

## Network Opportunities.

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

Welcome to the 109th edition of The Corporate Finance Network's monthly Network Opportunities newsletter.

This month we saw data that the UK food and drink sector saw a ten year high of M&A activity.

According to the data, the four month period from May to August saw deals concluded worth an estimated £3.9bn, which is the largest total recorded since 2010. The year to date total value of recorded deals are estimated at £5.8bn, which already surpasses every other year recorded since 2010.

Values were driven by a number of large deals in the UK market, including the £1bn sale of Valeo Foods to Bain Capital, the purchase of Kerry's ready meals and meats business by Pilgrims Pride and the purchase of Stocks Spirits Group by Sunray Investments.

The period also demonstrated that overseas buyers have not lost their appetite for UK businesses, Ferrero's acquisition of Burton's Biscuits and Newlat's acquisition of Symington's being two examples. At the current rate of activity, 2021 should see deal volume recover to pre-pandemic levels and in line with the long-term average.

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.

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## 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](mailto:jack@thecfn.org.uk)

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## The Corporate Finance Network

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

## Highlighted Deals



LEES manufactures significant shareholder exit

[Click here to view the full deal](#)



HGH advises Dental practice through restructure and sale

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McBrides assists shareholders dispose of property before company liquidation

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Whiting & Partners find advises warehouse solutions business on its sale

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MDH paves the way for £225k CBILs funding

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Knill James advises farm on critical £200k CBILs funding

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## Businesses for Sale

### Manufacturing & Supply

#### **M239 - Glass Manufacturer**

The Company is a Retailer and Manufacturer of glass products, consisting of Glazing Services, Glass Processors, Toughening and a Double sGlazed Unit manufacturer. Turnover £2.4m to March 2021. The purpose built factory, owned by the company, is approx. 15,000 square feet with mezzanine facilities and an additional car parking area of approx. 5,000 square feet. The freehold property is an asset of the company. It will be offered for sale as part of the company or removed from the company prior to sale where a commercial lease would be granted. The customers are widespread with just one over 10% of current turnover. These customers are domestic and commercial. The domestic customers are in the main retail and the company's modern website is designed to satisfy their requirements. The company has served most of its commercial customers for several years. It is able to tailor its deliveries to suit these customers' needs. Reliable employees who work in the sales department are aware of customers' needs and requirements thus ensuring the repeat business of 30-40% of turnover. For further details please contact Andrew Watkin [awatkin@assyntcf.co.uk](mailto:awatkin@assyntcf.co.uk)

#### **M238 - Commercial Vehicle Bodies**

Turnover £1.4m, profitable. The business operates as a designer, manufacturer and repairer of commercial vehicle bodies. The business operates from a purpose built, 2 acre leasehold site in the Midlands. The freehold is owned by the shareholders and will be offered for sale as part of the deal. From here it manufactures and repairs a complete range of commercial vehicle bodies including Aluminium Tipper for the construction industry, Drop-siders, Plant bodies for 7.5T to 32 tonne gross vehicles. In addition to its fabrication services the business trade counter sells parts for many bodybuilding commercial Vehicle manufacturers. The business proudly holds a number of National Small Series Type Approvals enabling the company to manufacture bodies and provide maintenance services for a range of dealers. For further details please contact Jack Telford [jack@thecfn.org.uk](mailto:jack@thecfn.org.uk)

#### **M237 - 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](mailto:awatkin@assyntcf.co.uk)

### Property, Building & Land

#### **15 bedroom hotel and wedding venue**

Fifteen bedroom hotel, bar, restaurant and events space in a Suffolk market town. Accompanying gardens backing onto a river, and a popular wedding venue. Pre-Covid revenue of £1.13m and operating profit of £9k. Contact: [jaimieking@whitingandpartners.co.uk](mailto:jaimieking@whitingandpartners.co.uk)

**C11 - Demolition, site clearance, asbestos removal, recycling and tank cleaning \*\*\*NEW\*\*\***

Based in the South East of England. Turnover £1.2m. Profitable. The business provides a range of services including demolition, site clearance, asbestos removal, recycling and tank cleaning. Operating from a ten-acre freehold site, the business serves customers across their region and recycles 25,000 to 30,000 tonnes per year which is then re-sold as recycled product to the construction and agricultural sectors. The freehold premises can be included within a company sale however the current owners would also be open to leasing the site to the eventual purchaser. For further details please contact Jack Telford [jack@thecfn.org.uk](mailto:jack@thecfn.org.uk)

