

CURRENT PORTFOLIO ADD-ON ACQUISITION CRITERIA

Lyceum is a leading investor in B2B services and technology businesses. We are a buy and build specialist and have completed over 110 add-on acquisitions.

We invest in businesses with profits between £200k and £5 million.

We support all our portfolio businesses to expand through acquisitions, building scale, adding functionality and extending geographic reach.

Get in touch if you'd like to find out more about our M&A strategies: acquisitions@lyceumcapital.co.uk
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ICT



sabio

Based in the UK and Singapore, Sabio delivers customer engagement solutions through the application of digital and human-assisted technology

Add-on Acquisition Criteria

1. Adjacent customer engagement technologies – targets that own software/IP related to customer engagement
2. UK based providers of technology solutions to Enterprise contact centre customers, in particular Avaya/Nortel and Verint capabilities and includes installed bases/contracts with a contact centre focus
3. Expanding international capabilities – Sabio is seeking targets with local Avaya/Verint support and integration capabilities in Asia and Europe (particularly Scandinavia, Spain, Italy and The Netherlands)
4. Expanding vendor relationships – Sabio continues to partner with best in class contact centre technology providers. Businesses that expand its range of omni-channel technology capabilities

Size

Targets with profits ranging from £250k to £5 million

LC team

Simon Hitchcock, Tom Maizels, Mehul Kantaria

For more information please [click here](#)

SOFTWARE



ISOTRAK

Based in the UK with operations in North America and Australia, Isotrak supports customers to optimise the management of their commercial vehicle fleets through software & analytical tools

Add-on Acquisition Criteria

1. Fleet Management - enabling companies to manage any or all aspects relating to a company's fleet of vehicles, including maintenance, driver management and health & safety management
2. Compliance – e.g. temperature management and hours of service
3. Transport Management Systems – logistics management solutions including route planning & optimisation, load optimisation, order visibility & carrier management
4. Order management – providing a centralised view of all order information
5. ePOD – “sign on glass” technology to provide a solution that shows job details & records the experience with the end customer

Size

Targets with profits from £250k to £3 million

LC team

Dan Adler, Martin Squier, Tom Keen

For more information please [click here](#)

DATA & FINANCIAL SERVICES



BriefingMedia

Briefing Media is a provider of business-to-business information and is the UK's fastest growing agriculture information company

Add-on Acquisition Criteria

1. Data or workflow tools with a strong element of recurring revenue focused on an agricultural niche
2. Businesses with a broad focus on the agricultural industry
3. Companies that lead their niche in the UK, the US or in other rapidly developing markets
4. Information or event businesses that add complementary scale
5. Software tools with a “sticky” client base

Size

Businesses with profits from £250k to £5 million

LC team

Dan Adler, Adam Lewis, Alistair Gray

For more information please [click here](#)

BUSINESS & INDUSTRIAL SERVICES



bellrock

UK-wide, technology-enabled FM and property services business, headquartered in Leicester. Bellrock made five acquisitions during 2016 and is an experienced acquirer and integrator of businesses

Add-on Acquisition Criteria

1. Self-delivery – expand existing self-delivery capability in mechanical engineering, gas, electrical and handyman services. Also interested in health & safety, audit and advisory services in Fire, Water, and Building compliance
2. Property services – property management, building and quantity surveying to complement the FM service offer
3. Energy – add energy consultancy service to advise on energy purchase, consumption and lifecycle asset repair and maintenance
4. Core FM consolidation M&A – tactical acquisitions of FM businesses or contracts with revenues <£10m

Size

Profits ranging from £250k to £5+ million

LC team

Adam Lewis, Jeremy Hand, Luke Kingston

For more information please [click here](#)

timico

Timico is a Managed Cloud Service provider delivering fully integrated IT and communications solutions to mid market customers

Add-on Acquisition Criteria

1. Managed hosting businesses
2. IT Managed Services to customers with 30 - 1500 seats
3. Network and unified comms providers
4. Professional Services particularly in SharePoint or Microsoft Dynamics
5. Cyber security services
6. Software-Defined Networking (SDN)

Size

Targets with profits ranging from £250k to £5 million

LC team

Simon Hitchcock, Anne Sofie Staunsbaek, Mehul Kantaria

For more information please [click here](#)



Totalmobile is a Digital Workforce Management software provider based in Belfast

Add-on Acquisition Criteria

1. Industry verticals – fast-growing private industrial verticals, primarily FM, construction & engineering, utilities and transport
2. IoT – have a proven methodology of interacting with a wide range of devices, sensors and monitors for effective communication between different systems
3. Subscription revenues – have a significant proportion of recurring subscription revenue
4. Customer/engagement products that directly interact with mobile workers' end customers, e.g. care portals, job updates, etc.

Size

Businesses with profits ranging from £250k to £3 million

LC team

Martin Wygas, Tom Keen

For more information please [click here](#)



Style Research provides a SaaS-enabled, easy-to-use, portfolio & market analysis product for institutional investment professionals

Add-on Acquisition Criteria

1. Performance attribution
2. Portfolio analytics, research & construction
3. Regulatory reporting
4. Data that can be delivered across Style Research's SaaS platform
5. Recurring revenue model
6. Local or global customers from UK, Europe, North America, Middle East or Far East
9. Overlap with Style Research's current customer base of portfolio managers, consultancies & asset owners

Size

Revenues up to £10 million

LC team

Jeremy Hand, Martin Squier

For more information please [click here](#)



Coryton Advanced Fuels is the UK's leading formulator and blender of high-specification and bespoke fuels. Formed in 2010, Coryton provides fuel formulation, blending, testing, logistics and technical support to its customers

Add-on Acquisition Criteria

1. Geographic expansion – build size and scale of formulation and blending of high-specification and bespoke fuels within new geographies, primarily focused on Germany and the USA
2. Consultancy-led technical advice – investing in and continue to develop technical consulting capabilities within key areas (such as fuel research, fuel analysis, engine testing facilities and test labs) within both the UK and Europe

Size

Profits ranging from £250k to £5+ million

LC team

Jonathan Bourn, Tom Keen

For more information please [click here](#)