

Network Opportunities. Bringing you the latest merger and acquisition opportunities.

Welcome to the 136th edition of The Corporate Finance Network's monthly Network Opportunities newsletter.

A new report from Bayes Business School (formerly CASS) suggests the UK M&A market remains remarkably robust after nearly a decade of political, economic and social turbulence. Four key themes were identified following interviews with M&A advisers:

1.Participants felt that the deals being completed during this uncertain period tended to involve the very best companies or those on the brink of bankruptcy.

2. While uncertainty obviously undermines investor confidence and is leading to fewer deals in the current market, value creation is possible for buyers who undertake meticulous due diligence and exercise appropriate caution.

3. Interest rates are the key driver of M&A activity.

4. People continue to pursue and close deals – making uncertainty, for many practitioners, the new normal.

One of the co-authors for the report said "Downturns can offer unique chances for strategically and financially robust companies. Financially challenged companies might sell non-core assets, offering buyers a chance to strengthen their competitive position."

As ever, please share our Network Opportunities with your professional contacts, acquisitive clients, and anyone else that can help generate deal flow amongst all our members.

Inside this issue.



Highlighted deals



Network Opportunities

Contact

For further details about this newsletter please contact your local member firm or **Jack Telford**, Business Development Researcher on:

Phone: 07787154193 Email: jack@thecfn.org.uk

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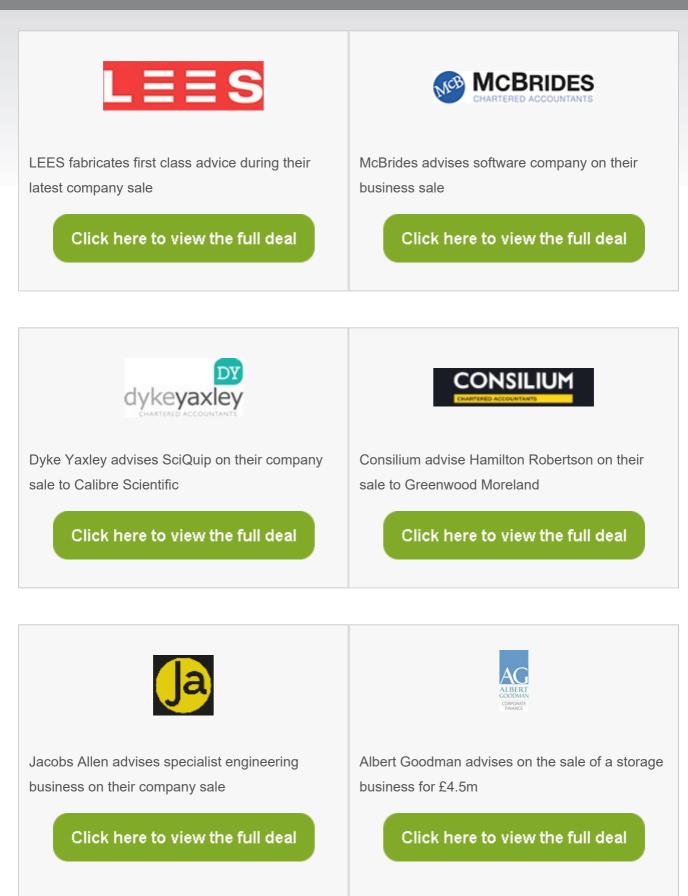
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June 2024

Highlighted Deals



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June 2024

Businesses for Sale

Construction & Waste Management

C114 - Conservatory supplier and installer

Conservatory supplier and installer based in the South West (£1.5m sales / £300k EBITDA). Operates from leased premises. For further details please contact Matthew Chandler:

matthew.chandler@albertgoodman.co.uk

Engineering

E210 - Facilities for building, restoring and testing services for high-performance engines***NEW***

For over 35 years, the Company has provided a specialist facility for building, restoring and testing classic, historic and current high-performance engines. It is one of the few facilities in the country having the in-house facilities to test all types of engines All engines are meticulously built and tested by a highly skilled and experienced workforce.

Turnover for 2020 was £252,500 having been affected by Covid 19. 2021 turnover was £348,900. The shareholders, being the directors, know the Company's facility can be increased thus presenting a buyer with an opportunity to increase the capacity to provide more services to existing customers and to market the existing services to new customers.

They also have a desire to move onto the next stage of their lives by enjoying more time with their family once the integration period has been completed.

For further details please contact Andrew Watkin <u>awatkin@assyntcf.co.uk</u> where a Fact Sheet and Confidential Information Memorandum is available.

