



# CORPORATE PORTFOLIO

APRIL 2024

# 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 CHILLI

**Project Chilli is a UK-based AOC holder providing aircraft management and non-schedule air charter.**

The business conducts flights with several popular helicopters well-known within the industry.

The company has a team of subcontractors all Form Five Approved by the Civil Aviation Authority who only bill the company for work completed allowing for flexibility.

Primarily offering corporate charters, the business also offers aircraft procurement and consultancy services which could be easily expanded upon.

**Ref. 50727**

UK



Turnover  
2022

**£1.8m**



Flight Hours  
Completed

**c.400h**



## PROJECT NOBLE

**Project Noble is a UK-based beverage manufacturer, specialising in spring water.**

The business also manufactures a wide range of beverages including value-added drinks such as protein water and kombucha.

The company is based on a large freehold site with four factories and additional space to accommodate growth. With production only using around 50% of water available on site, output could be easily scaled.

Operating as a key ingredient in client's products Project Noble has cemented itself as a key supplier, producing value-added drinks and in some cases managing distribution.

**Ref. 50747**  
UK



Forecasted  
Turnover 2023

c.£4.8m



Forecasted Adjusted  
EBITDA 2023

c.£1.7m



## PROJECT FODEN

**Project Foden is a UK-based specialist nutritional food, contract manufacturer.**

The business manufactures a wide range of popular products and flavours, with well-established sales channels via wholesalers, distributors and retailers.

Having already achieved substantial year-on-year growth, there is considerable potential for the company to increase its scalability and expand under the direction of new owners.

**Ref. 50755**  
UK



Turnover  
2023

£2.6+m



Adjusted EBITDA  
2023

£535k



## PROJECT ELDER

**Our client specialises in a broad range of panelling products as well as panel trims and essentials.**

Project Elder operates from the UK and has the ability to increase in scalability and growth under the direction of new owners.

Well-established within their sector, Project Elder offers products to a variety of customers, most of which are trades people who generate repeat revenue.

Project Elder caters to many markets some of which include construction and building materials, interior design and fit-out, industrial and commercial construction, acoustic solutions, and specialised application.

With the recent and consistent growth in the demand for these products, Project Elder is ideally placed to provide for this developing demand.

**Ref. 50598**

UK



Forecasted  
Turnover 2025

c.£7.5m



Forecasted Adjusted  
EBITDA 2025

c.£2.5m



## PROJECT NUTMEG

**Project Nutmeg represents the opportunity to acquire a group of companies supplying test rigs, specialist control panels and software engineering primarily into the aerospace sector.**

The group specialises specifically in power motion and control products, along with electrical control systems and software engineering.

The group prides itself on quality and support across all their products, leading to an excellent reputation and long lasting customer relationships.

The business has an extremely strong presence in the Aerospace sector, with huge potential for growth within the military supply chain.

The group are currently delivering a wide portfolio of projects for numerous blue-chip companies, serving a diverse client base, with their work continuing to draw attention from large brands.

**Ref. 50614**

UK



Turnover  
2024

c.£4m+



Adjusted EBITDA  
2024

c.£552k





## PROJECT CHIVES

**Project Chives represents the opportunity to acquire a sustainable solutions company that offers smart and compliant organic product and by-product solutions.**

Their services include environmental consultancy, sourcing of feedstocks for anaerobic digesters, distribution, and regulatory compliance. They focus on developing long-term relationships and cost-effective strategies, continually seeking new solutions for the materials they handle. They have a robust customer pipeline, including exclusive contracts with clients and producers.

With 30 years of experience, the business boasts a unique blend of practical experience and technical knowledge, leading to high customer retention.

Project Chives property is available on a leasehold basis, offering the potential for relocation.

**Ref. 50723**  
RELOCATION



Forecasted  
Turnover 2024

£2.9m+



Forecasted Adjusted  
EBITDA 2024

£945k+



## PROJECT VIVALDI

### 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.

### LEASEHOLD

**Ref. 50005**  
SOUTH WEST



Turnover  
2022

**£9m**



Adjusted EBITDA  
2022

**£700k**



## PROJECT SOLAR

**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.

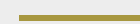
### LEASEHOLD

**Ref. 49821**

SOUTH OF ENGLAND



Turnover  
2022



Adjusted EBITDA  
2022





## PROJECT ARIZONA

### Opportunity to acquire a pet food wholesale and distribution.

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.

