Confidential Acquisition Interest

ACTIVE UK ACQUIRER IN ROOFING

Overview

We represent a well-capitalised, privately owned UK construction group actively seeking to acquire one or more businesses in the roofing sector. The group is led by hands-on operators with a record of setting up successful regional contracting businesses. The initial focus is the Midlands, with adjacent regions considered where there is operational proximity and a credible transition plan. Our client's approach is partnership-oriented and low-profile, with an emphasis on continuity of staff and customer relationships.

Acquisition Rationale

The group views strategic acquisitions as the most effective route to:

- ✓ **Consolidate a fragmented local market under a respected, safety-first brand**
- ✓ **Introduce professional management, MI, and tendering discipline**
- ✓ **Expand framework and public-sector exposure**
- ✓ **Support succession for owner-managers who want to de-risk while protecting staff and customers**
- ✓ **Build resilience through multi-site operations and shared back-office capability**

The buyer will consider share or asset purchases and is open to staged exits and management retention to ensure continuity.

Target Profile

We are looking to acquire businesses that meet most of the following characteristics:

Criteria (Preferred Characteristics)	
Business Type	Roofing contractors (pitched, flat)
Location	Midlands preferred; nearby regions considered where there is geographic fit
Revenue	Typically £5m–£10m, with flexibility above or below for compelling opportunities
Profitability	EBITDA-positive or close to break-even with a clear path to sustainable profitability
Customers	Public-sector frameworks, housing associations, commercial, a limited amount of domestic work is acceptable
Revenue Quality	Mix of recurring service/planned maintenance and project work; framework or term contracts valued
Reason for Sale	Retirement, growth plateau, or desire for a supportive partner to professionalise and scale
Transaction Type	Majority stake with earn-out; vendor assistance and handover welcomed

Why Engage With Us?

Credible Buyer
Practitioners, not passive financiers; pragmatic about day-to-day realities on site and in the back office.

Quick Decisions
Direct capital with no private equity layers or external committee approvals.

Growth Experts
We've safely grown a successful business in a short space of time so know what's required to take things to the next level.

Fair Valuations
Realistic pricing linked to deliverable plans; scope for deferred elements aligned to performance.

People First
Emphasis on safety, training, and continuity of teams, supervisors, and customer relationships.

Deal Execution & Funding

The acquirer offers flexible structures, including day-one consideration and deferred elements tailored to the seller's goals. Funding capacity is in place and can be complemented by senior lending if appropriate. Advisors with contracting-sector experience are already engaged, enabling efficient diligence and completion timelines while minimising disruption to operations.

Next Steps

If you are considering succession, de-risking, or bringing in a partner to accelerate growth, we would welcome a strictly confidential conversation. We are happy to work under NDA and proceed at your pace, with sensitivity to staff and customer communications.

For more information contact
Chris Ray at **chris@branta.co.uk**
07980 811367

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