

M&A in UK Electronic Manufacturing Services

Recent transactions highlight opportunities for owner-managers of Electronic Manufacturing Services (EMS) businesses in the UK

Market dynamics

- The UK market is structured around a large number of small to medium sized companies, the majority of which are privately owned
- The larger EMS players have exited the UK in recent years which has enabled smaller businesses to develop their market share
- Increasing the trend to outsourcing by OEMs is driving increasing demand for end-to-end services and relationships
- UK businesses are building on their competitive advantages:
 - quick turnaround solutions from design to delivery, aided by geography
 - often a regional focus to supplier/customer relationships
 - creating expertise in specific niches/capabilities

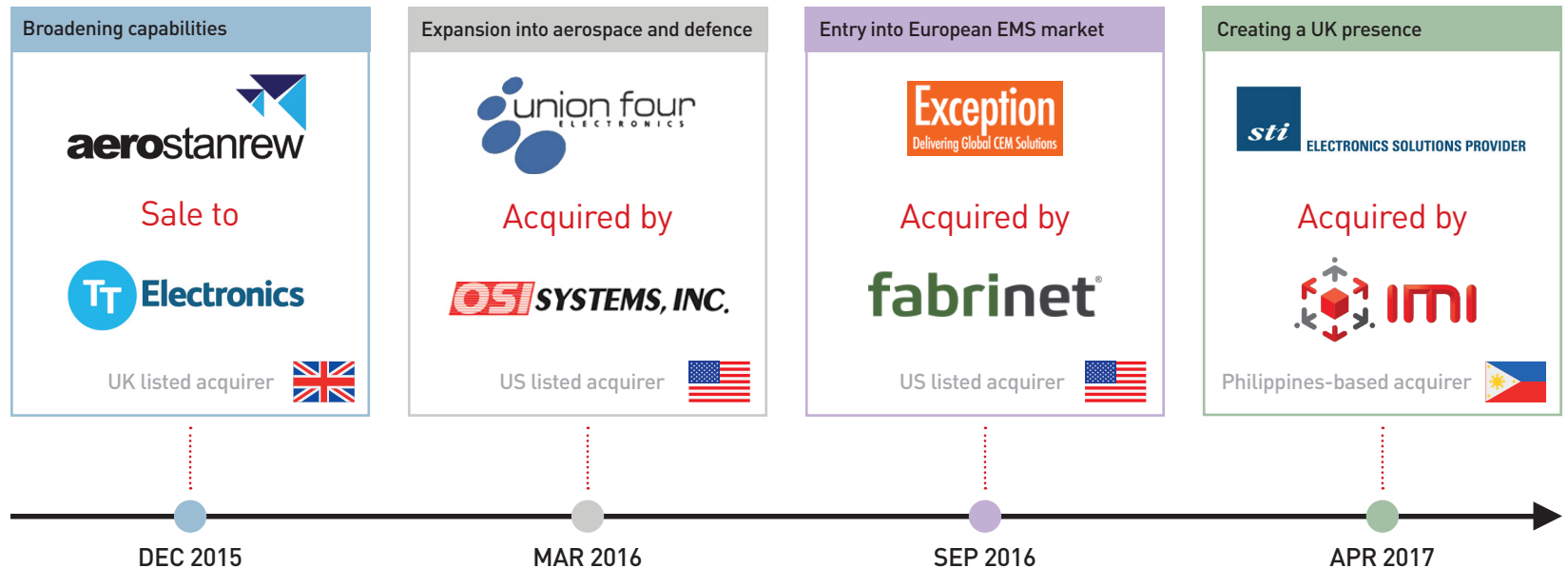
M&A rationale

- A range of options are available to owner-managers looking to exit fully or partially
- Foreign buyers are looking for access to the UK and Europe
- Larger UK and foreign players are attracted to niche technologies and capabilities
- Financial investors have large amounts of capital to deploy and can be flexible in deal structures to suit owner-manager objectives



“The large pool of private UK EMS businesses is becoming more attractive to larger UK and foreign providers seeking to acquire relationships and technologies. We expect an increase in the pace of consolidation, generating further exit opportunities for owner-managers.”

Mike Falzon
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Selected recent deals



Sale to



Sale to



Sale to



Sale to



Acquired by



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