

Network Opportunities.

Bringing you the latest merger and acquisition opportunities.

Welcome to the 133rd edition of The Corporate Finance Network's monthly Network Opportunities newsletter.

Data from the Office of National Statistics shows In Quarter 4 (Oct to Dec) 2023, the total combined number of domestic and cross-border mergers and acquisitions (M&A) involving a change in majority share ownership was 367; this was 33 transactions fewer than the previous quarter (400).

During December 2023, there were a combined total of 83 monthly domestic and cross-border M&As involving a change in majority share ownership, 47 fewer transactions than in November 2023 (130). The value of inward M&A (foreign companies acquiring UK companies) in Quarter 4 2023 was £8.6 billion, £3.3 billion higher than the previous quarter (£5.3 billion). In Quarter 4 2023, the total value of outward M&A (UK companies acquiring foreign companies) was £3.2 billion, £1.1 billion higher than the previous quarter (£2.1 billion). Domestic M&A (UK companies acquiring other UK companies) during Quarter 4 2023 was valued at £2.7 billion, £0.2 billion more than Quarter 3 (July to Sept) 2023 (£2.5 billion).

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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Email: jack@thecfn.org.uk

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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



McBrides provides key advice for international buyer entering the UK

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Dyke Yaxley assists Besblock on its sale to Holcim

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LEES provides cross-border company sale advice for an Analytics company

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Albert Goodman advises on the sale of a storage business for £4.5m

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Consilium secures £450,000 RSA grant for James Scott and Sons' new factory

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MDH 'develops' business growth with new funding via Capitalise

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Businesses for Sale

Construction & Waste Management

C121 - Domestic Building Services

Revenue £669k. The business, based in East Anglia, operates as a provider of building services. Their expertise includes new build, extensions, renovations, and maintenance predominantly for domestic customers including High Net Worth individuals along the Suffolk Coast. The business operates from an in-house joinery department which sets them apart from local competitors. The business benefits from a 47m²builders' yard comprising of an office, joinery workshop and number of storage buildings. It is owned personally by the major shareholders and the freehold of the site is available for sale. For further details email Jack@thecfn.org.uk

C120 - Hard and soft commercial landscaping

Based in South West England. Forecast t/o for 2023 is £3.8m and Adjusted EBITDA £690k. 2022 was £3.8m t/o and £750k Adjusted EBITDA Established over 40 years ago. Serves approximately 140 clients with 85% providing repeat business. For further details please contact Jack Telford jack@thecfn.org.uk

C117 - Roofing Contractor

Based in Yorkshire. Revenue £2.4m. Profit before tax £200k. The company, based in Yorkshire, operates as a roofing contractor with expertise in residential, commercial, and other buildings of religious or cultural importance. The business has expertise in loft conversions, roofing and guttering repairs in addition to associated services such as leadwork, masonry and pointing. work. They are a long-standing member of The National Federation of Roofing Contractors, a trade body that provides quality contractors within the roofing industry. They are also members of CHAS, the UK's leading provider of compliance and risk management solutions. The business is also a recognised 'Heritage Roof Master' in the UK & Ireland, an exclusive status consisting of just 33 companies. For further details please contact Jack Telford Jack@thecfn.org.uk

C116 - Bricklaying Services

Revenue £13.6m. EBITDA £2.5m. Based in the South East. Operates as the largest supplier of outsourced building and bricklaying services within their region. They serve a range of clients in the housebuilding, commercial and refurbishment sectors. Clients include the UK's major housebuilders and national contractors. Due to the significant investment in housing development within this area, demand is high and most projects are undertaken locally. The highly professional workforce is overseen by two loyal managers with excellent leadership, both of which have been with the company for more than 20 years. The company's trading site is owned by the vendor and can either be leased or sold as part of the company sale. For further details please contact Jack Telford jack@thecfn.org.uk

C115 - Civil Engineering & Reinstatement Works

Revenue £16.2m and highly profitable. A unique opportunity has arisen to acquire a well-respected civils contractor with operational centres throughout the North of England. The business operates in all aspects of civils projects but in particular supports the utilities sector where it has developed expertise in emergency utilities reinstatement. The business currently operates as a subsidiary of a larger group. For further details please contact Jack Telford jack@thecfn.org.uk

C114 - Conservatory supplier and installer

Conservatory supplier and installer based in the South West (£1.5m sales / £300k EBITDA). Operates from leased premises. For further details please contact Matthew Chandler: matthew.chandler@albertgoodman.co.uk

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

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

Engineering

E203 - 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@assynctf.co.uk where a Fact Sheet and Confidential Information Memorandum is available.