Manufacturing & Supply

M254 - Ultra-Fast scanning Spectrum Analyser ***NEW***

Based in the south east of England, the company wishes to sell both the manufacturing and IP rights of this device which is tailored specifically to Technical Surveillance Counter Measures (TSCM). It has a reputation in the market place for reliability and has the ability of sustainable and scalable revenue providing future profitability. There is no reliance on the inventor or key employees to maintain and develop the product. The inventor, in his 70s, wishes to spend more of his time developing other products and services for his company. For further details contact Andrew Watkin on <u>07860 898452</u> or <u>awatkin@assyntcf.co.uk</u>

M253 - Saw Blades & Bespoke Tooling

Project Opal. A supplier and manufacturer of saw blades and bespoke tooling. Based in the South East of England, the business serves manufacturing companies from a wide ranging spectrum of industries including agriculture, precision engineering and fencing. Turnover c. £1.5m, Operating Profit £294k. For more information email jack@thecfn.org.uk

M252 - Supplier and installer of conservatories, windows and doors

Based in South of England. Revenue £2.2m. £626k PBT. The business operates from a leasehold facility including a showroom and office in the South of England. From here it showcases conservatories, windows and doors for local and regional customers. Conservatories are sold from design through to completion using their own staff and subcontracted builders, electricians, plasterers, and plumbers who have been partnered with the business more than 20 years. Windows and Doors are made to order for each customer based on the technical & design application of their products. All products are installed by their own fitters with the average level of experience being more than 30 years. For more information email jack@thecfn.org.uk

M251 - Industrial, security doors and systems

Based in the West Midlands. £3.2m revenue. £439k EBITDA. Excellent reputation and repeat custom with diverse client base; Experienced team including an in-house technical team; Accreditations held include ISO 9001, Constructionline (Silver) and SMAS; Seeking suitable acquirer to take the business to next level. For more details email jack@thecfn.org.uk

M245 - Manufacturer for waste management industry

Engineering / manufacturing business located in Somerset (£2.5m t/o / £150k EBITDA) and serving the waste management sector. The company owns its operating premises (MV £950k - £1m). For further information, please contact Neil Hutchings, Albert Goodman, <u>neil.hutchings@albertgoodman.co.uk</u>

M243 - Candle Manufacturer

Based in the South of England. Turnover £2.2m. £1.1m EBITDA. This business has an excellent brand

name which is ripe for exploitation, both domestically and overseas. For further information, please contact Neil Hutchings, Albert Goodman, <u>neil.hutchings@albertgoodman.co.uk</u>.

Retail

R171 - Butchers

Town centre butchers' business for sale due to owner retirement. Well-equipped leased premises in Oxfordshire and a strong customer base, including several restaurants, schools and care homes. Annual sales in the region of £1.6 million. Interested parties should contact <u>simon.alderwick@shawgibbs.com</u>

R170 - Camping and outdoor equipment

High street and online retailer of camping and outdoor equipment based in South West (£7m sales / £900k adjusted EBITDA). Owned and leased premises. For further information, please contact Neil Hutchings, Albert Goodman, neil.hutchings@albertgoodman.co.uk

R169 - Motorcycle Accessories

High growth online retailer of motorcycle accessories (c£8m t/o, £800k EBITDA). Operates from leased premises based in the South West but relocatable. For further information, please contact Neil Hutchings, Albert Goodman, <u>neil.hutchings@albertgoodman.co.uk</u>

Other

O158 - Commercial Cleaning Services

Project Spring. a provider of cleaning services across the UK. The business consists of over 200 employees, predominantly made up of part-time cleaners. The business benefits from long-standing relationships with a breadth of companies across multiple sectors. The business operates from leased premises. During the latest 12 months to Feb-24, the business had total revenue of approximately £1.4m and a Gross Profit of around £300k. For more details, contact jack@thecfn.org.uk

O157 - Cleaning and facilities maintenance services

Project Plover. Turnover £4.1m. EBITDA £1.1m. A provider of cleaning and facilities maintenance services across the UK. The business consists of multiple trading units including window cleaning, daily office cleaning, janitorial supplies, pest control, drone surveys, automatic doors and electrical services nationwide and more. Plover has been operating for more than 50 years and benefits from long-standing relationships with a breadth of companies across multiple sectors resulting in low customer concentration for such a business. The company has invested in a range of equipment such as cherry pickers, access lifts, purpose-designed vehicles and jet blasting equipment. The business operates from leased premises. For more details email jack@thecfn.org.uk

O156 - Chartered Surveyor

Independent Chartered Surveyor based in the South West (£600k sales / £350k adjusted EBITDA). Operates from owned premises. For further details please contact Matthew Chandler:

matthew.chandler@albertgoodman.co.uk

Businesses Wanted

Engineering

E165 - Engineering Installation Service ***NEW***

Engineering services including capital projects installation businesses. For example; commercial electrical installations/ infrastructure companies/power generation/pipework including pressure/pump installation maintenance/electrical drives and gearing transmission/broker type businesses accredited with an authority that sub-contract and project manage. EBITDA roughly £0.5M to £1.25M, although could be outside this range. Any UK location. For more details contact Chris Kelly. <u>chris@jacobsallen.co.uk</u>

