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FEATURED
INTERNATIONAL
OPPORTUNITIES





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Commercial Fit-Out & Building Contractors - VEN1108

SECTOR: BUILDING & CONSTRUCTION

LOCATION: UK

Commercial fit-out & building contractors undertaking full fit-outs, new-build projects, refurbishments & night-work refreshers mainly to the retail, leisure & hospitality sectors. The company acts as a main contractor, having in-house joinery capabilities together with a wide-ranging service offering including demolition, strip-out, MEP and project supervision & management.

REVENUE: GBP 26.5M EBITDA: GBP 5.5M

Client Centric Roofing Contractor Operating in the Refurbishment & New Build Sectors - BUI1694

SECTOR: BUILDING & CONSTRUCTION

LOCATION: SOUTH UK

Roofing contractor, with c95% of work being undertaken as a principal contractor, offering services such as flat roofing, cladding, pitched roofing, as well as a design and maintenance service. Additionally, the company undertakes construction services such as window walling, landscaping and internal / external decoration.

REVENUE: GBP 28.8M EBITDA: GBP 7.4M

Leading Custom Pool Contractor for Homebuilders - MED051

SECTOR: BUILDING & CONSTRUCTION

LOCATION: SOUTHEAST US

The company designs and builds upscale, custom pools in an affluent market. It works strictly with homebuilders and built nearly 700 pools in 2016 alone. The business is highly-regarded for its ability to handle complex design work, and its consistency when meeting builders' schedules.

REVENUE: USD 36M EBITDA: USD 7.8M

Supplier of Comprehensive Range of Services to the Live Events Industry - HIR680

SECTOR: HIRE

LOCATION: SOUTH AFRICA

This market leader has an impressive portfolio of successful past projects to which it has added significant value with a full range of services for events, be it an informal business function or a full-scale stadium concert.

REVENUE: USD 31M EBITDA: USD 5M

Multinational Importer & Distributor of Tile, Stone Slabs, & Plumbing Products - RET1377

SECTOR: DISTRIBUTION & STORAGE

LOCATION: SOUTHWEST US

A collection of Texas-based businesses, operating as if they were a single organization. Collectively, they import and distribute a comprehensive range of sinks, tile, tools, stone slabs (granite, quartz, quartzite, onyx, and marble), and plumbing products to the residential and commercial construction markets. In addition to supplying stone fabricators, builders, and contractors, the businesses supply many tile stores around the country.

REVENUE: USD 30.5M EBITDA: USD 3M

Oil and Gas Equipment Product Manufacturer in Southern US - MIS1545

SECTOR: MANUFACTURING & INDUSTRIAL

LOCATION: SOUTHWEST US

A full service machine shop offering professional manufacturing, machine work and parts assembly primarily for the oil and gas market. Products are principally parts used in fracking as well as float equipment.

REVENUE: USD 23.7M EBITDA: USD 6.8M



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Leading Design-Build Construction Firm – BUI1455

SECTOR: BUILDING & CONSTRUCTION LOCATION: SOUTHWEST US

This is a commercial, institutional, and industrial general contractor, specializing in retail and utility infrastructure construction. They are an approved general contractor for multiple national retail chains and their clients include international developers, big-box retailers, power utility companies, and gasoline/convenience store operators.

REVENUE: USD 28.5M EBITDA: USD 1.2M

Water & Waste Water Treatment Facility Construction – BUI1459

SECTOR: BUILDING & CONSTRUCTION LOCATION: EAST FLORIDA

A state-certified general contractor specializing in water and wastewater (sewer) treatment facilities in Florida. Operating for nearly three decades, the company has experience with new construction, modifications of existing facilities for regulatory compliance, and capacity upgrade for increased demand and quality. The company is a member of the American Water Works Association, Florida Rural Water Association and the Design Build Industry of America and has an aggregate bonding capacity of \$60M.

