

Network Opportunities.

Bringing you the latest merger and acquisition opportunities.

Welcome to the 115th edition of The Corporate Finance Network's monthly Network Opportunities newsletter.

Rising costs and cashflow challenges are on the forefront of a lot of SME owners minds. Concerns vary by industry with SMEs in the manufacturing sector most worried about inflation, the rising costs of raw materials – such as steel – and staff costs. Construction and wholesale sector SMEs are mostly pre-occupied by conflict in Europe. While for transport businesses the biggest worries include cashflow, Brexit and staff shortages, as well as a lack of lorry drivers and the impact of red tape on cross-border trade.

However, new research suggests SME business owners are more confident about prospects for 2022 than in 2021. Exploring the views of 500 UK SME owners and decision makers, it finds that 82% of SMEs now feel confident about their prospects this year, a six-percentage point increase compared to 2021.

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.

Inside this issue.



▶ [Highlighted deals](#)



▶ [Network Opportunities](#)

Contact

For further details about this newsletter please contact your local member firm or **Jack Telford**, Business Development Researcher on:

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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



Whitings LLP assists renewable energy business with equity financing

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Dyke Yaxley raises £250k to help retailer manage stock shortage

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McBrides constructs deal for selling shareholders

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HGH advises Holiday Park on sale

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Knill James advises Pet Care business on sale to AlphaPet Ventures

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LEES engineers cross-border company sale

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Businesses for Sale

Engineering

E201 - High Performance Engine Testing *NEW*****

“Facilities for building, restoring and testing services for all types of 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 £252,000 having been effected by Covid 19. 2021 turnover is around £400,000.

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

M244 - Manufacturer of oak framed structures

Based in the North of England. Revenue £750k. Gross Profit £180k. Award winning manufacturer of high-quality oak framed structures including garden rooms, extensions, garden structures and outdoor rooms.

For further information, please contact Jack Telford to request a confidentiality letter. Email: jack@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.

M242 - Manufacturer of Waste Management Equipment

Based in the South West. Turnover £2.5m. £150k EBITDA. Provides manufacturing and engineering to the waste management sector. The company owns its operating premises (MV £950k - £1m). For further information, please contact Neil Hutchings, Albert Goodman, neil.hutchings@albertgoodman.co.uk

M241 - Environmentally friendly paint strippers

Based in the South East. Turnover c.£400k. Profitable. The business produces paint strippers that are safe to use and don’t harm the environment. From their modern leasehold premises, they utilise the latest technologies to produce desirable, yet niche, products. Customers are based in the United Kingdom, Ireland and in mainland Europe via long-standing distribution partnerships which provide their routes to market. For further information, please contact Jack Telford to request a confidentiality letter. Email: jack@thecfn.org.uk.

M240 - UPVC doors, windows and conservatories and glazing

Based in the West Midlands. Revenue £1.1m. The business operates as a designer, manufacturer and installer of UPVC doors, windows and conservatories, aluminium and secondary glazing. The business is able to manufacture double glazed units and leaded lights in-house, the only manufacturer of such products in the local area. The business operates from leasehold premises in the West Midlands. The current lease will expire in 2025. For further details please contact Jack Telford jack@thecfn.org.uk

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

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 Tipppers 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

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

Technology

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 Jack Telford jack@thecfn.org.uk

Property, Building & Land

P115 - Storage

Based in the UK. Turnover £2.7m. EBITDA £700k. Niche storage business serving the film and TV sector. Operates from leased premises but would suit property owning buyer / logistics business. For further details please contact Jack Telford jack@thecfn.org.uk

Retail

R167 - Pizza Takeaway Chain

Based in North of England. Revenue £950k. Pizza chain with three outlets in market towns. For further details please contact Jack Telford jack@thecfn.org.uk

R166 - Motorhome Dealership

Based in the UK. Turnover £24m. £700k EBITDA. Operates from leased premises and has a number of good growth opportunities. For further details please contact Jack Telford jack@thecfn.org.uk

R165 - Educational toys e-commerce

Based in the UK. Turnover £3.5m. EBITDA £400k. For further details please contact Jack Telford jack@thecfn.org.uk

Construction & Waste Management

C112 - Roofing Services

Based in North of England. Revenue £2.1m. Long established roofing company with an excellent reputation serving commercial and residential clients. For further details please contact Jack Telford jack@thecfn.org.uk

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

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

C110 - Guttering, rainwater, solar shading/brise soleil, facia 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, facia 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

Transport & Logistics

TL170 - Specialist Transport Services

Based in South East England. Turnover £4.2m. EBITDA £578k. The company has a fleet of well-maintained trucks and trailers. Their fleet has been purposefully designed and adapted giving them a unique ability to transport a specific range of equipment for their clients, in particular for industrial plant and machinery. Based in the UK, the company operates from a sizeable freehold site that includes a yard, workshop and office buildings. The business serves clientele across the UK and Europe. The site is strategically located near key roads and docks. The current owners are open to selling the freehold site or leasing it to a potential purchaser. For further details please contact Jack Telford jack@thecfn.org.uk

Other

O155 - Biopesticide Research

Based in North of England. Revenue £850k. Provides biopesticide research services. For further details please contact Jack Telford jack@thecfn.org.uk

O154 - Children's Nursery

Based in the South West of England. Revenue £330k. EBITDA £100k. A well-established and highly profitable Children’s Day Nursery, located in a unique, professional and easily accessible rural, barn-conversion building with a large outdoor area. The nursery is registered for 46 places and has a ‘Good’ OFSTED rating. For further details please contact Jack Telford jack@thecfn.org.uk

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

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

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

M163 - Materials handling equipment and racking solutions

Based in Midlands, South or Wales. For further details please contact Jack Telford: 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

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

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

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

M157 - Rubber Products

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

M156 - Manufacturers of Inks

Any location considered. For further details contact Sarah Hartshorn: sarah.hartshorn@dykeyaxley.co.uk

Retail

R200 - Motorcycle Accessories & Clothing Retailers

Based across the UK. Revenue of £2m+. Retailers of motorcycle accessories and clothing, online and/or offline. For further details please contact Jack Telford: jack@thecfn.org.uk

Property, Building & Land

P117 - Architects *NEW*****

Architects Practices. Based in East Anglia/Norfolk. For further details please contact Jaime King: jaimieking@whittingsllp.co.uk

P116 - Estate / Lettings Agencies

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

Other Sectors

O1013 - Investment Opportunities

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

O1012 - IT Managed Services

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

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 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

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

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

O199 - Solicitors

Located in Shropshire or Mid-Wales. Revenue £200k - £1m. For further details contact Stacey Lea 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

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

O189 - Landscape gardening, contract grounds maintenance

Ideally located in Midlands. For further details contact Mark Bramall: mark.bramall@dykeyaxley.co.uk

Investment Opportunities

T232 - Road Legal Scooters & Accessories

“An opportunity exists to invest in a UK company that builds, markets, and sells high-quality Adult Road legal, Folding, Two-Wheel Scooters, together with a full line of branded accessories.

“When the company sat down to design the scooter, the company had one goal in mind – the bike has got to be fun from the moment you open the box to twisting the throttle. The scooter includes several great features such as an anti-theft chip keyless start, smart steering column lock, and an all-new TFT colour display

There are currently three models in the range.

The UK company is seeking to raise £600,000 this round on a pre-investment valuation of £2,000,000 equity excluding any fees. EIS SEIS is offered. For more details please email George Clayton, Associate Director Business Advisory at Knill James: GeorgeC@knilljames.co.uk”

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

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