### FREEHOLD

**Ref. 49475**

WEST MIDLANDS



Turnover  
2023

£26m



Adjusted EBITDA  
2023

£1.4m

# Bolt-On Acquisitions

in association with Kings Corporate



## PROJECT CHIA

**Our client manufactures, sells and hires high power demagnetizing equipment for welding. The small team support the products with advice, training, calibration and consultancy.**

Project Chia operates worldwide from its base in the UK, and has the ability to scale geographically and grow under the direction of a new owner.

With the products they offer, Project Chia delivers robust, portable, and high-power demagnetizers and magnetic instruments used by leading welding companies worldwide.

Project Chia caters to many markets including oil and gas, power stations and infrastructure.

Revenue within the energy sector is currently growing strongly, placing Project Chia in an ideal position for this increase in demand.

**Ref. 50638**

UK



Forecasted  
Turnover 2024

£700k



Forecasted Adjusted  
EBITDA 2024

£530k



## PROJECT RYE

**Project Rye is a textiles wholesaler primarily specialising in military supply.**

The business also provides materials used in the healthcare sector.

The company has been operating for over 45 years. With c.80 active clients, it has the capability to supply specialist fabrics into any market.

Operating with a long-standing network of suppliers and clients across the globe, the business works closely with their clients and suppliers alike to source suitable textiles.

**Ref. 50644**  
UK



Turnover  
2022

**£2.3m**



Adjusted EBITDA  
2022

**£250k+**



## PROJECT TRACK

**An excellent opportunity to acquire a highly respected third party 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.

**LEASEHOLD**

**Ref. 49907**  
**SOUTH EAST**



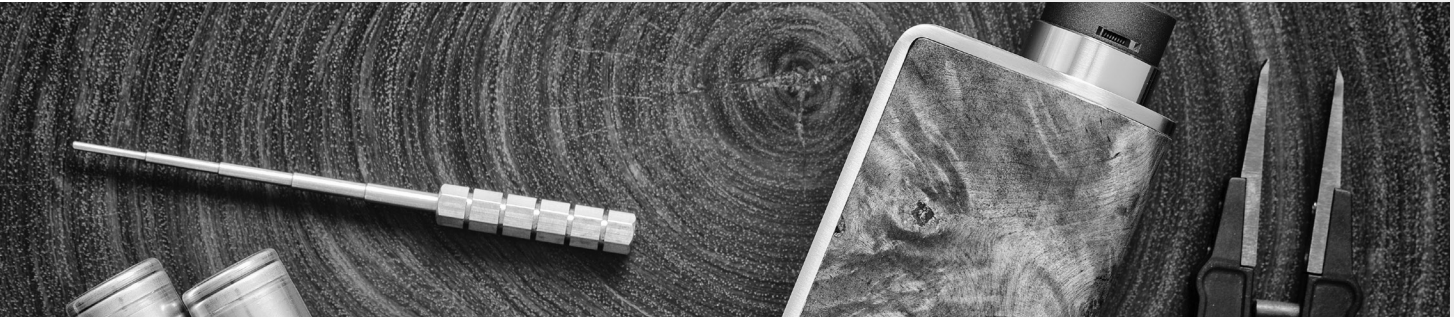
Turnover  
2022

**£2.7m**



Adjusted EBITDA  
2022

**£667k**



## PROJECT THUNDER

**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.

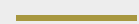
**FREEHOLD**

**Ref. 50140**  
SCOTLAND



Turnover  
2022

£1.4m



Adjusted EBITDA  
2022

£693k





## PROJECT CLEESE

**Project Cleese offers private hire passenger transportation. 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.

**LEASEHOLD**

**Ref. 50299**

**SOUTH WEST**



Turnover  
2023

**£780k**



Adjusted EBITDA  
2023

**£335k**

# Contact Us |

Contact us to find out more about any of the projects listed in this portfolio or to discuss our complete corporate business sales and acquisitions service.



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