

## Network Opportunities.

### Bringing you the latest merger and acquisition opportunities.

The first Labour Budget in 14 years is still a few weeks' away and there is some concern around the corporate finance community that there is little point starting a marketing exercise for a buyer or a target this month now, until the Chancellor's policies are announced.

However, corporate financiers and corporate lawyers already have a deluge of work, not least around EOTs and others transactions where parties want to complete before 30th October. There will be some frantic hours worked in the days leading up to that date.

Expectations are that the Government will veer towards supporting those businesses who are aiming for green credentials and this is likely to have a continued focus in M&A over the coming years. According to BDO's latest Manufacturing Deals Review, in 2023, manufacturing saw a 25% increase in circular economy deal volumes, combined with the total deal value soaring to over £400 million of invested capital. The average disclosed deal size increased from £6.7 million to £12.2 million.

And a BDO/Make UK survey of more than 200 SMEs in the sector showed that "40% of respondents believe that operating a circular business model will be more profitable than a linear model, suggesting an increase in manufacturers' understanding of the economic benefits of circularity. The survey also showed that more than half of businesses (56%) plan to make circular changes in the next three years, with nearly a third (32%) stating that circular or sustainability credentials differentiate them from their competitors." It follows that this will also be the case for those companies competing with others for the attention from an acquirer, not only from customers.

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## Contact

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

Email: [info@thecfn.org.uk](mailto:info@thecfn.org.uk)

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## The Corporate Finance Network

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[www.thecfn.org.uk](http://www.thecfn.org.uk)

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## Highlighted Deals



Jacobs Allen powers specialist engineering firm MBO

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Albert Goodman assists in strategic reorganisation in the property sector

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LEES introduces new faces to new spaces in group reorganisation

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GreenStones assists client in switching lanes

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Buyer targets Bevan Buckland's underwriter client

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Nicholsons supports through transition

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## Businesses for Sale

## Construction &amp; 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](mailto: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](mailto: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](mailto:awatkin@assyntcf.co.uk) where a Fact Sheet and Confidential Information Memorandum is available.

## Manufacturing &amp; Supply

## M256 - Niche engineering manufacturer of machinery for the sports and leisure sectors

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](mailto:info@thecfn.org.uk)

## M255 - Manufacturer &amp; supply of industrial storage solutions

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](mailto:info@thecfn.org.uk)

## M253 - Saw Blades &amp; 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](mailto: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](mailto: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](mailto: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](mailto:neil.hutchings@albertgoodman.co.uk).

## Retail

## 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](mailto:neil.hutchings@albertgoodman.co.uk)

## Technology

## T101 - Software for remote Diagnostics of monitoring and control systems \*\*\*NEW\*\*

Project Tech. Automation sector. Turnover £250k. Loss making but potential. Located in West Midlands. Software for remote Diagnostics of monitoring and control systems. Contact [info@thecfn.org.uk](mailto:info@thecfn.org.uk)

## Other

## O163 - Niche Haulage \*\*\*NEW\*\*

Market leader in niche haulage sector. Turnover £9m. £3.1m EBITDA (35-40% margin). Contact [info@thecfn.org.uk](mailto:info@thecfn.org.uk)

## O162 - Coach company in northern England \*\*\*NEW\*\*

Project Transport. Long established profitable business with strong contracts & a quality fleet. Turnover c. £2m. Contact [info@thecfn.org.uk](mailto:info@thecfn.org.uk)

## O161 - Craft Beer Distributor \*\*\*NEW\*\*

Project Stein. A well-established specialist craft beer distributor, based in the South East of England, but trading nationally. It already has an enviable reputation in the industry selling recognisable brands, which has steadily grown since its inception over 20 years ago and contributed to the rapid growth of the sector overall. An impressive client list consisting of super premium, high end, casual dining, high street names and independent businesses providing repeat business with high retention rates and a steady stream of inbound new business enquiries and conversions. For more information contact [info@thecfn.org.uk](mailto:info@thecfn.org.uk)

