



M&A, Funding & JV Opportunities November 2020

Business for Sale

Sector Precision Fabrication & Thermal Insulation Solutions Ref (678)	Location Sth England	Sales f/cast '21 £3.3M
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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, highly profitable, a strong mgt team in place and a growing business. Skillsets suited to other sectors including Aerospace, Defence, Medical and Energy. Owners seeking to retire/concentrate on other activities.

Fund Raising/Private Equity Sought

Sector Digital Property Portal (ref 672)	Location London	Fund Raising £150k
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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. *£150k of a £350k raise remaining.*

Exit Strategy - Industry Sale

Sector Dog Grooming App (ref 680)	Location London	Fund Raising £150k
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The UK's first app for finding, booking and reviewing your local dog groomer. The go to app, working to become the gold standard of dog groomers through a rating system providing dog owners with the opportunity to interact with the dog Groomer plus booking and services. Seeking equity of £150k to launch the App and Platform. *Eligible for SEIS.*

Exit Strategy - Industry Sale

Fund Raising/Private Equity Sought/cont...

Sector	Location	Fund Raising
Organic Food, Juices & Smoothies (ref 681)	London	£150k

Online and retail outlet aiming to significantly grow on its initial success and emulate a US based success story providing healthy and certified organic food and juices. Seeking £150k seed funding. Opportunity for industry experienced hnw's to add their expertise. *Eligible for SEIS.*

Exit Strategy - Industry Sale

Sector	Location	Fund Raising
Regtech - Risk Managing Uncertainty (ref 674)	London	£500k+

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	Location	Fund Raising
MarTech App using AR (ref 675)	London	£350k

Marketing tool for major companies and SME's to digitally offer deals/promotions to existing and new customers. Free to download, one click of their smartphone customers 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

Sector	Location	Fund Raising
Commercial Property Portal (ref 676)	London	£250k

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	Location	Fund Raising
Cyber-Security (ref 673)	London	£1.5m

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. Forecast sales of £3.3m in calendar year 2021. Seeking additional funding to accelerate the sales pipeline ahead of a Series A in 2021. *Eligible for EIS.* **FULLY FUNDED**

Exit Strategy - Industry Sale/Secondary Private Equity

Businesses Sought

Sector	Location	EBITDA
Distribution/ Wholesale & Manufacture Ref (658)	UK & Ireland	£1m to £5m

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	Location	EBITDA
B2B SaaS/Services Orientated Ref (679)	UK	£1m+

Private Investor Group seeking to acquire a successful business in outsourced services with contractual revenues of a min of 50% of annual revenue. Flexible on ownership transition.

Sector	Location	Funds Under Mgt
IFA Firms (ref 677)	London	£500m+

Fund Mgt Boutique seeking to acquire/invest in IFA firms with Discretionary Funds under Mgt.

JV Opportunity

Sector

Accelerating Innovative Technology
(ref 621)

Location

London

Fund Raising

> £5m

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 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.

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