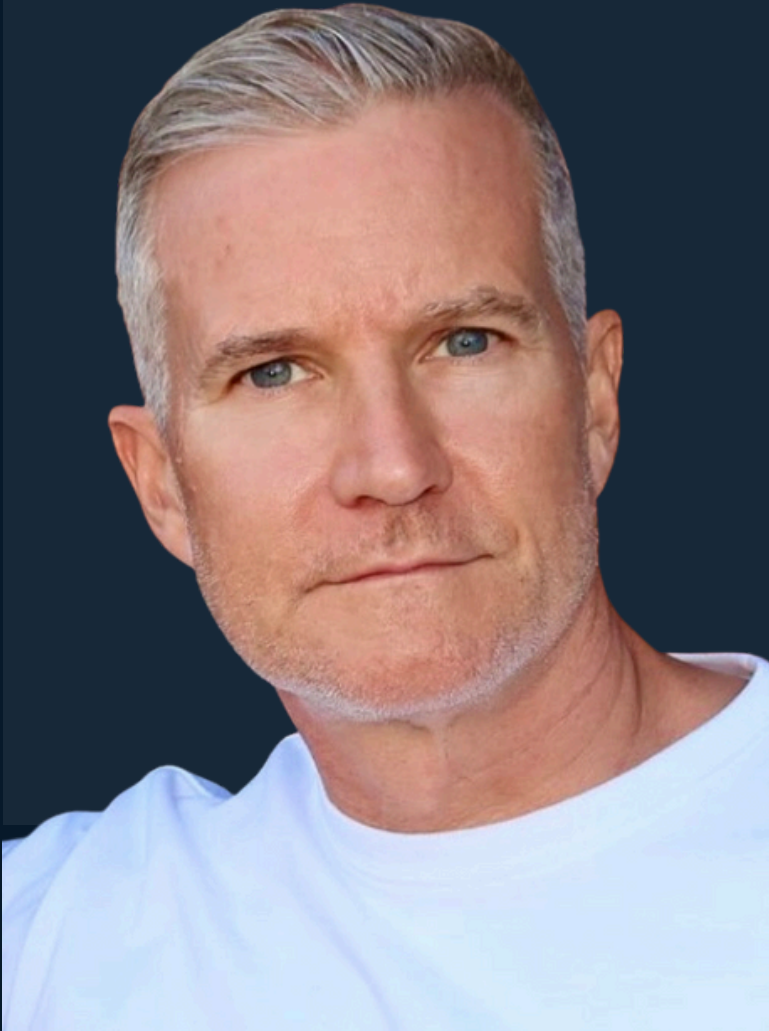


# JEREMY HARBOUR

**INVESTOR. BEST SELLING  
AUTHOR. BUSINESS MENTOR.  
THOUGHT PROVOKER.  
GLOBAL CITIZEN.**



## **MEDIA KIT 2026**

Jeremy Harbour is an entrepreneur and dealmaker, based in Dubai, who has built, bought, fixed, and sold numerous small and mid-sized businesses over several decades. As founder of Harbour Club and CEO and founder at Unity Group, he specialises in small-business M&A and acquisition entrepreneurship, helping business owners grow through buying companies rather than starting from scratch. Jeremy is known for his practical, no-nonsense approach to doing deals, structuring win-wins, and helping entrepreneurs create real wealth through private company ownership and public listings.



# ABOUT JEREMY

Jeremy Harbour is one of the UK's most successful serial entrepreneurs and a recognised global expert in small-business M&A.

With business interests in twelve countries, he has personally completed over one hundred acquisitions, taken nearly 100 companies public and served as an adviser on hundreds more across Europe, the US, and Asia.

He is the CEO and founder of Unity Group, a private equity firm focused on attracting investment and creating opportunities for SMEs to scale through consolidation and roll-ups. He is also the founder of Harbour Club, launched in 2009, where 2500+ entrepreneurs from around the world have attended his intensive, three-day workshop on buying, fixing, and selling businesses.

Jeremy's own journey started young, he left school after his GCSEs, ran market stalls and early ventures, and built a successful telecoms business, Unity, in the late 1990s. That company grew rapidly by serving underserved SME customers and ultimately became the platform for his first M&A realisation, the companies trying to buy him often had no cash upfront, yet still did deals.

In 2001 he completed his first no-money-down acquisition, buying Mobile Business Solutions and adding a year's worth of sales to his own company in one afternoon. This sparked a career focused on distressed and motivated acquisitions, no-cash-upfront and deferred-consideration deals and turnarounds, restructurings, and strategic exits.

Through the 2000s he used this approach to acquire and sell businesses across sectors including IT, training, contact centres, financial outsourcing, hospitality, education, and more often for nominal sums but substantial eventual exits.

