

A background image showing the silhouettes of several business professionals in a meeting room. They are seated around a table, and one person is standing and presenting. The scene is lit with a warm, golden light, possibly from large windows. A large, semi-transparent gold triangle is overlaid on the image, pointing downwards.

Corporate Portfolio

July 2023

Introduction

Welcome to **Altius Corporate Finance**

As the leading specialist M&A advisors for corporate enterprises, we can support your buy and build strategy.

In association with our sister brand Kings Corporate, in this portfolio we highlight a number of platform acquisitions alongside a selection of bolt-on opportunities.

Contact us to find out more about our complete corporate business sales and acquisitions service.



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Platform Acquisitions



Project Sycamore

Our client is a well-established provider of non-emergency patient transportation services for an extensive range of service users.

Project Sycamore is based and operates throughout the UK, the business has the capability to offer growth under the direction of new owners. The NHS and other authorities are all under pressure from an excess in demand.

Our client's business reduces failure to attend appointments, thus enabling greater service levels from local authorities and care trusts. The demand in their current area of operations and surrounding areas is far in excess of their current capacity. A new owner would be able to easily replicate the business model in other areas of the UK, alongside expanding the existing number of vehicles in the existing area.



Turnover
2022



Adjusted EBITDA
2022



Project Ash

Our client is a well-established specialist supplier and installer of kitchens including all accessories and appliances.

Project Ash benefits from a secured forward order book spanning 000's of plots with sole supply agreements in place with prominent developers.

Our client does not currently engage in proactive sales and marketing campaigns, their excellent reputation ensures they are the beneficiaries of word of mouth referrals and recommendations.

Opportunities for growth include geographical growth and diversification into complementary supply and install markets within the new house build sector.



Turnover
2023



Adjusted EBITDA
2023





Project Cinnamon

Our client is a well-established and highly respected group of commercial and industrial contractors offering a broad spectrum of technical competencies.

Project Cinnamon is based and operates throughout the UK; the business has the capability to offer scalability and growth under the direction of new owners.

Demand for the services Project Cinnamon offers is growing. With multiple independent areas of expertise including electrics & instrumentation, construction, cladding and insulation the business is able to operate across multiple sectors.

The business generates the majority of its work from repeat business, the demand for its service is ever-growing and it benefits from ISO9001 and ISO14001 accreditations.



Turnover 2023
Management Accounts



Adjusted EBITDA 2023
Management Accounts



Project French

Our client provides a full range of Gas, Water, & Electric installations for infrastructure and services throughout the whole of the UK.

Project French is a well-established, multi-disciplined contractor working across all utility sectors with an experienced team of staff.

Our client carries out gas, water and electric-related installations and disconnections all over the UK. They are accredited under the Lloyds scheme for GIRS, WIRS and NERS. They offer full-design facilities for gas, water, and electric requirements; and can offer gas and water metering on completion. The business are registered MAM (meter asset managers) and are also an AMI-approved meter installer.

Demand for the services Project French offers is growing. Any potential buyer has the opportunity to continue the growth of the company as there is a disproportion between supply and demand in the UK and the sector is constantly growing.



Turnover
2022



Adjusted EBITDA
2022



Bolt-On Acquisitions

in association with Kings Corporate

Project Vivaldi

LEASEHOLD

MARINE RECRUITING

Ref. 50005
SOUTH WEST

A unique opportunity to acquire a marine recruitment specialist. Trading for over a decade, the business has built an extraordinary reputation for offering contractors to deploy in hydrographic and geophysical surveys amongst other roles. The business has forged strong relationships with its clients due to the quality of staff provided. All staff are trained to fully understand the roles, leading to a high level of repeat business. The renewables sector in which the business operates, is seeing continuous and sustainable growth.



Turnover
2022

£9m



EBITDA
2022

£700k

Project Solar

LEASEHOLD

MANUFACTURING & DISTRIBUTION OF CARAVAN/MOTORHOME HEATERS

Ref. 49821
SOUTH OF ENGLAND

Opportunity to acquire a manufacturer and distributor of specialist air and water heaters to the motorhome and caravan sectors. Operating for over 25 years, the business has expanded to provide a range of products and parts, alongside maintenance, installation and fitting services. The business also stocks other models for the sector and has a distribution network across North America and Europe. With 100+ active clients and a prominent forward order value book, the business has a strong reputation within the industry. A strong second tier management team runs day to day operations.



