United Capital reports post-lockdown acquisition boom as pipeline swells to over £1billion

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United Capital, the investment company specialising in consolidating the fragmented UK building services and facilities management sector, is reporting a boom in identified acquisition targets engaging with the company as total pipeline value doubles to over £1billion, in the last 4 weeks, as lockdown restrictions continue to ease across the UK.

The specialist investment group, which has offices in London, Edinburgh and UAE, is currently two years into a five year buy-and-build plan, acquiring building services businesses to grow group turnover to £500 million by 2024.

Mergers & Acquisitions Director, Leanne Carling commented; “During the Covid period progress has felt frustratingly slow, especially for us as we are used to working at pace, however the activity in the past four weeks has been exceptional. We heavily filter any deal opportunities that are presented to us and have very strict acquisition criteria, so for our pipeline of deals to more than double, to over £1billion, after being filtered, is indicative of how active the M&A market is in the UK post-lockdown.”

Globally, the M&A market is booming, with reports indicating a 48% increase in activity in Q1 2021. The UK construction sector has seen growing numbers of divestments, group re-structuring, mergers, and liquidations, as the sector continues to feel the effects of the pandemic.

Leanne Carling added; “Many of the business owners we speak to are facing uncertainty and see the value and stability in joining a bigger group to support taking their business to the next level, or in facilitating an exit. We deal directly with sellers to create a deal that brings their businesses into our rapidly expanding group, whilst supporting their personal and professional aspirations, and importantly, we move quickly.”

United Capital targets well-managed and profitable, building services and facilities management companies operating in the UK with a turnover of £10 million-£70 million.

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