REVENUE: USD 22M EBITDA: USD 1.5M

Leading Maritime Deck Equipment Designer and Manufacturer – MAN1555

SECTOR: MANUFACTURING AND INDUSTRIAL LOCATION: MIDWEST US

An industry leading marine deck equipment designer and manufacturer providing custom engineered equipment including capstans, anchor windlasses, winches, deck fittings, accommodation ladders/gangways, anchors and specialty castings and fabrications. A long-term supplier to the US Navy, USCG, USACE, and commercial marine operators and shipyards throughout the world. Products are designed and certified to regulatory approvals such as; OCIMF, ABS, Lloyds, DNV, Bureau Veritas, ISO, Navsea, ASTM, JIS, and NVR as required.

REVENUE: USD 8M EBITDA: USD 1M

Global Manufacturer of Quality Headwear – MAN1609

SECTOR: MANUFACTURING & INDUSTRIAL LOCATION: SOUTH AFRICA

With a substantial investment in state-of-the-art equipment, this dominant group has become a world-class and market leader in apparel and headwear, serving both the retail and promotional markets.

REVENUE: USD 21.5M EBITDA: USD 2.3M



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Technical Engineering & IT Consulting Services and Professional Staffing Firm – MIS1396

SECTOR: CONSULTING

LOCATION: SOUTHWEST US

The company provides technical engineering, information technology consulting services, and professional staffing to Fortune 500 customers in the life sciences, quality assurance, aerospace, engineering, and manufacturing operations industries.

REVENUE: USD 21.1M EBITDA: USD 3.9M

Distributor of High-Quality Industrial Fasteners – VEN661

SECTOR: MANUFACTURING

LOCATION: NORTH ENGLAND UK

Distributor of high-quality industrial fasteners to blue-chip clients in a variety of sectors including oil & gas, automotive, defence, power generation & fast-moving consumer goods. Provides a wide range of standard & bespoke threaded fasteners and turned & pressed parts.

REVENUE: GBP 8.2M EBITDA: GBP 2.6M

Major Manufacturer of Bespoke Enclosures & Supplier of Diesel Generators – MAN1907

SECTOR: MANUFACTURING & INDUSTRIAL

LOCATION: UK

Manufacturer of bespoke enclosures, housing generators, switchgear, UPS (uninterruptible power supply) and diesel fuel tanks, providing its blue-chip client base with planning, design & technical assistance. Backed by its in-house manufacturing facilities the company provides critical, effective and reliable power solutions across a diverse blue-chip client portfolio such as banks, data centres, telecoms, prisons, and hospitals.

REVENUE: USD 16.1M EBITDA: USD 1.8M

Electrical Construction and Maintenance Services Provider – BUI1845

SECTOR: IT & TELECOMS

LOCATION: SOUTHWEST US

The company provides electrical infrastructure construction and maintenance for the oil and gas industry. The company is also responsible for the maintenance of oil wells and equipment as well as providing electrical services for these companies.

REVENUE: USD 15.7M EBITDA: USD 4.4M

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LOCATION: UK

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REVENUE: GBP 18.2M EBITDA: GBP 2.2M

Collection of Companies that Provide Metal Recycling & Auto Repair, Tow, and Sale – MIS1201

SECTOR: MISCELLANEOUS

LOCATION: SOUTHWEST US

The offering is a collection of eight separate, vertically aligned entities. The companies provide auto collision repair, scrap metal recycling and shredding, auto impound, auto sales and rental, and towing services to the Houston market. Although the companies serve different customer markets, they each offer products or services that compliment the other businesses.

REVENUE: USD 14.4M EBITDA: USD 2.4M



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Specialty Hospitality Sourcing Company – MAN1919

SECTOR: DISTRIBUTION & STORAGE

LOCATION: SOUTHEAST US

The company is a specialized hospitality goods procurement company. The company sources, develops and distributes products ranging from bell carts to ironing boards for major hotel chains and top distributors in the hospitality industry.

REVENUE: USD 14.2M EBITDA: USD 2.3M

Online Fashion Retailer with Strong Technological Foundation – ONL278

SECTOR: ONLINE/E-COMMERCE

LOCATION: SOUTH AFRICA

With over 150 suppliers across 400 brands and consistently appearing among the top ten online revenue generators in South Africa, this company boasts strong financial performance combined with distinct and growing brand equity in a highly profitable niche sector.

