



Regional Corporate deal round-up 2023

We are pleased to share a selection of deals completed by our six M&A partners in Sussex and Surrey during the course of 2023.

We have completed a number of EOT deals in the last year, the largest of which being for Principle Cleaning Services. We have also completed several clearances for overseas buyers under the NSIA.

Trade buyers have been more active than Private Equity over the last year, evidenced by CGR SAS acquiring John Binns Springs and Naked Foods' sale to Meadow Foods, among others. Many of these buyers plan to acquire again.

Strong sectors included:

- **Building materials:** including MS Roofing's sale to IBMG.
- **Professional services:** a series of insurance broking deals, the sale of Competent Adviser to Fintel plc, and angel investment in fast growing BAD group.
- **Healthcare:** a US acquirer in the medi-tech field, a health and social care provider acquiring a home care franchise, and Makara Health acquired by a US buyer.

EOT / SALE




Acted for Principle Group Services Ltd in the sale of a majority shareholding to an Employee Ownership Trust and related secured financing


 DMH Stallard

COMMERCIAL CLEANING

SALE



Advised the shareholders of Naked Foods Limited on its acquisition by Meadow Foods Limited

 DMH Stallard

FOOD / MANUFACTURING

SALE



Advised the selling shareholders of Hutton + Rostron Environmental Investigations Limited on the sale of the entire issued share capital of the company to Socotec Building & Real Estate Holdings Limited

 DMH Stallard

SURVEYORS

SALE



Acted for the sellers of MS Roofing Supplies Limited in selling the entire share capital to Independent Builders Merchant Group Limited

 DMH Stallard

CONSTRUCTION

ACQUISITION



Advised international healthcare agency, Makara Health, on its acquisition by US based Precision Value & Health

 DMH Stallard

HEALTHCARE

ACQUISITION



Advised Comptoir General Du Ressor C.G.R. SAS, on the acquisition of the entire share capital of John Binns & Sons (Springs) Limited


 DMH Stallard

ENGINEERING

ACQUISITION



Acted for the Noble Insurance Group on their share acquisition of New Moon Insurance Services Ltd

 DMH Stallard

INSURANCE

BUSINESS ANGEL INVESTMENT



Advised BestAtDigital (BAD) - an independent behavioural design agency - on the receipt of strategic investment from leading Scandinavian Angel Investor, Tomas Berglund

 DMH Stallard

TECHNOLOGY

SALE




Advised the sellers (husband and wife team Chris Heard and Gillian Tait) on the sale of their company, Competent Adviser Limited, to AIM listed Fintel plc


 DMH Stallard

CONSULTANCY

ACQUISITION



Advised a serial acquirer client in the insurance sector on the purchase of the entire issued share capital of a Shropshire based insurance broker

 DMH Stallard

INSURANCE

SALE



Acted for the shareholders of a sustainable UK load carrier distributor on the pre-sale reorganisation of the group and subsequent share sale to a European logistics solutions business

 DMH Stallard

DISTRIBUTION

SALE



Advised the shareholders of a sustainable building materials business on the sale of 90% of the company to a leading manufacturer and supplier of sustainable construction and building materials

 DMH Stallard

CONSTRUCTION

SALE



Advised the shareholders of an IT and telecoms support provider on the sale of the entire issued share capital to a leading business IT support solutions company

 DMH Stallard

IT

PE INVESTMENT



Advised the key shareholders of a natural pet food brand on growth investment by an independent minority investment company

 DMH Stallard

MANUFACTURING

ACQUISITION




Advised a US Corporate in the first of what is expected to be a series of share purchase acquisitions in the medi-tech field


 DMH Stallard

MEDI-TECH

MBO



Advised the management team of a full-service agency, on the acquisition of the entire issued share capital of the business, via a newly incorporated company


 DMH Stallard

DIGITAL AGENCY

SALE



Acted for the shareholders of a long-established family business, on sale of the share capital of the group to a large regional builders' merchant

 DMH Stallard

CONSTRUCTION

JOINT VENTURE



Acted for a regulated healthcare provider, on a partial share sale/exit, with a PLC

 DMH Stallard

HEALTHCARE

ACQUISITION




Acted for an acquisitive investment business on the acquisition of the entire issued share capital of a student mentoring and training organisation


 DMH Stallard

TRAINING

ACQUISITION



Advised a health and social care provider on the purchase of the business and assets of a home care services provider franchise in Buckinghamshire

 DMH Stallard

HEALTHCARE

Key Corporate contacts across Sussex and Surrey



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Award-winning corporate support

Businesses that are evolving need the support of lawyers who listen to, and understand, their needs. Our award-winning team works with businesses from start-ups to large corporates.

Our clients are typically entrepreneurial in style, seeking a responsive and focussed approach from a legal team that can deliver deals and call on additional resource if required. We offer a high level of partner involvement, and a willingness to be commercial and practical.

Contact us via 03333 231580, enquiries@dmhstallard.com or visit dmhstallard.com.