January 2025

e Corporate Finance Network

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

At this time of year we usually hear from private equity investors and advisers about their predictions for the year ahead.

Pitchbook in the US are confident that valuations will increase and there will still be surplus supply in the VC industry for ambitious companies. Goldman Sachs expect significant upside potential for dealmaking next year—but with a healthy dose of volatility as capital markets navigate "known unknowns" in the form of tariffs, geopolitics, and more.

Back in our world of UK owner managed businesses, Doug Lawson of MarktoMarket has been getting quite excited about the opportunities he sees on the platform and it certainly resonates with us at The Corporate Finance Network. Our advisers aim to work on exit planning with as many clients as possible so that by the time they are ready for sale, they are strong businesses which are attractive to the market.

I hope you'll find some businesses of interest in this edition and also join me to congratulate those firms which we've featured on our Highlighted Deals page. I look forward to hearing from you soon and wish you all the best for 2025.

Kirsty McGregor, Chairman

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

We operate a responsible email policy at The Corporate Finance Network, so if you do not wish to receive further copies of this eShot, **click here** to unsubscribe.

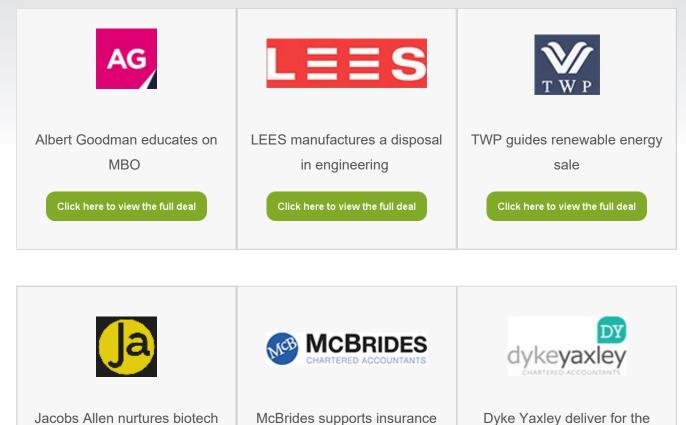
The Corporate Finance Network Kingfisher House, 15 Pavilion Way, Lindley, West Yorkshire, HD3 3WU. www.thecfn.org.uk

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



January 2025

Highlighted Deals



client in cross-border deal

Click here to view the full deal

MBO

Click here to view the full deal

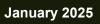
Click here to view the full deal

automotive sector

The Corporate Finance Network

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

www.thecfn.org.uk



Corporate

Finance Network

ìе

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

Engineering

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

For 40 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 inhouse facilities to test all types of engines All engines are meticulously built and tested by a highly skilled and experienced workforce.

The Company is renowned for its quality and attention to the finest detail. The specialist knowledge amongst both the owners and workforce, quality of workmanship and ethics make it stand out as a professionally run business. There is a broader effort to transition away from fossil fuels and reduce greenhouse gas emissions.

In 2026 Formula 1 engines will be fuelled with man-made fuel rather than traditional varieties. It is likely these requirements will pass across to motor sport soon after. Several prominent institutions and initiatives are already involved in the testing of man-made fuels. This acquisition will provide the opportunity to be part of this movement. Turnover for the year to December 2023 was £470,000 (2022: £424,000).

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

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 or **awatkin@assyntcf.co.uk**.

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

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

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

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 information email info@thecfn.org.uk

M251 - Industrial, security doors and systems

Project Knox. 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

R173 - North East manufacturer, vendor and installer of blinds, shutters, awnings and pergolas ***NEW***

Project Brambling. Very well known business in the region. Turnover £1.2m; GP £600k. Customers 20% commercial, 80% domestic. 1/3 is repeat custom; 1/3 recommendations. Long-leasehold site which includes showroom, workshop and offices optionally included as part of the sale. Contact info@TheCFN.org.uk

R172 - High street opticians

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 details email info@thecfn.org.uk

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

Technology

T102 - SSAS touch-free identification entry systems ***NEW***

Project Crystal - Proven SaaS business with valuable IP; many applications, unlimited scalability; already has 15% of the market share in the gyms & fitness centre sector in UK, also customers overseas. 99.8% retention rates at renewal; Turnover £800k, highly profitable; contact info@thecfn.org.uk

T101 - Monitoring & Reporting Software & Hardware ***NEW***

Project Gateway - long term customers, turnover £200k; profitable; applications in sectors such as Automatic Doors, Roadside Warning Signs, Waste Compactors, Vehicle Detection & Refrigeration Units. Huge growth potential. Contact luke.tipper@bsnassociates.co.uk

Other

O164 - Managed service provider with high MRR ***NEW***

A Managed Service Provider (MSP) company that specialises in providing managed IT support, cybersecurity solutions, cloud services, business continuity, and IT consultancy. They cater primarily to small and medium-sized enterprises (SMEs) across the UK, with a particular focus on businesses in London, Hertfordshire, and Manchester. Their clientele also includes international businesses looking to expand operations into the UK, as they are part of the UK Department for International Trade's support network. Increasing annual turnover, in excess of £1mn for the current period and with a high percentage of MRR. There are clear plans for future growth. For further details contact Andrew Watkin **awatkin@assyntcf.co.uk**

O163 - Logistics & Distribution

Project Spotlight. Leading logistics company in a niche industry. Turnover £9m. £3.1m EBITDA (35-40% margin). Contact info@thecfn.org.uk

O162 - Coach company in northern England

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

O161 - Craft Beer Distributor

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

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

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 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

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

Manufacturing & Supply

M177 - Animal feed

Production and distribution of animal feed. UK or overseas. Minimum £10 million turnover. For further details please contact cian.iddison@dykeyaxley.co.uk

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

M173 - Agricultural supplies

Cian.lddison@dykeyaxley.co.uk

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**

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 **cian.iddison@dykeyaxley.co.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

Print & pack platform in luxury/value-add packaging, point of sale or premium offering - £1m+ EBITDA. For further details please email phil.tood@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.tood@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

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 cian.iddison@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 farther information, please contact Chris Bidgood, Corporate Finance Director at LEES: C.Bidgood@leesaccountants.co.uk

O1026 - Portable Toilets, Mobile Welfare Unit Hire and Related Services ***NEW***

Based in England or Wales. Seeking established businesses with up to £20m annual revenue to acquire or bolt on to existing investments. For further details contact chris@jacobsallen.co.ukBased in England or Wales. Seeking established businesses with up to £20m annual revenue to acquire or bolt on to existing investments. For further details contact chris@jacobsallen.co.uk

O1025 - Document storage, scanning, shredding

Document storage, scanning, shredding. UK based. Up to £1 million turnover. For further details please contact cian.iddison@dykeyaxley.co.uk

O1024 - Industrial doors/load leveling

Industrial doors & load leveling. UK based. Minimum turnover £1 million. For further details please contact cian.iddison@dykeyaxley.co.uk

O1023 - Fire Safety and Alarms

Fire safety and alarms business, ideally based in South Wales/M4 corridor. For more information contact info@thecfn.org.uk

O1022 - Call Centres

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

jamie@jwraccountants.co.uk

O1021 - Supported Living Care

Domiciliary Care/Complex Care/Mental Health Care/Supported Living Care/Day Centres with Good CQC Rating or above; £1.5 - £5m turnover & 5% - 15% op profit. Ideally in Hampshire, Sussex, Wiltshire, Berkshire and Surrey. Contact jamie@jwraccountants.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**

O1015 - Digital Marketing Services

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

Technology

T197 - Support & 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 cian.iddison@dykeyaxley.co.uk

T195 - Telecare

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

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