

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

Welcome to the 134th edition of The Corporate Finance Network's monthly Network Opportunities newsletter.

The CFN has selected MarktoMarket as its UK Corporate Finance Data Platform. MarktoMarket is a progressive, data platform used by investors, accountants and other professional advisers operating in SME markets. It supports corporate finance activities such as company valuations, exit planning, equity and debt funding searches and market research with evidence-backed data and intuitive workflows.

From April 2024, The CFN and their respective member firms will now have access to the platform directly, along with our dedicated Research team, benefitting from the comprehensive M&A and company data. Click here to see the full press release.

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:

Phone: 07787154193 Email: j<u>ack@thecfn.org.uk</u>

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## The Corporate Finance Network

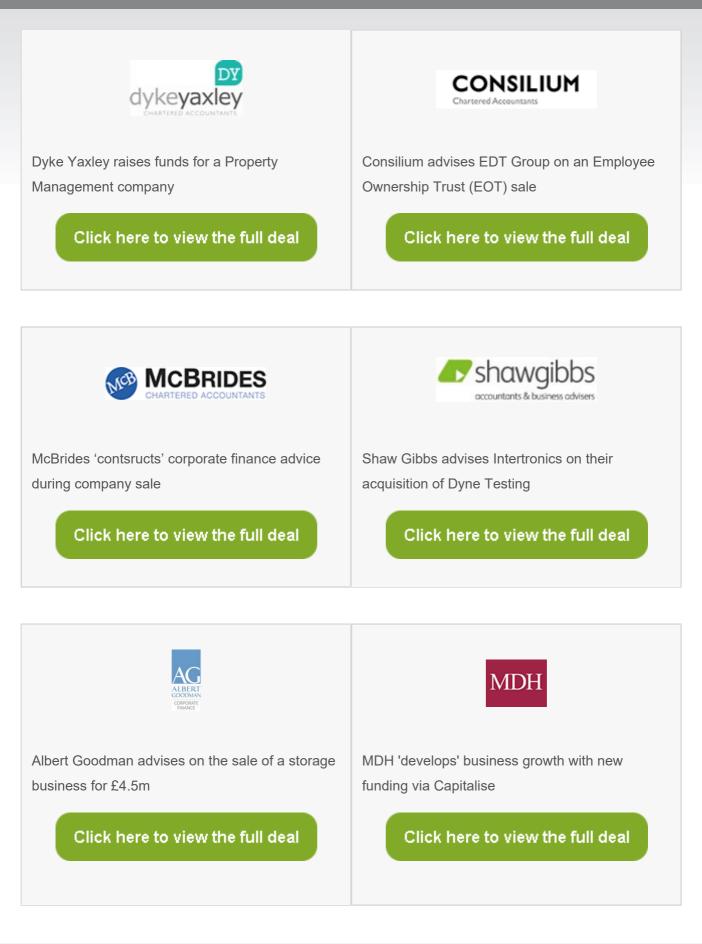
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This document is exempt from Section 21 of the Financial Services and Markets Act 2000 under Article 62 (sale of a body corporate) of the financial Services and Markets Act 2000 (financial promotion) Order 2001



April 2024

# **Highlighted Deals**



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

April 2024

e Corporate Finance Network

## **Businesses for Sale**

## **Construction & Waste Management**

## 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

## Manufacturing & Supply

## M253 - Saw Blades & Bespoke Tooling \*\*\*NEW\*\*\*

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 jack@thecfn.org.uk

## M252 - Supplier and installer of conservatories, windows and doors

Based in South of England. Revenue £2.2m. £626k 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

## 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

## 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

#### 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

## Other

## O158 - Commercial Cleaning Services \*\*\*NEW\*\*\*

Project Spring. a provider of cleaning services across the UK. The business consists of over 200 employees, predominantly made up of part-time cleaners. The business benefits from long-standing relationships with a breadth of companies across multiple sectors. The business operates from leased premises. During the latest 12 months to Feb-24, the business had total revenue of approximately £1.4m and a Gross Profit of around £300k. For more details, contact jack@thecfn.org.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 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

## 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 cian.iddison@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: <u>Jack@thecfn.org.uk</u>

## 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 cian.iddison@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 Broad's. For farther information, please contact Chris Bidgood, Corporate Finance Director at LEES: C.Bidgood@leesaccountants.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 cian.iddison@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 inlcuding SEO, digital ad management and design services. For further details please contact Jack Telford: jack@thecfn.org.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

## 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

## Technology

## 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

## Investment Opportunities

## T234 - E-Cargo Bikes & Accessories

An opportunity exists to invest in a UK company based in the South East that builds, markets, and sells high-quality E-Cargo bikes, together with a full line of branded accessories. E-cargo bikes provide a solution to expensive high emissions last mile deliveries and provide a significant transportation alternative to the car for families. Sales in the sector are growing rapidly with 30%-40% year on year growth and is the fastest growth market in cycling. The company expects to sell 48 units in year 1, 128 units in year 2, 224 units in year 3, 320 units in year 4 and 608 units in year 5. Each unit costs £8,332 plus VAT and attracts a gross margin of c 45% The overheads of the company per year are c£350k. For further details, email GeorgeC@knilljames.co.uk