



M&A, Funding & JV Opportunities July 2020

For Sale

Sector Specialist Engineering Ref (678)	Location Sth England	Sales pa £3m+
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Working with multiple specialist vehicle operations of OEM manufacturers and independent experts this business has a World-class customer base. Well established, profitable, a strong mgt team in place and a growing business. The owners seek an exit to concentrate on other activities.

Businesses Sought

Sector Distribution/ Wholesale & Manufacture Ref (658)	Location UK & Ireland	EBITDA £0.5m to £5m
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Private Investors seeking to acquire successful SME businesses in niche markets of Distribution/Wholesale & Manufacturing. Looking to pay sensible amounts with the majority of the funding upfront (i.e. not looking for vendors to pay for their own businesses!). Flexible on management remaining or departing, retirement sales also considered.

Sector IFA Firms (ref 677)	Location London	Funds Under Mg £500m+
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Fund Mgt Boutique seeking to acquire/invest in IFA firms with Discretionary Funds under Mgt.

Fund Raising/Private Equity Sought

Sector Cyber-Security (ref 673)	Location London	Fund Raising £2m
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A SaaS tool that provides consumers and SMEs with a cybersecurity credit score and remediation tools. Embedded in cyber insurance policies or offered by banks to their clients assessing over 70 risk factors before giving each one a score and tailored plan on how to mitigate their cyber risk. Major global brands already signed and existing investors followed on, seeking additional funding of £2m to accelerate the sales pipeline ahead of a Series A in 2021. *Eligible for EIS.*

Exit Strategy - Industry Sale/Secondary Private Equity

Sector Digital Property Portal (ref 672)	Location London	Fund Raising £350k
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A decentralised network that connects all key players in the property letting and sales market on a single platform. On-boarding estate agents and integrating with platform partners. Seeking new equity to accelerate the on-boarding. Eligible for EIS. *£75k of the £350k remaining.*

Exit Strategy - Industry Sale

Sector Regtech - Risk Managing Uncertainty (ref 674)	Location London	Fund Raising £500k+
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Advanced analytics tool for Financial Institutions to form strategies to survive and achieve their business goals in the face of uncertainty. Partnered with a top three financial software global solutions, the Company is positioned for rapid growth. Seeking £500k to accelerate the business. *Eligible for EIS.*

Exit Strategy - Industry Partner/Private Equity

Sector Commercial Property (ref 676)	Location London	Fund Raising £250k
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Using a decentralised network that connects all key players in the lower to mid Commercial property letting and sales market on a single platform. Seeking equity of £250k to launch the platform. *Eligible for EIS.*

Exit Strategy - Industry Sale/Secondary Private Equity

Fund Raising/Private Equity Sought/cont..

Sector MarTech App using AR (ref 675)	Location London	Fund Raising £350k
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Marketing tool for SME's to digitally offer deals/promotions to existing and new customers. Free to download, customers can, with one click of their smartphone claim the deal/offer. Available on both iOS and Android, the App provides gamified and geo-located targeted promotions. Soft launch completed, concept proven, senior sales person to be on-boarded. Seeking up to £350k to accelerate the business. *Eligible for EIS.*

Exit strategy - acquisition by one of the big 5 digital companies

JV Opportunity

Sector Accelerating Innovative Technology (ref 621)	Location London	Fund Raising > £1.5m
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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.

Following the successful funding of its first 3 Cohorts the Company will engage with a further 8 to 10 companies and/or entrepreneurs, primarily within the Fintech, Regtech, IOT and Blockchain/DLT space. For more info <mailto:paul.finnigan@theshoreditchpartnership.co.uk>

Other Opportunities We have not 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.