He later sold his telecoms business when the combined group had GBP 13m turnover and 135 staff, and continued to expand his portfolio into hospitality, property, and financial services (including serving as an Advisory Director to Mint National Bank in Texas).

Jeremy has been:

- A three-time runner-up in the Coutts Entrepreneur of the Year Award
- An advisor to Buckingham Palace and the UK Parliament on business and enterprise
- A mentor to The Prince's Trust
- A DBS BusinessClass advisor

Jeremy resides in Dubai with his wife, and their two children.

# THE HARBOUR CLUB

harbourclubevents.com · harbourclubusa.com



## **TACTICAL M&A TRAINING LEARN HOW TO BUY & SELL BUSINESSES FOR A LIVING**

In 2009 Jeremy launched Harbour Club, a three-day, highly practical workshop for entrepreneurs who want to grow by acquisition rather than purely by sales and marketing.

Topics include:

- Finding opportunities for 6–7 figure profits
- Handling enquiries and turning leads into deals
- Structuring deals with no upfront capital
- Insolvency law and inside tactics
- Financial engineering and cash-flow tactics
- Protection, risk management, and exit strategies

Events run in the UK, US, and Dubai, and virtually, with extensive networking built into the agenda.

Attendees automatically become part of an ongoing Harbour Club community with:

- Private Harbour Club App/online forum
- Regular “ask anything” Q&A sessions

More than 2500 entrepreneurs have attended. Many have gone on to complete multiple acquisitions and even their own roll-ups, some of which have been exited in multi-million-pound deals.

## ***THE LARGEST COMMUNITY OF CERTIFIED MERGER & ACQUISITION PROFESSIONALS***



Unity Group is a separate legal entity engaged by, and reporting to, the holding company's Board of Management. Its function is to provide corporate finance, corporate secretarial, and group legal support, and to manage the acquisitions process for incoming agglomerated businesses.

With this suite of corporate office functions, Unity Group helps portfolio companies transition from private entities to public-listed businesses, while also providing strong deal-introduction and execution capabilities.

Unity began as the name of Jeremy Harbour's own fast-growing telecoms business in the late 1990s. At a time when mobile phones were becoming smaller and cheaper, Jeremy noticed that small businesses were heavy users but poorly served by existing providers. He launched Unity to focus on this neglected SME segment, and the company expanded rapidly.

As Unity grew, it attracted multiple acquisition approaches from larger telecoms firms. Jeremy realised something crucial: the buyers trying to acquire Unity often had no cash upfront. That insight led to his first no-money-down acquisition in 2001, when he bought Mobile Business Solutions on a deferred basis, effectively adding a year's worth of sales to Unity in a single deal. This experience taught him that entrepreneurs create real wealth at the point of sale, not just by running a business day-to-day.

Because the Unity name was so closely tied to this breakthrough in his career, Jeremy chose to keep trading under that banner for subsequent ventures.

Today, Unity Group represents the umbrella for Jeremy's activities in acquiring, growing, and consolidating companies, built on the same core principles he first proved with the original Unity business: spotting underserved markets, structuring creative win-win deals, and using acquisitions as a faster, smarter way to grow.

## SIGNATURE TOPICS

### **Buying vs Starting: Acquisition as a Smarter Path**

Why buying an existing business can be safer and faster than starting from scratch.

### **How to Buy a Business with Little or No Personal Capital**

Real-world vendor finance, earn-outs, and equity structures that create win-win deals.

### **Finding and Approaching Off-Market Sellers**

How to identify and approach owner-managed businesses that are not listed for sale.

### **Fixing and Growing Businesses After the Deal**

The key levers Jeremy focuses on first: cash flow, costs, management, positioning.

### **Avoiding Classic First-Time Buyer Mistakes**

Overpaying, misunderstanding working capital, misreading the seller, integration traps.

### **Roll-Ups and Portfolio Building**

Using buy-and-build strategies to consolidate sectors and create exit options.

### **Cross-Border Deals & Legal Environments**

Practical lessons from doing deals in multiple countries and legal systems.

### **Mindset of a Dealmaker**

Thinking in terms of structure and incentives, managing fear, and building trust.

## CORE EXPERTISE & FOCUS

### **Small-Business M&A & Roll-Ups:**

buying, consolidating, and exiting SME companies.

### **Distressed & Motivated Seller Deals:**

acquiring businesses with no or low upfront capital, using insolvency tools and creative structures.

**Entrepreneurship Education:** through Harbour Club's intensive workshops and ongoing global community.

**International Deals:** structuring and executing deals across multiple jurisdictions and legal environments.

## TOPICS & ANGLES

For Hosts:

Jeremy is a strong guest or commentator on:

**Entrepreneurship & SMEs:** building, buying, fixing, and exiting small businesses.

**M&A & Private Equity:** practical SME dealmaking, distressed assets, and roll-ups.

**Bankruptcy & Distressed Businesses:** how to see opportunity where others see only risk.

**Capital Markets:** models for SME listings and wealth creation.

**Business Resilience & Personal Story:** lessons from early failures, losing everything young, and building back up through smarter dealmaking.