REVENUE: USD 14M EBITDA: USD 800K

Market Leading Impact Company Operating in the Climate & Development Impact – ENV611

SECTOR: ENVIRONMENTAL

LOCATION: INTERNATIONAL

Market leading impact business operating in the fast-growing climate & development impact space. As a highly & consistently pro table certified B corporation, operating within the public & private sector, the company delivers award- winning programmes designed to tackle poverty, improve health, & protect the environment.

REVENUE: GBP 9.9M EBITDA: GBP 3.2M

Long-Established Provider of Cotton Gin Plant Equipment & Other Industrial Services – RET1094

SECTOR: RETAIL

LOCATION: SOUTHWEST US

Texas-based equipment distribution and engineering services company that provides technical solutions and overhaul services to industrial plants. Its core business includes the sale and repair of electric motors, air compressors, programmable controls, variable frequency drives, gear reducers, and power transmission equipment. The company has a line of proprietary equipment that helps plants across the nation operate efficiently.

REVENUE: USD 13.7M EBITDA: USD 838K

Comprehensive Provider of Commercial Flooring – BUI1863

SECTOR: BUILDING & CONSTRUCTION

LOCATION: SOUTHWEST US

The company provides turn-key flooring services for all types of projects and oversees each one from beginning to end. Targets commercial customers in the Southeast and provides distribution logistics and installation services. The company also offers consulting on specifications, subfloor testing, product selection, reclamation, and material recycling in commercial buildings.

REVENUE: USD 13.3M EBITDA: USD 2.9M

Leading Solid Waste Management Firm – REN288

Two related companies provide full-service solid waste and recycling management services on a local and national level. The companies are operating in growth mode with strong margins and have multi-year contracts in-place with large, commercial customers that provide recurring revenue streams each month.

REVENUE: USD 12.7M EBITDA: USD 1M



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Manufacturer of Industrial Cleaning and Filtration Devices – REN278

SECTOR: MANUFACTURING & INDUSTRIAL LOCATION: SOUTH FLORIDA

The company is a designer, manufacturer and distributor of technically sophisticated gas cleaning and filtration products that are used primarily for air and water pollution control.

REVENUE: USD 12.7M EBITDA: USD 1M

Specialized International Cotton Services Company – MAN1568

SECTOR: MANUFACTURING & INDUSTRIAL LOCATION: SOUTHEAST US

The company manufactures, sells and services a full line of cotton ginning machinery throughout the major cotton producing areas of the world. It offers full engineering capabilities to complete the erecting and operation of a cotton ginning facility. In addition they provide parts and repair services in Texas and Missouri.

REVENUE: USD 11.4M EBITDA: USD 544K

Architectural Planning Company with Multiple Specialties – VEN448

SECTOR: BUILDING & CONSTRUCTION LOCATION: SOUTHWEST US

The company is an architecture and planning company that specializes in the general practice of architecture with an emphasis on higher education, K-12 education, corporate, student housing, renovation, and adaptive re-use projects.

REVENUE: USD 10.7M EBITDA: USD 3.3M

Market Leading Ceramic Tile & Flooring Distributor – DIS378

SECTOR: DISTRIBUTION & STORAGE LOCATION: UK & IRELAND

A reputable distributor of ceramic tile, hardwood & laminate flooring, in addition to related ancillary products. Products are supplied to customers in domestic, commercial, & industrial premises across national and international markets.

REVENUE: EUR 8.3M EBITDA: EUR 1.1M

A Market Leading Supplier of Pipeline Products to Clients Operating in a Diverse Range of Industries – MAN1238

SECTOR: MANUFACTURING & INDUSTRIAL LOCATION: UK & IRELAND

Supplies market leading ranges from internationally recognised manufacturers on an exclusive supply basis, directly to clients, & through a number of re-sellers across the water & waste water, sewerage, fire protection & mechanical service industries.

REVENUE: EUR 9.2M EBITDA: EUR 1.3M

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Provider of General Oilfield Construction Services & Supplier of Industrial Equipment – REN306

SECTOR: RENEWABLES / ENERGY

LOCATION: SOUTHWEST US

Two Texas-based corporations that provide general oilfield construction and maintenance services and industrial supplies to the oilfield market. The Companies operate from six locations throughout south Texas. General maintenance and oilfield construction services include excavation and installation for production entities and pipeline transportation entities. The supply and service company offers equipment and supplies such as pipes, valves, hoses, controllers, regulators, safety equipment, other industrial tools and accessories.

