



NORTHLINE CONSULTANCY

Mergers & Acquisitions





Our Goal

To build a diversified portfolio of essential service-based and manufacturing businesses across North America by acquiring and scaling high-performing companies in stable, undercapitalized sectors. Through strategic oversight, operational enhancement, and long-term partnership, we aim to deliver sustainable returns for investors while preserving the legacy and value of each business acquired.



Vision & Objective



Vision

We are seeking to align with investors & lenders interested in making niche acquisitions in the warehousing, transport, manufacturing, waste disposal, environmental services, & marine engineering sectors.



Mission

Our objective is to acquire small to midsize profitable businesses within these sectors, with the potential for growth through the development of new products & services aligned with their core operations, or through strategic acquisitions.



Key Numbers



Transport

- The North American last-mile delivery market was valued at approximately **USD 55 billion in 2023** [Statista, Last Mile Delivery Market in North America, 2024].
- The market is projected to grow at a compound annual growth rate **(CAGR) of 9–11% until 2030** [McKinsey & Company, The Future of Last-Mile Delivery, 2023].
- By 2030, the market is expected to reach a value between **USD 100 billion and USD 120 billion** [Statista, Last Mile Delivery Market Forecast, 2024].



Warehousing

- 2023 Slowdown: Growth slowed in 2023 due to post-pandemic normalization [CBRE, U.S. Real Estate Outlook 2024].
- Renewed Growth: Expected to continue at a slower, yet stable pace as automation and e-commerce drive demand [IBISWorld, Warehouse & Storage Services in the U.S., 2024].
- Market Size: The U.S. warehousing and storage market is projected to **exceed USD 450 billion by 2030** [Statista, Warehouse Market Size Forecast, 2024].



Key Numbers



Manufacturing Industry

- U.S. manufacturing generated approximately **USD 2.9 trillion in value added in 2023** [U.S. Bureau of Economic Analysis, 2023 Annual Report].
- Despite headwinds like labor shortages and rising input costs, the sector is forecasted to grow at a **CAGR of 1.1% through 2026** [Statista, Manufacturing Industry Outlook, 2024].



Waste Disposal & Environmental Cleanup

- The North American waste management and environmental remediation market was valued at **USD 80 billion** in 2023 [Allied Market Research, North America Waste Management Market Outlook 2030].
- It is projected to grow at a **CAGR of 5–6%, reaching USD 120 billion by 2030** [MarketsandMarkets, Environmental Remediation Market Forecast to 2030].
- Key growth factors include regulatory compliance, corporate sustainability, and infrastructure modernization [MarketsandMarkets, 2024].



Marine Engineering Industry

- The global marine engineering market is projected to reach **USD 155 billion by 2030**, growing at a CAGR of 5.96% from 2024 [Verified Market Reports, Marine Engineering Market Forecast 2024–2030].
- Growth drivers include shipbuilding and repair [Market Research Future, Marine Engineering Trends, 2024], offshore oil & gas activity [Verified Market Reports], and the expansion of offshore wind energy projects [Global Market Insights, Offshore Wind Market Analysis 2024].



Acquisition Criteria



We are looking for acquisitions that are profitable and have between 1-10 Million in sales revenues



Focusing on existing owners that have developed a solid organization but are looking to step aside and have not promoted the company aggressively in the preceding years



We are willing and have talent partners/advisors to recruit new management



In business for at least 5 years, with a minimum of three years of financial statements and tax reports



We are looking for a medium-long range holding period (at least 5 years) and to provide investors with ongoing dividends



About Us

Sebastian Amireva



Sebastian is a global investor who has completed and advised on over 50 transactions in various industries across USA and Europe.

With a distinguished background in Mergers and acquisitions for SME's, combined with his expertise in sales and Marketing , Sebastian helps business owners extract value from their company while continuing to grow by way of acquisitions. From custom deal origination systems to his strong relationships with sell-side founders, buy-side acquirers & private/institutional investors, Sebastian creates bespoke strategies and systems for business owners to increase the sale price their company and exit successfully



About Us

Thomas Merkel



Thomas Merkel brings over a decade of hands-on experience as a Certified Control Systems Engineering Technologist and Automation Specialist, having worked across diverse sectors including mining, water/wastewater, oil & gas, and manufacturing. His technical background has equipped him with a deep understanding of complex industrial operations, process optimization, and systems integration-insights that now add strategic value to his role in Mergers and Acquisitions.

Driven by a passion for entrepreneurship, Thomas returned to school to study business and expand his impact beyond the engineering field. His transition into the M&A sector was fueled by a desire to empower owners, operators, and investors with informed, growth-oriented solutions. Today, Thomas combines his operational expertise and business acumen to identify synergies, evaluate opportunities, and support value-driven transactions that align with long-term strategic goals.



Thank You for Your Time

We look forward to working with you!



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