

**November 2024** 

### **Network Opportunities.**

Bringing you the latest merger and acquisition opportunities.

This month has seen some major developments which will shape the political, economic and business landscape for many years to come. With the launch of the Labour's new Industrial Strategy, a Budget with several shocks and a new US Presidential regime on the horizon, this new world could affect the trajectory of M&A next year and beyond.

A fall in interest rates earlier this month to 4.75% was the expectation of economists, although a further reduction is seeming unlikely before early 2025, with the Bank of England looking to ensure inflation stays close to current targets.

This decrease will please M&A professionals who, according to a new survey, believe that growth strategies to achieve economies of scale and acquire new technologies are key motivations and, although still facing challenges, businesses continue to be keen to expand through M&A.

#### 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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#### **The Corporate Finance Network**

Kingfisher House, 15 Pavilion Way, Lindley, West Yorkshire, HD3 3WU.

#### www.thecfn.org.uk

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## **Highlighted Deals**



Albert Goodman advises strategic property takeover

Click here to view the full deal



LEES co-ordinates disposal in engineering sector

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Jacobs Allen restores confidence in Time to Pay agreement

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GreenStones assists client in switching lanes

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Albert Goodman Assists in Strategic Reorganization in the Property Sector

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Bevan Buckland Fast-Tracks
Disposal for Commercial
Cleaning Company

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McBrides constructs an EOT deal for client

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Jacobs Allen brokers MBO with client

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TWP Guides Successful Sale of Physio and Chiropractor

Business

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Kingfisher House, 15 Pavilion Way, Lindley, West Yorkshire, HD3 3WU.

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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 and groundworks Project Fulmar. Turnover £7.8m. PBT £1.2m. Impressive client base with low customer concentration;

**Engineering** 

Based in North East England. For more details email info@thecfn.org.uk

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-

and experienced workforce.

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

house facilities to test all types of engines All engines are meticulously built and tested by a highly skilled

market the existing services to new customers. For further details please contact Andrew Watkin <a href="mailto:awatkin@assyntcf.co.uk">awatkin@assyntcf.co.uk</a> where a Fact Sheet and Confidential Information Memorandum is available.

**Manufacturing & Supply** 

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 or awatkin@assyntcf.co.uk.

M254 - Ultra-Fast scanning Spectrum Analyser

M255 - Manufacturer & 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 M253 - Saw Blades & Bespoke Tooling

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

institutions and clubs. For more details, contact info@thecfn.org.uk

M252 - Supplier and installer of conservatories, windows and doors

Project Four. Turnover £1m. Repeat customers include a wide range of prestigious sporting venues,

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 <a href="mailto:info@thecfn.org.uk">info@thecfn.org.uk</a>

Project Topaz. Based in South of England. Revenue c£2m. £457k PBT. The business operates from a

leasehold facility including a showroom and office in the South of England. 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

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

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

M251 - Industrial, security doors and systems Project Knox. Based in the West Midlands. £3.2m revenue. £439k EBITDA. Excellent reputation and

take the business to next level. For more details email <a href="mailto:info@thecfn.org.uk">info@thecfn.org.uk</a>

Neil Hutchings, Albert Goodman, neil.hutchings@albertgoodman.co.uk

information email info@thecfn.org.uk

M243 - Candle Manufacturer

details email info@thecfn.org.uk

Retail R172 - High street opticians \*\*\*NEW\*\*\*

Project Provost. An independent, long-established opticians with an outstanding reputation located in a

prime position in the heart of a town close to Newcastle-upon-Tyne in the North East England. Family run

grown by word of mouth & facilities provide scope to substantially increase size of the business. For more

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, <a href="mailto:neil.hutchings@albertgoodman.co.uk">neil.hutchings@albertgoodman.co.uk</a>

Project Tech. Automation sector. Turnover £250k. Loss making but potential. Located in West Midlands.