COMPANY 1 REVENUE: USD 2.3M
COMPANY 2 REVENUE: USD 8.3M

Fire Engineering Consultancy Designing Bespoke Risk Management Solutions – ENG1172

SECTOR: MOTOR, TRANSPORT & MARINE

LOCATION: UK

Fire engineering consultancy designing bespoke solutions for blue-chip property developers across a variety of sectors including commercial and residential. The company has extensive computational modelling capabilities which it uses to assess fire engineering proposals and address potential fire hazards and risks. It also provides a full range of fire risk management services, enabling clients to benefit from architectural freedom, as well as adding design value.

REVENUE: GBP 2.7M EBITDA: GBP 1.8M

Specialized Architectural and Engineering Firm – ENG1368

SECTOR: ARCHITECTURE/ENGINEERING

LOCATION: MIDWEST US

A leading architectural and engineering firm with a solid reputation in the industry for over 35 years specializing in custom cinema and entertainment.

REVENUE: USD 8.1M EBITDA: USD 2.8M

Well-Established Supplier of Plant Hire Equipment – BUI1965

SECTOR: BUILDING & CONSTRUCTION

LOCATION: SE ENGLAND UK

Highly reputable supplier of plant hire equipment, predominantly to the commercial building sector. Operates throughout the south east of England, providing a wide range of plant for hire, alongside the hire of operatives for any aspect of groundworks needed.

REVENUE: EUR 7.5M EBITDA: EUR 2.4M

Leading Paperboard Distributor Serving Diverse Markets – MAN1897

SECTOR: MANUFACTURING & INDUSTRIAL

LOCATION: UK & IRELAND

An independent stockist & distributor of paperboard products, offering a wide selection of brands from the world's leading mills. The company supplies sectors ranging from pharmaceutical, food, IT, sign & display, to graphical & industrial markets.

REVENUE: GBP 16.3M EBITDA: GBP 1.3M



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Leading Utility Infrastructure Provider Serving All Major UK Gas Networks – ENG1316

SECTOR: ENGINEERING

LOCATION: UK

Lloyd's registered utility infrastructure provider (UIP) specialising in the provision of gas mains, services, & meters to new domestic & commercial developments across the UK.

REVENUE: EUR 16.8M EBITDA: EUR 2.4M

Multi-Location Urgent Care Clinic – CAU450

SECTOR: HEALTHCARE

LOCATION: FLORIDA

The company operates four urgent care clinics in key population centers in Florida. It is known for competitive pricing and a superior quality of personal care. Management has created a turnkey model for medical services that can be easily deployed to new locations.

REVENUE: USD 6.2M EBITDA: USD 1.3M

Low Voltage Structured Cabling Provider for the Austin & San Antonio Markets – VEN224

SECTOR: MOTOR, TRANSPORT & MARINE

LOCATION: TEXAS

Austin-based company that provides low voltage cabling services to the Texas market. It specializes in the installation and maintenance of data, security, fiber optics, audio/visual systems, and structured cabling for inside and outside plant infrastructures.

REVENUE: USD 5.8M EBITDA: USD 1.7M

Designs, Manufactures & Supplies Electric Heat Storage Cookers – MAN1044

SECTOR: BUILDING & CONSTRUCTION

LOCATION: SOUTHWEST US

Designs, manufactures & supplies electric heat storage cookers for the high-end domestic marketplace. One of the largest UK owned, environmentally responsible storage cooker brands, the company's cookers fulfill both the roles of cooking & heating, maintaining warmth for 24 hours a day.

REVENUE: GBP 5.8M EBITDA: GBP 1.8M

Manufacturer of a Wide Range of High Quality Precast Concrete Products – MAN1825

SECTOR: MANUFACTURING & INDUSTRIAL

LOCATION: UK & IRELAND

Market leading manufacturer of high quality precast concrete products, incorporating processes such as prestressing, dry casting, wet casting & hydraulic pressing. Primarily provides services to clients in the construction industry including several blue-chip customers.

