



# BUILDING FOR GROWTH

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A buy and build strategy can help management teams to achieve a variety of different objectives, whether it's to expand geographically, diversify a product and service offering or further consolidate market share.

A successful buy and build strategy can be the key to creating scale, resilience and unlocking growth, no matter the economic backdrop.

In fact, LDC portfolio companies have acquired more than 35 companies so far in 2021. UK telecoms provider [Onecom](#) has strengthened its portfolio with the acquisition of 9 Group companies and Olive Communications, while transport management software specialists [Mandata](#) has added Stirling Solutions to their group. Engineering firm [Stuart Turner](#) has also grown significantly, both organically and through acquisition since LDC's investment, including the recent addition of Mikrofill Systems.

Our ongoing partnership with lettings and estate agency [Lomond Group](#) is a great example of a management team driving domestic expansion through acquisition with the support of a private equity partner.

Before backing the merger of Lomond Capital and Linley & Simpson in January 2021, LDC helped Will Linley and his team to grow his business through an ambitious acquisition strategy across the Yorkshire region – making 18 bolt ons and doubling its portfolio from 5,000 to 10,000 properties in three years.

Lomond has already acquired 14 new businesses in the first half of 2021, proving that buy and build is not just a fair-weather strategy.



**Each acquisition has been a strategic and geographical fit for our existing footprint. They have been completed across all our key heartlands – from Aberdeen to Brighton, and many other towns and cities in-between.”**

Will Linley, Group Managing Director  
Lomond Group

# 79

acquisitions over the last two years, made by LDC portfolio companies

# >2/3

of LDC portfolio businesses are on an acquisitive growth strategy

# £100m

of LDC funding (initial and follow-on) available to each portfolio company



**LDC were able to make both our acquisitions super effective and efficient, bringing all their expertise and knowledge to bear.”**

Jan Steele, Co-founder, Lucid Group



Jan Steele, founder of healthcare communications agency Lucid Group, chose to partner with LDC to support her ambitious buy and build strategy.



**Hear from Jan Steele as she discusses how a minority investment from LDC helped Lucid acquire, expand internationally, develop new capabilities and almost treble revenue.**

Scaling internationally is an ambition for many businesses, and a buy and build strategy can help to achieve this by acquiring established operations in target markets. During our four-year partnership with global healthcare communications agency [Lucid Group](#), we supported the management team to launch into new markets in Singapore and Dubai and add to its established presence in the US.

Business leaders looking to increase their customer base through diversifying or expanding products and services can achieve this quickly and effectively through the right buy and build strategy. Unified communications and cyber security business [Babble](#) acquired six complementary businesses during the first three years of our partnership. The acquisitions increased turnover by 230% to consolidate the company's market leadership.

Whatever your objective, well executed acquisitions can be an effective way of creating resilience and growth, even in difficult times.

You know your market and likely potential acquisition targets – but in addition to the funding, the integration of other companies into your business and the transaction itself requires specialist M&A expertise.

Having backed management teams for 40 years, LDC is well-versed in supporting buy and build strategies and we're actively looking for new opportunities.

With £100m available to each company we invest in, we provide follow-on funding to help you to make strategic business acquisitions happen. Our broader team can also provide extra support with integration.



**I saw the opportunity to do a buy and build and go on a really exciting journey. We acquired six businesses in three years – four during 2020, despite two lockdowns.”**

Matthew Parker, CEO, Babble



The management team of Babble, led by CEO Matthew Parker secured investment from LDC to accelerate its growth strategy.

[\*\*Get in touch to find out more\*\*](#)