



M&A, Funding & JV Opportunities August 2023

Funding Sought

Sector

Cyber-Security (ref 699)

Location

UK

Raise

£500k+

Intelligence led SaaS platform for global insurance companies and managed services providers to predict and prevent cyber attacks on their clients. Positioned to accelerate a significant pipeline of opportunities in the UK, US and Asia markets. Seeking £500k+ ahead of a Series A raise in 2024.

And:

We are aware of a number of UK based pre-seed and seed funding opportunities up to £300k (usually at a min of £50k). Please contact us with your sector/type of preference.

Business for Sale

Sector

Motorsports & Specialist Vehicle
Engineering Solutions ref 700

Location

Sth England

Annual Sales

£5M+

Precision Fabrication and Thermal Insulation solutions to the Motorsport and Automotive sectors. Working with multiple specialist vehicle operations of OEM manufacturers and independent experts this business has a World-class customer base. Well established, highly profitable, a strong operational mgt team in place and a growing business. Skillsets suited to other sectors including Aerospace, Defence, Medical and Energy. EBITDA £900k+. Owners seeking to retire.

Businesses Seeking an M&A Strategy

All Sectors

We act for owners of profitable businesses, looking to exit or grow by acquisition. For a confidential discussion on achieving your exit ambitions; Contact me at junefinnigan@hoareworth.com

Page 1 of 2

Businesses Sought

Sector	Location	ARR
Software b2b (Ref 701)	UK + Europe	£3M+
Seeking to acquire an Enterprise Software business with 80%+ recurring revenue. Cloud or on premises.		

Sector	Location	Sales
Mfr/Industrial b2b (Ref 697)	UK	£5M+
Seeking to acquire an Owner managed business with recurring revenue in testing/inspection/supply of regular products to Tier2 or Tier1 in Automotive/Aerospace/Space/Energy sectors.		

Sector	Location	Sales
Aerospace/Engineering (Ref 694)	UK	£2m +
Seeking predominantly Aerospace Engineering companies to add to a growing business portfolio. Turn Arounds or Going Concerns considered.		

Sector	Location	Sales
Engineering & Industrial (Ref 691)	UK and Europe	£10M +
International Group seeking to acquire businesses in: Pump Solutions Industrial Winch, Hoists and Gearbox Product ID, Electronic Technologies Energy Products, Refrigeration Display, Coolers & Freezers.		

Sector	Location	Sales
Law, Trade Mark & Patent Agent Firms (Ref 693)	UK	Any
Any size law firms, Trade Mark or Patent Agents. Specialists in shipping or Immigration. Not property. Possibly Accountancy Firms in most jurisdictions.		

Sector	Location	Sales
All Sectors	UK/Ireland	£2M +
Companies looking to raise Growth Capital or Equity Release, partial or full. £600K to £3M EBITDA.		

JV Opportunity

Sector	Location	Fund Raising
Accelerating Innovative Technology (Ref 621)	London	> £10m

The Shoreditch Accelerator Ltd, the most innovative accelerator in the UK, is seeking to partner with a **Family Office** or **HNW** private investor providing the opportunity to engage with early stage companies. For more info <mailto:paul.finnigan@theshoreditchpartnership.co.uk>

Other Opportunities We may not have included larger M&A opportunities that due to their profile may easily be identified. Please contact us if you are looking to acquire or sell a business in the £10M+ annual turnover range.