REVENUE: EUR 4.6M EBITDA: EUR 1M

Expert SEO Digital Marketing Agency – PRO1614

SECTOR: MARKETING

LOCATION: MIDWEST US

The company is a full-service digital marketing company with a proprietary SaaS Content Management platform. The company specializes in SEO and online advertising with the most cost effective methods.

REVENUE: USD 5M EBITDA: USD 1M



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Bespoke Provider of Electrical Panels & Control Automation Projects – ITT1040

SECTOR: IT & TELECOMS

LOCATION: UK & IRELAND

Electrical and automation engineering company that designs and manufactures bespoke electrical control panels for use in the company's own projects & for end-users. The automation division delivers solutions to clients for the purpose of machine and process control, as well as the monitoring and recording of manufacturing information.

REVENUE: EUR 4M

EBITDA: EUR 839K

Reseller of Fleet Telematics Systems – RET1030

SECTOR: IT & TELECOMS

LOCATION: SOUTHEAST US

A leading reseller of GPS systems and software, used by both public and private entities operating fleets of up to 1,000 vehicles, is looking for new ownership. The company has developed GPS software capable of integrating data from numerous GPS devices and has a highly scalable and relocatable business model.

REVENUE: USD 4.6M

EBITDA: USD 619K

Mud Logging Company with Patented Software – PRO1512

SECTOR: PROFESSIONAL SERVICES

LOCATION: SOUTHWEST US

The company offers geological services and geological support services to assist companies with mud logging. It also offers in-house patented software services and mobile logging units.

REVENUE: USD 4.6M

EBITDA: USD 1.1M

Luxury Hospitality Portfolio Spanning Cape Town, Big 5 Safari Destinations and Garden Route Beaches – LAN1030

SECTOR: LAND & PROPERTY

LOCATION: SOUTH AFRICA

World-renowned for Big 5 wildlife safaris, the international playground city of Cape Town, and Garden Route natural splendour, South Africa boasts a consistently expanding tourism industry. Acquire a portfolio of boutique hotels and lodges in malaria-free destinations in this distinctive country.

REVENUE: USD 4.5M

EBITDA: USD 1.2M

IceBar Orlando – FOO177

LOCATION: FLORIDA

IceBar Orlando, located on famous International Drive and located ½ mile from the Orlando Convention Center, is looking for new ownership. The company hosts both public nightlife and private events for corporate customers attending conventions in Orlando.

REVENUE: USD 2.4M

EBITDA: USD 597K

Software Publisher For The ERP, Food, and Manufacturing Industries – PRO1353

SECTOR: PROFESSIONAL SERVICES

LOCATION: SOUTHWEST US

The company develops and implements industry-focused integrated Enterprise Resource Planning (ERP) software. It specializes in industries such as food processing and equipment manufacturing where safety and quality control are mandated by business and regulatory requirements.

REVENUE: USD 2.2M

EBITDA: USD 1.7M



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Civil Engineering and Land Surveying Company - ENG1323

The business is a civil engineering and land surveying firm focused on land development. The company provides these services to land development projects including residential subdivisions, utilities, drainage projects, and commercial site plans.

REVENUE: USD 2.2M EBITDA: USD 857K

Designer of Sunshades and Visors for Aircraft - MAN1311

SECTOR: MANUFACTURING & INDUSTRIAL LOCATION: SOUTHEAST US

The company designs, engineers, and assembles sun protection systems for national and international commercial aircraft and business jets. The AS 9100-C certified company has crafted an extremely competitive pricing strategy after years of identifying strategic vendors in Southeast Asia.

REVENUE: USD 2.2M EBITDA: USD 919K

International Recruitment & Search Consultancy with Manned Offices Worldwide - REC1027

SECTOR: RECRUITMENT LOCATION: INTERNATIONAL, 5 LOCATIONS

Group of international recruitment companies. Maintains a market leading position in all sectors & locations in which it operates, utilising an extensive global network of partners to strategically navigate through a niche sector. Operates in the architecture, civil engineering & construction sectors. Offers a range of executive & senior management placements on a permanent & fixed-term basis enabling the company to secure consistently higher gross profit margins than those usually seen within the industry.

REVENUE: GBP 6.2M EBITDA: GBP 1.8M



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