

NCA SEARCH FUND 12 BY WILL HUNNAM

TARGET COMPANY CRITERIA

REGION

United Kingdom

INDUSTRIES

Search core;

- **Engineering services** – such as consulting, design, specialist testing services as examples. Other will be considered
- **Light manufacturing** – high value-add light manufacturing, well positioned to help customers with reshoring of their supply chain

Opportunistic;

- **Robotics and automation** – system design, installation, monitoring and maintenance

CUSTOMER SEGMENTS

A suitable target business must either have identifiable growth in their service or their existing customer base as a result of the UK government Net Zero 2050 climate commitment, and the surrounding legislative changes.

These areas could relate to;

- Alternative-fuel vehicles and the necessary infrastructure
- Renewable energy and energy efficiency
- Energy storage
- Heating & ventilation systems



CORE ATTRIBUTES

- Profitable stable business
- Positive cashflow
- 10+ years of trading history
- Recurring revenues
- Asset-light (low PPE to Sales ratio)
- Willing to sell full controlling stake

FINANCIAL REQUIREMENTS

- Revenue range - £10 Million to £50 Million
- EBITDA range - £2 Million to £5 Million
- EBITDA Margin – greater than 10%

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