**C110 - Guttering, rainwater, solar shading/brise soleil, fascia and coping systems**

Turnover £2.2m, profitable. The business, based in the West Midlands, operates as supplier and installer of domestic and commercial guttering, rainwater, solar shading/brise soleil, fascia and coping systems. The business benefits from a diverse client base that includes, but is not limited to, national & regional construction groups and housebuilders. Due to their expertise for commercial projects, they work across England and Wales. They are approved installers for most of the major manufacturers in the UK. Their domestic offering, which saw a sharp increase in 2020, is typically provided with a 60-mile radius of their premises. Their loyal workforce, which consists of an Estimator, Commercial Quantity Surveyor, Domestic Surveyor, Office Manager, three Project Managers, four Fitters and a Transport Manager, have been with the business for up to 26 years. The business is located on a purpose-built trading site which is leasehold and close to major road links. For further details please contact Jack Telford [jack@thecfn.org.uk](mailto:jack@thecfn.org.uk)

**C109 - Plumbing & Heating Installation Services**

Based in England. Turnover £3.5m, Operating Profit £292k. The business operates as supplier of domestic heating, plumbing and renewable technology installation services for the new housebuilding sector. Due to the significant investment in housing developments within its region, most of their projects are undertaken within a 30-mile radius of their purpose-built site. Their loyal workforce, which consists of 18 full time plumbers, have expertise in energy efficient heating systems, underfloor heating, boiler installation & servicing, plumbing, bathroom installation and heat pump & solar thermal systems. In addition to the skilled plumbers, the business employs a Plumbing Manager, Procurement Manager, Finance Manager and Site Supervisors who are all supported by an a four-person administration team. For further details contact [jack@thecfn.org.uk](mailto:jack@thecfn.org.uk)

**Other****O153 - Health & Safety and CDM Consultancy \*\*\*NEW\*\*\***

Based in London. Forecasted FY22 revenue c£1.6m and adjusted EBITDA c£515k. An opportunity to acquire 100% of the share capital of an independent specialist consultancy business providing a comprehensive range of health, safety and CDM services, to a broad range of industries and blue-chip organisations across the whole of the UK in the construction, local authority, housing association, healthcare, education, commercial, retail, residential and leisure sectors. This opportunity will be of significant interest to specialist health and safety consultancies or design practices or construction consultants looking to expand their health & safety offering. For further details please contact Anthony Hawkins, Corporate Finance Manager at McBrides: [Anthony.Hawkins@mcbridesllp.com](mailto:Anthony.Hawkins@mcbridesllp.com)

**O152 - Furniture, Fittings and Equipment (FFE) Management**

Based in the UK. Turnover £4.4m. Pre-owner EBITDA £733k. Established over 10 years ago, offering a proven innovative, efficient and reliable system of furniture management programmes (FMP's) across major Corporate Real Estates working in collaboration with client supply chain. Operates across the UK and EMEA. For further details please contact Jack Telford [jack@thecfn.org.uk](mailto:jack@thecfn.org.uk)

**O151 - Student Accommodation**

Based near Leeds University. Asking price £4.5m. 45 bedroom property. Annual rental income £325k.

Retirement sale. Accommodation is currently managed by an external agent. For further details, contact Mark Grewer, Corporate Finance Director at Hunter Gee Holroyd (HGH): [mark.grewer@hghyork.co.uk](mailto:mark.grewer@hghyork.co.uk)

#### **O150 - Embroidery Services**

Turnover £117k. The business, based in the South East, operates as embroidery company. From their relocatable leasehold facility, they provide a prompt, quality embroidery and garment printing service. The business provides a range of services to its customer base including logo design, pantone matching and the embroidery of badges, logos, crests and more for a range of clothing. Clientele includes establishments from the education (Universities), tourism, workwear sectors to name just a few. For further details please contact Jack Telford [jack@thecfn.org.uk](mailto:jack@thecfn.org.uk)

