

SPECIFIC ENVIRONMENTS LTD

EvolutionCBS leads the sale of Specific Environments Limited to Angstrom Technology, a US based manufacturer of modular cleanrooms

Founded in 1981, Specific Environments provides bespoke design and construction services for high value Cleanrooms and Controlled Environmental facilities

Specific Environments (SEL) is a specialist design and engineering firm that designs, installs and validates Cleanrooms, Laboratories and Containment Suites to a range of ISO standards and in accordance with industry specific standards and regulations.



The Company supports all aspects of design, build, compliance, and maintenance of cleanrooms, containment, and other complex controlled environments.

Headquartered in High Wycombe, with an additional Office in York, SEL has over 40 years experience and an unblemished reputation for quality and customer service.

Serving the Life Sciences, Cell & Gene Therapy, Biotech, and Pharmaceutical end markets, it is a trusted partner for many blue-chip clients such as Lonza Group, Glaxo Smith Kline, Pfizer, Abbott, and the UK NHS (National Health Service).

The Company has grown organically through strong repeat business and referrals.

As a Principal Contractor, SEL's clients benefit from a seamless and more cost-effective process where responsibility for procuring and managing all products and services sits with SEL.

Following a detailed Discovery Meeting with SEL's owner, Peter Saunders, and an in-depth financial analysis of the business, the EvolutionCBS team prepared the Information Memorandum and a tightly profiled list of potential buyers and investors comprising strategic acquirers and financial buyers with 20% of the target list reflecting overseas organisations in recognition of the increased appetite for British companies on the part of international acquirers.

Once preparations for sale were completed, the team at EvolutionCBS commenced its approaches to the approved target list.

CASE STUDY



SPECIFIC ENVIRONMENTS LTD

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Evolution researched 80 companies, which delivered **five offers** for the business. At the end of the day they got me every penny that the acquirer had mentioned on day one.

“Everyone at EvolutionCBS was very genuine. Steve and the team never abused my trust, which gave me a lot of confidence. At the end of the day, they got me every penny that the acquirer had mentioned on day one. As far as I’m concerned, I would use them again if I ever had to sell a business without a shadow of a doubt.”

We are thrilled to be partnering with Angstrom and ASGARD. We believe this partnership will help us meet the growing demand from our customers and enable us to work with larger organizations in delivering fully customizable and turnkey cleanrooms. I believe the combined company is poised for significant growth as it continues to expand its global footprint.”

Peter Saunders

As we had anticipated, there was considerable interest from both the USA and Europe, with 40 UK and international acquirers committing to further discussions under NDA..

With offers received from 5 companies, 2 of which were international organisations, the successful bidder was Angstrom Technology, a US-based manufacturer and a market leader in modular cleanroom production. Based in Michigan and serving an international client base, Angstrom is a portfolio company of New York based private equity firm ASGARD Partners & Co.

Following a period of legal, financial and commercial due diligence, during which SEL was guided and supported by EvolutionCBS Senior Client Director, Steve Barry, the transaction was concluded successfully.



EvolutionCBS is a long-established, premium provider of business sale advisory services with an enviable track record of international transactions.

We work with the owners of UK businesses in any sector and any region, finding buyers from around the world through highly targeted research and supporting our Clients with dedicated Director-led teams, at every stage of their journey to a successful sale.