E164 - Steel building fabrication

Based in West Midlands or Wales. Min £10m turnover. Design & fabricate steel frames. Steel building fabrication. For further details contact <u>cian.iddison@dykeyaxley.co.uk</u>

E163 - Heat Pump Installation or distribution

Based in the UK. Heat Pump sector companies (Supply / installation / maintenance) with Revenue of £2m+ and/or PBT of £500k+. Please share any potential opportunities with jack@thecfn.org.uk

E162 - Electrical services, mechanical, automation or materials handling Electrical services, mechanical, automation or materials handling - EBITDA £0.5m-£3m. For further details please email phil.todd@bsnassociates.co.uk

E161 - Mechanical & electrical contractors

Mechanical & electrical contractors based in England - £5m-£10m revenue. For further details please email phil.todd@bsnassociates.co.uk

E159 - Industrial Automation Integrators

Based in the UK. Full end-to-end system integrators of automation technology and software for factories and supply chains. For further details please contact: <u>Jack@thecfn.org.uk</u>

Manufacturing & Supply

M176 - Industrial Awnings ***NEW***

Based in the UK. For further details please contact Cian Iddison via Cian.Iddison@dykeyaxley.co.uk

M175 - Fall arrest ,confined space working - safety equipment ***NEW***

Up to £2m revenue. North & West Midlands and North West including North Wales. For further details please contact Cian Iddison via <u>Cian.Iddison@dykeyaxley.co.uk</u>

M174 - Medical/Laboratory supplies ***NEW***

Medical/Laboratory supplies, equipment & consumables across the Midlands ideally & surrounding counties. Must be profitable. For further details please contact Cian Iddison via <u>Cian.Iddison@dykeyaxley.co.uk</u>

M173 - Agricultural supplies ***NEW***

Any business up to £5m turnover in agri-chemicals (arable), Livestock or "hobby farming" sectors. For further details please contact Cian Iddison via Cian.Iddison@dykeyaxley.co.uk

M172 - Power transformers

Based in England or Wales. £2m - £5m turnover. Manufacturing and distribution of power transformers for electricity sub-stations. For further details contact <u>cian.iddison@dykeyaxley.co.uk</u>

M171 - Laser Cutting Services

Located in South Wales. Providers of laser cutting services. Please contact jack@thecfn.org.uk

M170 - Sign Makers

Sign makers (Signage-specific not general large format printing). Located in England as far North as Yorkshire and anywhere in Wales. For more details contact jack@thecfn.org.uk

M169 - Manufacturing and distribution of plastics & rubbers

Manufacturing and distribution of plastics & rubbers - up to £100m revenue. For further details please email phil.todd@bsnassociates.co.uk

M168 - Electrical & heavy industrial manufacturing

Electrical & heavy industrial manufacturing with niche specialism (30%+ Gross Margin) - £1m+ EBITDA. For further details please email <u>phil.todd@bsnassociates.co.uk</u>

M167 - Packaging

UK or overseas. Up to £100m revenue and profitable. Seeking manufacturing and engineering businesses to acquire or bolt on to existing investments. For further details email phil@bsnassociates.co.uk

M166 - Manufacturers/wholesalers of boxes/wrapping/tape

UK or overseas. Up to £100m revenue and profitable. Seeking manufacturing and engineering businesses to acquire or bolt on to existing investments. For further details email phil@bsnassociates.co.uk

M165 - Manufacturing Businesses

UK or overseas. Up to £100m revenue and profitable. Seeking manufacturing and engineering businesses to acquire or bolt on to existing investments. For further details email phil@bsnassociates.co.uk

M164 - Manufacturer of engineered products

Based in UK. EBITDA between £500k to £2m. Manufacturers of engineered products. For further details please contact Jack Telford: jack@thecfn.org.uk

M162 - Chemical Manufacturers

UK based or overseas. Minimum revenue £10m+. For further details please contact Jack Telford: jack@thecfn.org.uk

M158 - Ironmongery

Ideally based in North West / West Midlands. Turnover up to £1 million. Ideally looking for firm manufacturing door furniture fixings and fittings. For further details contact Mark Bramall: mark.bramall@dykeyaxley.co.uk

Property, Building & Land

P120 - Critical business services

Critical business services – lift engineering, fire safety, CCTV & Security, Facilities Management, HVAC maintenance - £1m-5m Revenue. For further details please email <u>phil.todd@bsnassociates.co.uk</u>

P118 - Tourist and/or Leisure sector

Located in East Anglia / The Broad's. For farther information, please contact Chris Bidgood, Corporate Finance Director at LEES: <u>C.Bidgood@leesaccountants.co.uk</u>