# CASE STUDIES

## **TRANSFORMATIONAL / LIFE-CHANGING**

“Harbour Club completely changed the way I think about business. I went from chasing clients as a consultant to closing real equity deals and owning companies. The frameworks Jeremy teaches gave me the confidence and tools to actually execute.”

– Harbour Club Member

*“Harbour Club is potentially life-changing—for the better. It gives you a totally new lens on business, detailed strategies you can actually use, and a community of people out there doing real deals.”*

– Harbour Club Member (Trustpilot review)

## **FIRST DEAL AFTER TRAINING**

“Within months of attending Harbour Club I closed my first acquisition using the exact strategies Jeremy taught. I bought a profitable business with almost no money down and immediately added six figures in annual profit to my bottom line.”

– Harbour Club Member

## **COURSE QUALITY & CONTENT**

*“I’ve taken several M&A courses and this is by far the best. It’s highly tactical, packed with real-world strategies, and delivered with absolute clarity. No fluff—just what actually works in deals.”*

– Harbour Club Member (Trustpilot review)

## **PRACTICAL, NO-FLUFF CONTENT**

“I’ve been to a lot of business events, but Harbour Club is in a different league. There’s no fluff. It’s all deal structures, real examples, and step-by-step processes you can use straight away. Jeremy shows you exactly how these deals are done in the real world.”

– Harbour Club Member

## **COMMUNITY & SUPPORT**

“The biggest surprise was the community. You don’t just get Jeremy’s experience; you get access to a global network of people actually doing deals. I’ve found partners, investors, and friends through Harbour Club.”

– Harbour Club Member

“I took my time deciding to join, but I’m very glad I did. It took me four months to close my first deal and it really built my confidence. Coming back and tapping into the network has again accelerated my progress—the community and support are what make the difference.”

– Harbour Club Member (Trustpilot review)

## **EXPERIENCED ENTREPRENEUR, NEW PERSPECTIVE**

“I’d been running businesses for years, but Harbour Club opened my eyes to just how many opportunities I was missing. I now look at companies through a dealmaker’s lens, and it’s fundamentally changed how I grow and exit businesses.”

– Harbour Club Member

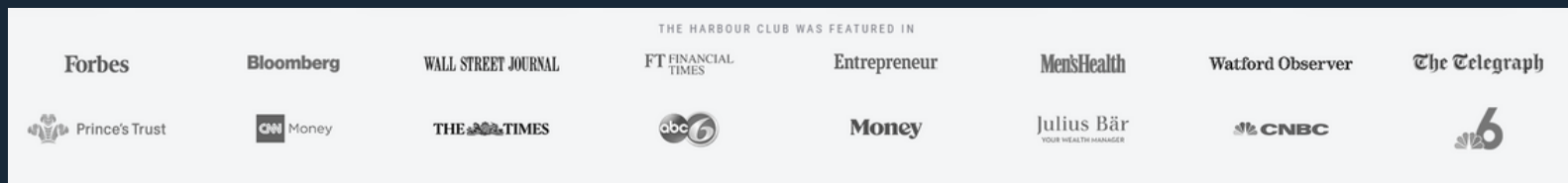
## BEST SELLING AUTHOR

In addition to his work as an entrepreneur and dealmaker, Jeremy is an author. He has distilled many of his real-world experiences, both the wins and the war stories, into written material that explains his approach to buying, fixing and selling companies in a clear, practical way for business owners and aspiring acquirers.



## FEATURED

Jeremy's views and experience have been featured widely in the media, including the BBC, Financial Times, The Sunday Times, Daily Telegraph, The Observer, and This is Money, among others.



## INTERESTS

Outside of business, Jeremy is a keen admirer of art and film, and enjoys exploring new places and great wine when he travels.



ART



FINE WINE



TRAVEL



MOVIES

## CONTACT

For all media enquiries, including interview requests, expert comment or guest editorials, please contact our Media & Communications Manager, Chrissy Hind, [chrissy@harbourclubevents.com](mailto:chrissy@harbourclubevents.com).



Website: [@jeremyharbour.com](https://www.harbourclubevents.com)



LinkedIn: [linkedin.com/in/jeremyharbour](https://www.linkedin.com/in/jeremyharbour)



YouTube: <https://www.youtube.com/channel/UCdTvYQJgSRb1oyUnEQlugcA>



Facebook: <https://www.facebook.com/jeremyjharbour/>



Instagram: <https://www.instagram.com/harbour.jeremy/>



X: <https://x.com/JeremyJHarbour>



Sample Talk: YouTube: [Jeremy Harbour](https://www.youtube.com/watch?v=...)