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AIM Group revenues grow 7% to €107m

Paul Colston (<https://www.c-mw.net/author/paulcolston/>) / October 17, 2017 (<https://www.c-mw.net/2017/10/17/>)

International PCO and meetings specialist AIM Group has announced revenues of €107m for the year 2016 with EBITDA of over €3m.

The new financial results represent a €7m boost in revenues compared to 2015 due mainly to the growth in assets reported by all of the Group's companies and offices.

Gianluca Buongiorno, president of **AIM Group International** (<https://www.c-mw.net/aim-group-office-opening-hamburg-part-strategic-push-germany/>), says: "All key indicators are positive and we continue to see improvements across the board. We will continue to leverage this growth into smart investments, acquisition and growth."

Gianluca Scavo, the Group's MD adds: "We are very satisfied with the 2016 results and are exploring new opportunities to expand our portfolio and services to develop strong partnerships with our clients."

The 2016 growth shows stable development in the two leading product areas: Professional Congress Organisation and Meetings, with particularly strong advancement in the healthcare sector.

The Group has managed more than 2.000 projects and more than 20 as Core PCO. It also reports a stable increase of global accounts and has confirmed congresses until 2025.

Last year the Group moved from being a 'service provider' to becoming a 'strategic partner' and delivering a consultancy approach to clients.

The Group was also involved in the launch of the Hotel Mice Academy which provides tailor-made educational programmes addressed to MICE operators.

Other training assets made available to the Group's 350 employees include the AIM E- Library, an e-learning platform that promotes internal expertise.

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