Other Sectors

O1022 - HR Advisory & Recruitment

Fast growing HR advisory and recruitment business looking to acquire businesses providing HR retainer and consulting services into UK SMEs. Ideal turnover from 100-500k. For further details contact Chris Kelly <u>chris@jacobsallen.co.uk</u>

O1021 - Automotive repair

Based in West Midlands or Wales. Up to £2m turnover. Vehicle body repairs – via insurance companies. For further details contact <u>cian.iddison@dykeyaxley.co.uk</u>

O1020 - High Street Foot Clinic / Podiatrists

Foot clinic / Podiatry practices. Based in London of the South East of England. For more details contact jack@thecfn.org.uk

O1019 - Printers

Printing businesses in East Anglia with revenue between £750k to £5.5m. Fir further detail email chris@jacobsallen.co.uk

O1018 - Dental laboratories or manufacturers

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Dental laboratories or manufacturers supplying the dental industry, £1m+ turnover, 15+ staff - £250k+

EBITDA. For further details please email phil.todd@bsnassociates.co.uk

O1017 - Automotive Training

Adult training and apprenticeship training in the automotive industry. Also provide custom service and HR services. For further details please contact jack@thecfn.org.uk

O1015 - Digital Marketing Services

Located in the UK. Digital Marketing services inlcuding SEO, digital ad management and design services. For further details please contact Jack Telford: jack@thecfn.org.uk

O1012 - IT Managed Services

Based in UK. Minimum EBITDA of £1m. Providers of Managed IT Services. For further info contact jack@thecfn.org.uk

O1011 - Managed Vacation Rentals

Based in UK or Europe. Seeking online managed vacation rental platforms with a minimum properties of 100. Serving any European market with a preference given to the UK, Spain, France, Italy, Croatia and Germany but will consider other markets. For further info contact jack@thecfn.org.uk

O1010 - Engineering Services

Turnover up to £5m, profit up to c. £500k. Commercial electrical services, fluid and pipework, steam pipe work, water pump and drainage, power and diesel generation and the installation, service, maintenance, and repair to all these sectors. For further details please contact <u>jack@thecfn.org.uk</u>

O1009 - Compliance services

Based in UK. Providers of outsourced compliance services for regulated markets e.g. Financial Services, Insurance, FCA. For further details please contact Jack Telford: jack@thecfn.org.uk

O1001 - Specialist Outsourcing in regulated markets

Located in UK. Revenue £1m+. Providers of outsourced services in highly regulated markets such as: Claims third party administration for insurers. Insurance services businesses. GRC outsourcing or compliance. AML/KYC verification. HR screening. Training businesses. Data analytics. For further details contact jack@thecfn.org.uk

Technology

T194 - IT Services

A SaaS provider or B2B consultancy based in East Anglia/South East or relocatable. Profit from £50k to £200k. For further details contact: Chris Kelly at Jacobs Allen: <u>chris@jacobsallen.co.uk</u>

T193 - Unified communications

Unified communications, networking services, cloud transformation, IT managed services, cyber security or data consulting businesses that are experiencing rapid growth (10%+ organic growth) and specialise in: financial services, public sector, not-for-profit & creative sectors. Strong relationship with multinational tech suppliers required. High customer concentration based in UK - up to £15m EBITDA. For further details please email <u>phil.todd@bsnassociates.co.uk</u>

T192 - Nursery software SaaS Providers

Nursery software SaaS Providers - £0.5m-£2m revenue. For further details please email phil.todd@bsnassociates.co.uk

T191 - Managed IT services

Managed IT services, VOIP, Cloud Telco or Networking - EBITDA £0.5m-2m. For further details please email phil.todd@bsnassociates.co.uk

Wholesale & Distribution

D121 - Freight Forwarding Services

Based in East Anglia/South East or relocatable. Turnover from £500k to £1.5m. For further details contact Chris Kelly at Jacobs Allen: <u>chris@jacobsallen.co.uk</u>

Investment Opportunities

T234 - E-Cargo Bikes & Accessories

An opportunity exists to invest in a UK company based in the South East that builds, markets, and sells high-quality E-Cargo bikes, together with a full line of branded accessories. E-cargo bikes provide a solution to expensive high emissions last mile deliveries and provide a significant transportation alternative to the car for families. Sales in the sector are growing rapidly with 30%-40% year on year growth and is the fastest growth market in cycling. The company expects to sell 48 units in year 1, 128 units in year 2, 224 units in year 3, 320 units in year 4 and 608 units in year 5. Each unit costs £8,332 plus VAT and attracts a gross margin of c 45% The overheads of the company per year are c£350k. For further details, email <u>GeorgeC@knilljames.co.uk</u>

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