

WeirFoulds Advises on Transformational Travel Sector Deal

January 12, 2026

On December 3, 2025, it was announced that [Travel Counsellors](#), a fast-growing travel company backed by Vitruvian Partners, agreed to acquire [The Travel Agent Next Door](#). This transformational deal creates a transatlantic leader in the travel operator market with sales of approximately £1.5 billion, expanding Travel Counsellors' footprint into North America and bringing together more than 3,900 professional travel business owners across seven countries.

Travel Counsellors operates across six countries (the United Kingdom, Ireland, the Netherlands, Belgium, South Africa, and the United Arab Emirates) and employs 400 people in its UK headquarters and overseas offices. The company provides a high touch, digitally enabled platform, that enables and empowers travel counsellors to harness innovative and constantly evolving tools and technology, helping to build their businesses in a way that suits them with limitless potential and scale.

The Travel Agent Next Door, founded in 2014, has built a reputation in Canada over the past decade for empowering over 1,700 independent travel professionals and generating annual turnover of approximately CAD \$500 million. The acquisition will enable both businesses to benefit from superior scale, a more diversified international profile with operations now active in seven international markets, and cross-company knowledge sharing.

WeirFoulds proudly acted as legal counsel to The Travel Agent Next Door on the complexities of this cross-border deal, advising on all matters pertaining to regulatory approvals and integration planning. The WeirFoulds team representing The Travel Agent Next Door consisted of Stephen Doak (Partner, Corporate), William Chang (Partner, Corporate), and Victoria Bazak (Associate, Corporate).

WeirFoulds is pleased to have assisted The Travel Agent Next Door in completing this transaction, which highlights the firm's expertise in advising on high-profile M&A deals in the travel and technology sectors, and our commitment to supporting clients through transformative growth opportunities.

To learn more about WeirFoulds' Corporate Practice Group or to contact one of our corporate lawyers, please visit our [Corporate overview page](#).

WeirFoulds^{LLP}

www.weirfoulds.com

Toronto Office

4100 – 66 Wellington Street West
PO Box 35, TD Bank Tower
Toronto, ON M5K 1B7

Tel: 416.365.1110
Fax: 416.365.1876

Oakville Office

1320 Cornwall Rd., Suite 201
Oakville, ON L6J 7W5

Tel: 416.365.1110
Fax: 905.829.2035