disclosure agreement and initial expressions of interest should be sent to Kroll before the deadline of **17 June 2022**.

The affairs, business and property of the Company are being managed by the Joint Administrators, Matthew Ingram and Michael Lennon, who act as agents for the Company and without personal liability. All are licensed in the UK by the Insolvency Practitioners Association and governed by the Insolvency Code of Ethics.

## Business Highlights

~£1.5m

YTD22  
Revenue

~£400k

YTD22 Gross Profit

~26%

YTD 2022  
Avg GP Margin

~5%

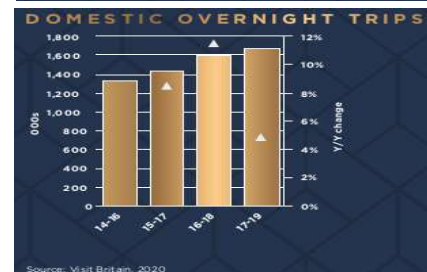
YTD 2022  
Avg Op Margin

~800 people

Capacity

81%

Average capacity  
utilisation / bookings



## Contacts

All communications, enquiries and requests for information should be addressed to the following professionals:

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