Project Spotlight. Leading logistics company in a niche industry. Turnover £9m. £3.1m EBITDA (35-40%

Project Transport. Long established profitable business with strong contracts & a quality fleet. Turnover c.

Project Stein. A well-established specialist craft beer distributor, based in the South East of England, but

Software for remote Diagnostics of monitoring and control systems. Contact info@thecfn.org.uk

T101 - Software for remote Diagnostics of monitoring and control systems

O163 - Logistics & Distribution

margin). Contact info@thecfn.org.uk

£2m. Contact info@thecfn.org.uk

neil.hutchings@albertgoodman.co.uk

For more details email <a href="mailto:info@thecfn.org.uk">info@thecfn.org.uk</a>

please email <a href="mailto:phil.todd@bsnassociates.co.uk">phil.todd@bsnassociates.co.uk</a>

E161 - Mechanical & electrical contractors

email <a href="mailto:phil.todd@bsnassociates.co.uk">phil.todd@bsnassociates.co.uk</a>

O157 - Cleaning and facilities maintenance services

O161 - Craft Beer Distributor

O162 - Coach company in northern England

Other

Technology

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

inbound new business enquiries and conversions. For more information contact 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,

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

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.

Project Plover. Turnover £4.1m. EBITDA £1.1m. A provider of cleaning and facilities maintenance services

**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

Electrical services, mechanical, automation or materials handling - EBITDA £0.5m-£3m. For further details

Mechanical & electrical contractors based in England - £5m-£10m revenue. For further details please

Production and distribution of animal feed. UK or overseas. Minimum £10 million turnover. For further

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

Up to £2m revenue. North & West Midlands and North West including North Wales. For further details

Medical/Laboratory supplies, equipment & consumables across the Midlands ideally & surrounding

Sign makers (Signage-specific not general large format printing). Located in England as far North as

Manufacturing and distribution of plastics & rubbers - up to £100m revenue. For further details please

Electrical & heavy industrial manufacturing with niche specialism (30%+ Gross Margin) - £1m+ EBITDA.

Yorkshire and anywhere in Wales. For more details contact <a href="mailto:cian.iddison@dykeyaxley.co.uk">cian.iddison@dykeyaxley.co.uk</a>

M175 - Fall arrest ,confined space working - safety equipment

please contact Cian Iddison via Cian.Iddison@dykeyaxley.co.uk

counties. Must be profitable. For further details please contact Cian Iddison via

further details please contact Cian Iddison via <a href="mailto:Cian.Iddison@dykeyaxley.co.uk">Cian.Iddison@dykeyaxley.co.uk</a>

M169 - Manufacturing and distribution of plastics & rubbers

For further details please email <a href="mailto:phil.todd@bsnassociates.co.uk">phil.todd@bsnassociates.co.uk</a>

M168 - Electrical & heavy industrial manufacturing

E162 - Electrical services, mechanical, automation or materials handling

details please contact <a href="mailto:cian.iddison@dykeyaxley.co.uk">cian.iddison@dykeyaxley.co.uk</a> M176 - Industrial Awnings

Manufacturing & Supply

M177 - Animal feed \*\*\*NEW\*\*\*

Cian.lddison@dykeyaxley.co.uk M173 - Agricultural supplies Any business up to £5m turnover in agri-chemicals (arable), Livestock or "hobby farming" sectors. For

email <a href="mailto:phil.todd@bsnassociates.co.uk">phil.todd@bsnassociates.co.uk</a>

M170 - Sign Makers

M167 - Packaging

phil.tood@bsnassociates.co.uk

M165 - Manufacturing Businesses

cian.iddison@dykeyaxley.co.uk

P120 - Critical business services

P118 - Tourist and/or Leisure sector

contact <a href="mailto:cian.iddison@dykeyaxley.co.uk">cian.iddison@dykeyaxley.co.uk</a>

cian.iddison@dykeyaxley.co.uk

O1023 - Fire Safety and Alarms

O1022 - Call Centres \*\*\*NEW\*\*\*

jamie@jwraccountants.co.uk

O1021 - Supported Living Care \*\*\*NEW\*\*\*

info@thecfn.org.uk

info@thecfn.org.uk

chris@jacobsallen.co.uk

O1018 - Dental laboratories or manufacturers

For further details please contact us: <a href="mailto:info@thecfn.org.uk">info@thecfn.org.uk</a>