E202 - Vehicle and truck customisation services

Based in the East of England. Revenue £2.3m Operating Profit £184k. The business provides bespoke commercial vehicle products such as trims, chassis accessories, straps, storage boxes, lights and tanks. Specialists in aluminium and stainless steel, the company has a range of machinery and equipment to provide flexibility for its client base and provide wide ranging solutions for their requirements and needs. The company also provides other complementary products and fitting, providing a one-stop shop solution for their customers. For further details please email Jack@thecfn.org.uk

Manufacturing & Supply

M252 - Supplier and installer of conservatories, windows and doors

Based in South of England. Revenue £2.2m. £826k 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 Jack@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 Jack@thecfn.org.uk

M249 - Electronic Beauty Devices

Revenue £1.2m. This long-standing business has an excellent reputation with its loyal client base, carving out an enviable position as a reliable and quality company within their sector. Founded more than 30 years ago, the ISO9001 certified business has established itself as a respected manufacturer after years of continuous Research & Development.

The business, operating from a leased office in the United Kingdom, is a white-label manufacturer of electronic beauty devices for non-invasive surgery. It's impressive client list includes leading names operating in beauty salons, spas, and health clubs in the United Kingdom and internationally. Since inception, the business has supplied more than 10,000 devices. For further details please email Jack@thecfn.org.uk (ref: Project Summer)

M248 - Industrial Ink & Inkjet Inks

Revenue £4.1m. Adjusted EBITDA £928k. Manufacturer of industrial ink, inkjet inks and associated products. Responsible for R&D capabilities, manufacturing and distribution globally. For further information, please contact Jack Telford to request a confidentiality letter. Email: Jack@thecfn.org.uk

M247 - Label machine manufacturer

Labelling machine manufacturer based in the South (£500k sales / £250k EBITDA). Highly profitable and easily scaled. Operates from leased premises. For further details please contact Matthew Chandler: matthew.chandler@albertgoodman.co.uk

M246 - Label manufacturer

Label manufacturer and printer based in the South West (£1.2m sales / £250k EBITDA). Premises owned by shareholders and also available for sale. For further details please contact Matthew Chandler: matthew.chandler@albertgoodman.co.uk

M245 - Manufacturer for waste management industry

Engineering / manufacturing business located in Somerset (£2.5m t/o / £150k EBITDA) and serving 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

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.

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@assynctf.co.uk

Property, Building & Land

P119 - Student Accommodation

Based in Leeds. Double Price £1.25m. Fantastic Investment Property - A Rare And Exciting Opportunity To Purchase An Imposing And Very Impressive Listed Former Vicarage, Split Into Four Self-Contained Flats All Let Until 30TH June 2024 With A Total Annual Rent Roll Of Circa £101,000 (Excluding Bills). The Property Is Very Conveniently Situated Only A Short Walk To The Main Universities And Leeds City Centre. For further details contact Kelsey Butterfield Kelsey.Butterfield@hghyork.co.uk

P118 - Two Care Homes

A great opportunity has arisen to acquire two well-presented care homes in Kent. Care Home 1) - This is an excellent opportunity to acquire a well presented, managed nursing home with 22 bedrooms which has a good reputation and CQC report with a strong average fee and turnover. Turnover c.£1m. Care Home 2) - This is an excellent opportunity to acquire a substantial Grade 2 listed property with 21 bedrooms sea views which operates as a managed nursing home with a good CQC rating and reputation resulting in a strong average fee and turnover. Turnover c.£1m. For more detailed information please contact George Clayton at Knill James LLP georgec@knilljames.co.uk

P117 - Holiday Lodge Park (Administration)

Based in the Northeast of England. A holiday lodge park comprising of 23 freehold built lodges (of which 13 are currently in third party ownership), operated as a holiday hire business through a well-known holiday rental company. The site extends to c.10 acres. The marina pool and its banking extend to approximately c.2.8 acres, with access into a nearby river. Within the site, the company owns 10 fully furnished lodges, which are in the rental programme. In addition to this, there are four unfinished lodges, two of which are 60% way through construction, and two with concrete bases with all services. The site has planning permission for 10 additional lodges, together with a leisure building of approximately 339sqm (3,646 sq. ft) with an internal area providing restaurant, bar and kitchen facilities. Turnover, per the unaudited accounts for the years ended 31 March 2020, 31 March 2021 and 31 March 2022 was c.£482k, c.£402k and c.£971k respectively. Assets available for sale include an operational business, freehold property, plant and machinery, fixtures and fittings. For further details please contact Tom Bond Tom.Bond@Kroll.com