## **Businesses Wanted**

### **Wholesale & Distribution**

#### **D120 - Agricultural supplies**

Agricultural supplies e.g. agri chemical, agri spares market. For further details contact Mark Bramall: [mark.bramall@dykeyaxley.co.uk](mailto:mark.bramall@dykeyaxley.co.uk)

### **Manufacturing & Supply**

#### **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](mailto:jack@thecfn.org.uk)

#### **M163 - Materials handling equipment and racking solutions**

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

#### **M161 - Manufacturers of Safety Equipment**

Based in West Midland, North West or North Wales. For further details please contact Jack Telford: [jack@thecfn.org.uk](mailto:jack@thecfn.org.uk)

#### **M160 - Warehouse Consumables and fixings**

Revenue £500k+. Any UK location and would consider European businesses. Consumables for warehouses e.g. shelf holders, signage, magnetic strips, floor identification and document supply. Would also consider suppliers to other users such as offices, retailers, schools and libraries. For further info contact [jack@thecfn.org.uk](mailto: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](mailto:mark.bramall@dykeyaxley.co.uk)

#### **M157 - Rubber Products**

Based in Midlands or Wales. Manufacturers of rubber products. For further details contact Mark Bramall: [mark.bramall@dykeyaxley.co.uk](mailto:mark.bramall@dykeyaxley.co.uk)

#### **M156 - Manufacturers of Inks**

Any location considered. For further details contact Sarah Hartshorn: [sarah.hartshorn@dykeyaxley.co.uk](mailto:sarah.hartshorn@dykeyaxley.co.uk)

### **Property, Building & Land**

### P116 - Estate / Lettings Agencies

Based in England or Wales. Any revenue considered. For further details, please contact Sarah Hartshorn

[Sarah.Hartshorn@dykeyaxley.co.uk](mailto:Sarah.Hartshorn@dykeyaxley.co.uk)

## Other Sectors

### O1013 - Investment Opportunities \*\*\*NEW\*\*\*

Ideally based within one hour from Shropshire. Looking for investment opportunities – experience in corporate banking, outsourcing – utility companies and energy space, BD Manager/Customer Service/Acquisitions/Sales. Ideally would be retirement sale with handover period. For further details contact Sarah Hartshorn: [sarah.hartshorn@dykeyaxley.co.uk](mailto:sarah.hartshorn@dykeyaxley.co.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](mailto: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](mailto:jack@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 Jack Telford: [jack@thecfn.org.uk](mailto:jack@thecfn.org.uk)

### O1007 - Solicitors

Mid-Tier East Anglian practice (Norfolk based) is interested in acquiring small practices looking to exit the market. All areas considered but Business & Commercial, Commercial Property, Litigation, Wills, Trusts & Probate and Personal Injury are of particular interest. For further details please contact Michael Pawley, Director at Proficio Solutions: [michael@proficiosolutions.co.uk](mailto:michael@proficiosolutions.co.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](mailto:jack@thecfn.org.uk)

### O199 - Solicitors

Located in Shropshire or Mid-Wales. Revenue £200k - £1m. For further details contact Stacey Lea [stacey.lea@dykeyaxley.co.uk](mailto:stacey.lea@dykeyaxley.co.uk)

### O192 - Insurance Brokers

Based in West Midlands or Cheshire. For further details contact Mark Bramall: [mark.bramall@dykeyaxley.co.uk](mailto:mark.bramall@dykeyaxley.co.uk)

### O190 - Children's nursery

Ideally located in Shropshire or surrounding counties with location within close proximity of affluent towns, cities or suburbs. Should have minimum of 60 places. For further details contact Mark Bramall: [mark.bramall@dykeyaxley.co.uk](mailto:mark.bramall@dykeyaxley.co.uk)

### O189 - Landscape gardening, contract grounds maintenance

Ideally located in Midlands. For further details contact Mark Bramall: [mark.bramall@dykeyaxley.co.uk](mailto:mark.bramall@dykeyaxley.co.uk)

## Investment Opportunities

### T231 - Maternity Leisurewear

Opportunity to invest in designer, manufacturer and online retailer of maternity leisurewear. The company has achieved sales and will break even for 2019. Investment is sought to increase marketing spend to reach more of their proven target market. For more details contact David Martin, Corporate Finance Partner at Knill James: [david@knilljames.co.uk](mailto:david@knilljames.co.uk)

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