



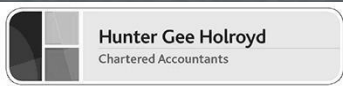
The Corporate
Finance Network

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Get Connected!

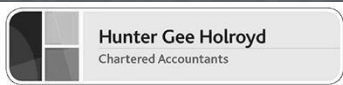
Welcome to the 28th edition of Get Connected, our quarterly publication prepared in association with The Corporate Finance Network.

The publication focuses on Merger & Acquisition business opportunities here in the Yorkshire region.

Each edition also features a review of M&A activity in a particular sector, and this month the focus is on the *haulage* sector.

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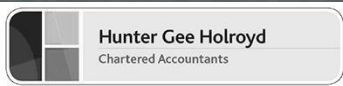
Inside this edition of Get Connected

1. A review of recent M&A activity in the haulage sector
2. Recently completed deals
3. A selection of businesses wanted & businesses for sale in our region
4. A sample of businesses for sale and businesses wanted within our national network

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Haulage sector (1/2)

- Between January 2013 and February 2019, there were 146 significant M&A transactions in the UK haulage sector.
- The majority of deals were acquisitions (86%) and the rest were made up of investments and mergers.
- The most active year between 2013 and 2019 was 2017, which accounted for just under one quarter of all deals.
- Interestingly, the busiest year of 2017 followed 2016, the year of the EU referendum. 2018 deal flow was also higher than pre EU referendum levels, indicating that the industry has remained acquisitive, with Brexit uncertainty.

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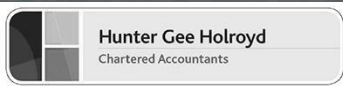
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Haulage sector (2/2)

- Compared to the total UK freight industry (rail, marine, air and other), road haulage has increased their market share steadily from 50.8% in 2014 to 53.0% in 2018.
- The number of HGVs in the UK rose by 0.8%, which can be attributed to positive long run expectations within the road haulage market. Also, employment figures have continued to increase into 2018, reaching 90,700 employees.
- Falling fuel prices have provided relief for haulier's profit margins coupled with the sharp fall in the value of the pound is also expected to boost export activity.
- The Corporate Finance Network member firms have successfully advised on several transactions in the day care nursery industry. To receive your copy of the *Haulage Industry and M&A report* please get in touch.

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A selection of deals completed recently by our member firms



**HGH gets 'scientific' to
refinance expanding
research business**



**HGH provides key
'starter' advice for
restaurant entrepreneur**




**HGH prints a fair
valuation for exiting
shareholder**



**HGH 'insure' excellent
share buyback deal for
retiring business owner**



**HGH pens in great
acquisition deal for
office supplies business**



**HGH stirs up a great deal
for alcoholic drinks
manufacturer**

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A Selection of Current Businesses Wanted in Yorkshire

- **Compliance Technology**

A highly acquisitive provider of BPO services is seeking to build its compliance offering for highly regulated industries. Companies which provide KYC software or solutions, or other ID verification solutions or services are of high interest.

- **Skin Care Clinics**

Local skin care clinics providing non-surgical treatments.

- **Air, water & EHS consultancies**

A US-based environmental consultancy, specialising in air quality, water and environmental, health & safety consulting is seeking to establish itself in the UK as part of its international growth strategy.

- **Warehouse equipment and fixings**

A business operating in the South is seeking to acquire businesses which wholesale and / or manufacture light equipment or fixtures and fixings for warehouses e.g. trolleys, safety barriers, labels and signage.

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A Selection of Current Businesses for Sale in Yorkshire

- **Fruit, Vegetables and Frozen Food wholesale**

Based in West Yorkshire. Turnover £3.7m. 10 employees. The company is located in one of the city's largest indoor wholesale markets.

- **Mechanical & Electrical Services**

Based in Bradford. Turnover £1.7m. Gross Profit £539k. Lakeside Mechanical and Electrical Services Ltd was established in 2009.

- **Online Retailer, Motorcycle, Motocross, Cycle Accessories Retail**

Based in Rotherham. Turnover £1.6m. This online retailer, established some 15 years ago, has an excellent reputation with its customers, suppliers and principle outlets (Ebay and Amazon).

- **Pallet, Packing Case & Timber Component Manufacturer**

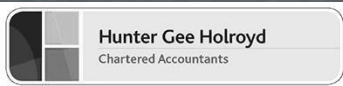
Based in Bradford. Turnover £1.2m. Established family business since 1950s. Retirement sale. Vehicles, machinery and stock included in sale.

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A Selection of Current Businesses Wanted in Our National Network

• Digital Marketing

Areas of interest are online marketing, digital marketing, SEO and website design.

• Pharmaceutical Businesses

Any location considered, any revenue. Any businesses operating within the pharmaceutical industry including R&D, CRO, CMO, CSO, pharmacovigilance, logistics and equipment supply.

• Specialist care

Located throughout UK. Revenue £500k+. Specialist care for younger adults, elderly, complex and live-in care, support for disabled children, reablement, respite and homecare for elderly.

• Sports Equipment

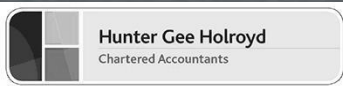
UK wide. Manufacturer of sports goods is looking to acquire other sports equipment manufacturers, ideally a technical product.

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A Selection of Current Businesses for Sale in Our National Network

•Engineering manufacturing business

Based in the South West but serving customers throughout the UK and overseas. Currently generating sales of approximately £2.5m per annum, mainly serving the waste management and recycling sector.

•Manufacturer of aluminum windows and doors

Based in the South West. Generating sales of approximately £1.5m per annum providing manufacturing and installation services to the residential and commercial construction industry with a focus on high-end products.

•Boutique 4* Hotel

Based in North England in a popular market town. The hotel has 9 en-suite hotel rooms, 24 cover fine dining restaurant and planning permission for an additional 12 hotel rooms and 36 cover restaurant.

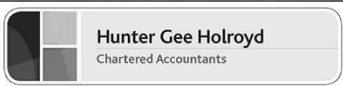
• E-commerce software developer

Based in the North West. The company has developed a robust and reliable E-commerce software platform which interfaces with the leading accounting packages.



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Would you like further information regarding any of these opportunities?

Please speak to Mark Grewer
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The next edition of Get Connected will be
published in Autumn 2019.

We have details of many more opportunities
and can source businesses for sale, targets
for purchase or investment in the UK &
around the world.

We look forward to speaking to you soon.