T197 - Support & enhancement for legacy software

**O1015 - Digital Marketing Services** 

O1019 - Printers

Technology

O1024 - Industrial doors/load leveling \*\*\*NEW\*\*\*

Property, Building & Land

M158 - Ironmongery

M174 - Medical/Laboratory supplies

Print & pack platform in luxury/value-add packaging, point of sale or premium offering - £1m+ EBITDA. For further details please email <a href="mailto:phil.tood@bsnassociates.co.uk">phil.tood@bsnassociates.co.uk</a> M166 - Manufacturers/wholesalers of boxes/wrapping/tape Manufacturers/wholesalers of boxes/wrapping/tape - £3m-£15m Revenue. For further details please email

UK or overseas. Up to £100m revenue and profitable. Seeking manufacturing and engineering businesses

Critical business services - lift engineering, fire safety, CCTV & Security, Facilities Management, HVAC

maintenance - £1m-5m Revenue. For further details please email <a href="maintenance">phil.todd@bsnassociates.co.uk</a>

Located in East Anglia / The Broad's. For farther information, please contact Chris Bidgood, Corporate

Document storage, scanning, shredding. UK based. Up to £1 million turnover. For further details please

Industrial doors & load leveling. UK based. Minimum turnover £1 million. For further details please contact

Fire safety and alarms business, ideally based in South Wales/M4 corridor. For more information contact

Call Centres, esp if handling inbound calls from panic button services. Contact

to acquire or bolt on to existing investments. For further details email phil@bsnassociates.co.uk

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

Other Sectors O1025 - Document storage, scanning, shredding \*\*\*NEW\*\*\*

Finance Director at LEES: <a href="mailto:C.Bidgood@leesaccountants.co.uk">C.Bidgood@leesaccountants.co.uk</a>

Rating or above; £1.5 - £5m turnover & 5% - 15% op profit. Ideally in Hampshire, Sussex, Wiltshire, Berkshire and Surrey. Contact <a href="mailto:jamie@jwraccountants.co.uk">jamie@jwraccountants.co.uk</a> O1020 - High Street Foot Clinic / Podiatrists

Foot clinic / Podiatry practices. Based in London of the South East of England. For more details contact

Printing businesses in East Anglia with revenue between £750k to £5.5m. For further detail email

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

Located in the UK. Digital Marketing services inlcuding SEO, digital ad management and design services.

Telecare Companies, Security alarms/heat and movement sensors/fall sensors/panic buttons etc. Contact

A SaaS provider or B2B consultancy based in East Anglia/South East or relocatable. Profit from £50k to

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

£200k. For further details contact: Chris Kelly at Jacobs Allen: <a href="mailto:chris@jacobsallen.co.uk">chris@jacobsallen.co.uk</a>

Domiciliary Care/Complex Care/Mental Health Care/Supported Living Care/Day Centres with Good CQC

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 cian.iddison@dykeyaxley.co.uk

EBITDA. For further details please email <a href="mailto:phil.todd@bsnassociates.co.uk">phil.todd@bsnassociates.co.uk</a>

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:

T195 - Telecare \*\*\*NEW\*\*\*

jamie@jwraccountants.co.uk

T194 - IT Services

please email <a href="mailto:phil.todd@bsnassociates.co.uk">phil.todd@bsnassociates.co.uk</a> 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

Wholesale & Distribution

**D121 - Freight Forwarding Services** 

email <a href="mailto:phil.todd@bsnassociates.co.uk">phil.todd@bsnassociates.co.uk</a>

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Kingfisher House, 15 Pavilion Way, Lindley, West Yorkshire, HD3 3WU.

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