P116 - Niche Storage

Niche storage business serving the TV sector (£2.7m sales / £700k EBITDA). Operates from leased premises but would suit property owning buyer / logistics business. For further information, please contact Neil Hutchings, Albert Goodman. neil.hutchings@albertgoodman.co.uk

Retail

R174 - Designer of Seasonal Retail Products

Revenue £6.6m. Adjusted EBITDA £860k. The business, operating from a leased office in the Southeast, is a designer of own-label customer brand included, creative craft, UK supermarkets, stationary and seasonal products. It's impressive customer list includes seven major UK supermarketers. The business currently outsources all manufacturing with all central administration and management functions conducted from their current office. The team is made up of experienced designers who work closely with their clients. For further details please contact Jack Telford: Jack@thecfn.org.uk

R173 - Online Livestock product supplier

An online, relocatable supplier of livestock products. Forecast revenue £1.2m, Profit before tax, £200k. For further details contact Jack Telford: Jack@thecfn.org.uk

R172 - Butchers

Based in East Yorkshire. Revenue £365k. Profit before tax £85k. Single leasehold site. For further details contact Jack Telford: Jack@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

R169 - Motorcycle Accessories

High growth online retailer of motorcycle accessories (c£8m t/o, £800k EBITDA). Operates from leased premises based in the South West but relocatable. For further information, please contact Neil Hutchings, Albert Goodman. neil.hutchings@albertgoodman.co.uk

R168 - Motorhome Dealership

Successful motorhome business (£24m sales / £2.4m EBITDA). Operates from leased premises and has a number of good growth opportunities. For further details please contact Jack Telford Jack@thecfn.org.uk

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

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

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

Other

O158 - Specialist transport services

Project Osprey. Revenue c. £4.1m. The business, based in the South East of England, provides a range of specialist transport services. 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 contact Chris Kelly chris@jacobsallen.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 exists 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 retention 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 Jack@thecfn.org.uk

O156 - Chartered Surveyor

Independent Chartered Surveyor based in the South West (£600k sales / £350k adjusted EBITDA). Operates from owned premises. For further details please contact Matthew Chandler: matthew.chandler@albertgoodman.co.uk

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

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

Businesses Wanted

Engineering

E164 - Steel building fabrication

Based in West Midlands or Wales. Min £10m turnover. Design & fabricate steel frames. Steel building fabrication. For further details contact clan.liddison@dykeyaxley.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 Jack@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

E161 - Mechanical & electrical contractors

Mechanical & electrical contractors based in England - £5m-£10m revenue. For further details please email 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: Jack@thecfn.org.uk

Manufacturing & Supply

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 clan.liddison@dykeyaxley.co.uk

M171 - Laser Cutting Services

Located in South Wales. Providers of laser cutting services. Please contact Jack@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 Jack@thecfn.org.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

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

M166 - Manufacturers/wholesalers of boxes/wrapping/tape

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

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

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

M162 - Chemical Manufacturers

UK based or overseas. Minimum revenue £10m+. For further details please contact Jack Telford: 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

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 Broads'. For further information, please contact Chris Bidgood, Corporate Finance Director at LEES: C.Bidgood@leesaccountants.co.uk

P117 - Architects

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

Other Sectors

O1022 - HR Advisory & Recruitment

Fast growing HR advisory and recruitment business looking to acquire businesses providing HR retainer and consulting services into UK SMEs. Ideal turnover from 100-500k. For further details contact Chris Kelly chris@jacobsallen.co.uk

O1021 - Automotive repair

Based in West Midlands or Wales. Up to £2m turnover. Vehicle body repairs - via insurance companies. For further details contact clan.liddison@dykeyaxley.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 Jack@thecfn.org.uk

O1019 - Printers

Printing businesses in East Anglia with revenue between £750k to £5.5m. Fir 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

O1017 - Automotive Training

Adult training and apprenticeship training in the automotive industry. Also provide custom service and HR services. For further details please contact Jack@thecfn.org.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 Jack Telford: Jack@thecfn.org.uk