Turnover
2022

£4.2m



EBITDA
2022

£660k

Project Bonsai

LEASEHOLD

HOSE MANUFACTURER

Ref. 50154
EAST MIDLANDS

A well-established brand and manufacturer of bespoke technical hoses and tube solutions. Having operated for over 30 years the business is highly respected within its field. Client base originates from a variety of sectors such as healthcare, water treatment and defence, allowing for diversification. A second tier management team operates autonomously from directors' oversight. The business enjoys a high staff retention rate, with many staff having worked for the business for over a decade.



Turnover
2022

£4.2m



EBITDA
2022

£392k

Project Sapphire

LEASEHOLD

SUPPLEMENT WHOLESAL AND DISTRIBUTION

Ref. 49580
SOUTH WEST

Project Sapphire is an essential sports nutrition and essentials distributor which was founded by our clients and first commenced trading in 2000s. The business supplies its extensive product range to c.1,000+ commercial clients across the UK. The business has a large presence within the health and fitness sector, specialising in cycling, triathlon, running, swimming, outdoors and ball sports.

The business supplies a range of products to gyms, yoga studios, climbing-walls, leisure centres, cafes, and professional sports teams. Project Sapphire supplies sports nutrition and sporting accessories solely on a business-to-business basis.



Turnover
2022

£3.2m



EBITDA
2022

£540k

Project Track

THIRD PARTY LOGISTICS PROVIDER

LEASEHOLD

Ref. 49907
SOUTH EAST

An excellent opportunity to acquire a highly respected logistics company with a centralised base strategically located in the South East. Operating for over 15 years, the business has a truly enviable reputation, having built strong relationships with its clients which include numerous blue-chip companies. Products are delivered via a range of same day, time critical deliveries and collections throughout the UK. Recent investment in a new bespoke transport management system, supports the operations management team.



Turnover
2022



EBITDA
2022



Project Arizona

PET FOOD WHOLESALE AND DISTRIBUTION

FREEHOLD

Ref. 49475
WEST MIDLANDS

The business was established by our clients in 1973 and has established itself as a leading pet trade wholesaler supplying a whole range of pet food and accessories throughout the midlands region and beyond. Only servicing the needs of the wholesale trade it has grown over the years to today's trading level. The business supplies in bulk to the end retailer.

The business offers its customers a very wide range of pet food for all sizes and shapes of animals, dogs, cats, birds, fish, small animals, livestock, equine and poultry. There is also an extensive range of toys, accessories, leads, cleaning products and treats.



Turnover
2022



EBITDA
2022



Project Thunder

E-LIQUID MANUFACTURER & VAPE RETAILER

FREEHOLD

Ref. 50140
SCOTLAND

Opportunity to acquire a vape retailer and e-liquid manufacturer with multiple locations across Scotland and recent expansion into England. Operating for over a decade, the business offers vape hardware and vape e-liquids, the latter of which is manufactured to a unique formula in its factory. Premises are a mixture of freehold and leasehold, with further premises being sourced for growth. With 100+ active clients registered, the business has built strong relationships, visible in referrals received. Operations are handled by a partial management structure.



Turnover
2022



EBITDA
2022



Project Cleese

PRIVATE HIRE PASSENGER TRANSPORTATION

LEASEHOLD

Ref. 50299
SOUTH WEST

Project Cleese offers its services to a range of commercial and domestic clients with a client base comprising of various sectors such as the local authority, Olympians, schools, and airport runs.

Demand for the services Project Cleese offers is growing. Any potential buyer has the opportunity to continue the growth of the company as there is a disproportion between supply and demand in the area. Competition is limited due to no other company offering the high levels of professionalism and customer service that the company prides itself on.



Turnover
2023



EBITDA
2023



Contact Us

To discuss how our team of M&A specialists can help you with your acquisition strategy, contact us today:



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