

Network Opportunities.

Bringing you the latest merger and acquisition opportunities.

The experience of the member firms of The CFN in 2024 so far has been that M&A deals in the owner-managed business space have been taking longer to build momentum and longer to complete. However, we can tell from our Completed Deals Tombstones that there is no doubt that deals have been happening.

Once the General Election was announced in May, dealmakers breathed a sigh of relief that, at last, we may get some certainty. Then summer came and went and, naturally, there was a lull. Now that the Labour Government's first Budget has been announced for 30th October, we all wait with baited breath again - specifically concerned about the impact of any changes to Capital Gains Tax and investment incentives and reliefs, which are widely expected.

The news of a National Wealth Fund, an Industrial Strategy and the associated drive for investment in UK business has been broadly welcomed by businesses and professional advisers alike.

And, whatever the Chancellor announces at her inaugural Budget, at least there will be some assurance of a stable fiscal and monetary environment where decisions can be made. And with that, we fully expect there will be flurry of deals. If previous Budgets are anything to go by, the leaks may be arriving in the media in a few weeks anyway, but certainty will most certainly be an occasion to bring cheer!

Inside this issue.



► [Highlighted deals](#)



► [Network Opportunities](#)

Contact

For further details about this newsletter please contact your local member firm or The CFN on:

Email: info@thecfn.org.uk

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This document is exempt from Section 21 of the Financial Services and Markets Act 2000 under Article 62 (sale of a body corporate) of the financial Services and Markets Act 2000 (financial promotion) Order 2001

Highlighted Deals



Jacobs Allen advises on sale in insurance Industry

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McBrides ensures play goes on for games wholesaler

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Albert Goodman advises funeral directors on exciting acquisition

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Dains Scotland raises funding for new private hospital

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LEES secures retirement for engineering client

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Dyke Yaxley assists in agricultural trader sale

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Businesses for Sale

Construction & Waste Management

C116 - Drainage solutions

Project Juniper. Currently generating £1.2m annual revenue and highly profitable, delivering 50% adjusted EBITDA margin. Growing sales and profitability with opportunity for further growth. Retirement Sale. For further details please contact Matthew Chandler: matthew.chandler@albertgoodman.co.uk

C115 - Provider of domestic and commercial surfacing solutions

Project Fulmar. 2023 Turnover £7.8m. PBT £1.2m. Low customer concentration - their largest client accounts for c.8% of total revenue. Based in North East England. Retirement Sale. or more details email info@thecfn.org.uk

Engineering

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

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 awatkin@assyntcf.co.uk where a Fact Sheet and Confidential Information Memorandum is available.

Manufacturing & Supply

M256 - Manufacturer & supply of industrial storage solutions ***NEW***

Project Four. Turnover £1m. Repeat customers include a wide range of prestigious sporting venues, institutions and clubs. For more details, contact info@thecfn.org.uk

M255 - Niche engineering manufacturer of machinery for the sports and leisure sectors ***NEW***

Project Vault. Turnover £1m. Serves B2B and B2C; all manufactured in Midlands. Products incl bar & sheet storage, containers, pallets, tote pans, lockers & more. Plus property c.£1.4m. For more details, contact info@thecfn.org.uk

M254 - Ultra-Fast scanning Spectrum Analyser

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 [07860 898452](tel:07860898452) or awatkin@assyntcf.co.uk

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 info@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 info@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 info@thecfn.org.uk

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, neil.hutchings@albertgoodman.co.uk.

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 simon.alderwick@shawgibbs.com

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

Other

O160 - Domiciliary Care

Project Trent. Rated 'Outstanding' by CQC. Currently generating £4.3m annual revenue and highly profitable, delivering 40% adjusted EBITDA margin. Skilled and experienced management team in place. For further information, please contact Neil Hutchings, Albert Goodman, neil.hutchings@albertgoodman.co.uk

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 info@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 info@thecfn.org.uk

Businesses Wanted

Engineering

E165 - Engineering Installation Service

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 power 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. chris@jacobsallen.co.uk

E164 - Steel building fabrication

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

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 info@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: info@thecfn.org.uk

Manufacturing & Supply

M176 - Industrial Awnings

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

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

M174 - Medical/Laboratory supplies

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

M173 - Agricultural supplies

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 cian.iddison@dykeyaxley.co.uk

M171 - Laser Cutting Services

Located in South Wales. Providers of laser cutting services. Please contact info@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 info@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 phil.todd@bsnassociates.co.uk

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 us: info@thecfn.org.uk

M162 - Chemical Manufacturers

UK based or overseas. Minimum revenue £10m+. For further details please contact us: info@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 phil.todd@bsnassociates.co.uk

P118 - Tourist and/or Leisure sector

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

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 chris@jacobsallen.co.uk

O1021 - Automotive repair

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

O1020 - High Street Foot Clinic / Podiatrists

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

O1019 - Printers

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

O1018 - Dental laboratories or manufacturers

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 info@thecfn.org.uk

O1015 - Digital Marketing Services

Located in the UK. Digital Marketing services including SEO, digital ad management and design services. For further details please contact us: info@thecfn.org.uk

O1012 - IT Managed Services

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

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 us: info@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 info@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: chris@jacobsallen.co.uk

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 phil.todd@bsnassociates.co.uk

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: chris@jacobsallen.co.uk

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