## 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](mailto:neil.hutchings@albertgoodman.co.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](mailto: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 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. [chris@jacobsallen.co.uk](mailto:chris@jacobsallen.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](mailto: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](mailto:phil.todd@bsnassociates.co.uk)

## E161 - Mechanical &amp; electrical contractors

Mechanical & electrical contractors based in England - £5m-£10m revenue. For further details please email [phil.todd@bsnassociates.co.uk](mailto: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](mailto:info@thecfn.org.uk)

## Manufacturing &amp; Supply

## M176 - Industrial Awnings

Based in the UK. For further details please contact Cian Iddison via [Cian.Iddison@dykeyaxley.co.uk](mailto: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](mailto: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](mailto: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](mailto: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](mailto:cian.iddison@dykeyaxley.co.uk)

## M171 - Laser Cutting Services

Located in South Wales. Providers of laser cutting services. Please contact [info@thecfn.org.uk](mailto: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](mailto:info@thecfn.org.uk)

## M169 - Manufacturing and distribution of plastics &amp; rubbers

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

## M168 - Electrical &amp; 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](mailto:phil.todd@bsnassociates.co.uk)

## M167 - Packaging

Print & pack platform in luxury/value-add packaging, point of sale or premium offering - £1m+ EBITDA. For further details please email [phil.todd@bsnassociates.co.uk](mailto:phil.todd@bsnassociates.co.uk)

## M166 - Manufacturers/wholesalers of boxes/wrapping/tape

Manufacturers/wholesalers of boxes/wrapping/tape - £3m-£15m Revenue. For further details please email [phil.todd@bsnassociates.co.uk](mailto:phil.todd@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](mailto: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](mailto:info@thecfn.org.uk)

## M163 - Materials handling equipment and racking solutions

Based in Midlands, South or Wales. For further details please contact us: [info@thecfn.org.uk](mailto:info@thecfn.org.uk)

## M162 - Chemical Manufacturers

UK based or overseas. Minimum revenue £10m+. For further details please contact us: [info@thecfn.org.uk](mailto: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](mailto:mark.bramall@dykeyaxley.co.uk)

## Property, Building &amp; 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](mailto:phil.todd@bsnassociates.co.uk)

## P118 - Tourist and/or Leisure sector

Located in East Anglia / The Broads. For further information, please contact Chris Bidgood, Corporate Finance Director at LEES: [C.Bidgood@leesaccountants.co.uk](mailto:C.Bidgood@leesaccountants.co.uk)

## Other Sectors

## O1023 - Fire Safety and Alarms \*\*\*NEW\*\*

Fire safety and alarms business, ideally based in South Wales/M4 corridor. For more information contact [info@thecfn.org.uk](mailto:info@thecfn.org.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](mailto: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](mailto: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](mailto:phil.todd@bsnassociates.co.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](mailto: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](mailto: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](mailto: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](mailto: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](mailto:info@thecfn.org.uk)

## Technology

## T197 - Support &amp; enhancement for legacy software

Support & enhancement for legacy software, development and adaptation of new software, programming, business consultancy re software needs. Up to £2m turnover. For further details please contact [info@thecfn.org.uk](mailto:info@thecfn.org.uk)

## 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](mailto: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](mailto: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](mailto: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](mailto:phil.todd@bsnassociates.co.uk)

## T150 - E-commerce Software

Based in England. Turnover £352k. Net Profit £113k. The business serves 60 retail and wholesale business clients across the UK, processing 10,000 – 12,000 per week. Due to their full service solution which has been consistently developed since inception in the late 2000s, the business has served customers for over 12 years and has c.50 long-term clients who provide a high level of recurring income. Excellent growth opportunities. For further details please contact [info@thecfn.org.uk](mailto:info@thecfn.org.uk)

## Wholesale &amp; 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](mailto:chris@jacobsallen.co.uk)

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