

# BUILT ENVIRONMENT CONSULTANCY

## SECTOR INSIGHTS

APRIL 2026



**COOPER PARRY**  
CORPORATE FINANCE

**REACH**



# SECTOR INSIGHTS & DRIVERS



## SUPPORTING FIRMS AT THE FOREFRONT OF BUILT ENVIRONMENT SERVICES TO MAXIMISE VALUE

The UK planning and environmental consultancy market is **experiencing sustained demand** as public and private-sector developers navigate increasingly complex planning, environmental and sustainability requirements. Local authorities, infrastructure sponsors and real estate investors are placing **greater reliance on specialist advisers to manage planning risk**, secure consents and address constraints across the development lifecycle.

**Rising regulatory complexity**, covering mechanical, electrical, plumbing expertise, environmental impact assessment, grid capacity assessment, and climate resilience, is increasing the scope and technical intensity of advisory mandates. These dynamics are underpinning **growing M&A interest** in the sector, particularly from private equity and **multidisciplinary consulting platforms** seeking to acquire scarce technical expertise, regional planning strength and **ESG-led advisory capability**.

### Sector Drivers

#### Increasing Need for Specialists

The planning and environmental consultancy market is seeing rising demand for highly specialised advisers as development schemes become more complex and risk-sensitive. Clients increasingly require deep technical expertise across disciplines such as planning strategy, ecology, heritage, flood risk and environmental assessment to unlock consents and manage delivery risk.

#### Rising Regulatory Requirements

Ongoing regulatory change across planning, environmental protection and sustainability is materially increasing the advisory burden on developers and public bodies. Requirements such as Biodiversity Net Gain, enhanced mechanical, electrical, and plumbing requirements, and increasingly grid capacity assessments are extending project timelines and driving greater reliance on experienced consultants.

#### Value Creation Across the Delivery Lifecycle

The cyclical nature of construction-adjacent industries has led built environment consultancies to integrate further along the project delivery value chain to capture greater value and mitigate the impact of project slippage. By expanding beyond core disciplines such as project management or architecture to include MEP services, energy advisory and environmental specialists, firms can offer more end-to-end solutions. Such an integrated service mix increases value for both clients and the consultancy.

#### Digitisation & Increasing Data Requirements

The sector is undergoing a gradual shift toward more data-driven advisory, with increased use of digital modelling, geospatial data, environmental metrics and scenario analysis. Clients are placing greater value on consultancies that can provide robust, evidence-based insights to support planning applications and stakeholder engagement.

#### Fragmented Market Primed for M&A

The UK built environment consultancy market remains highly fragmented, characterised by small and mid-sized specialist firms with strong regional positions. This fragmentation presents a clear opportunity for consolidation, with private equity and strategic buyers pursuing buy-and-build strategies to scale expertise, broaden service offerings and enhance national coverage.

### Company Value Drivers



Position on the Delivery Tree



Extensive Talent Pool



Service & Sector Mix



Scalability



Cross-Sell & Monetisation Opportunities

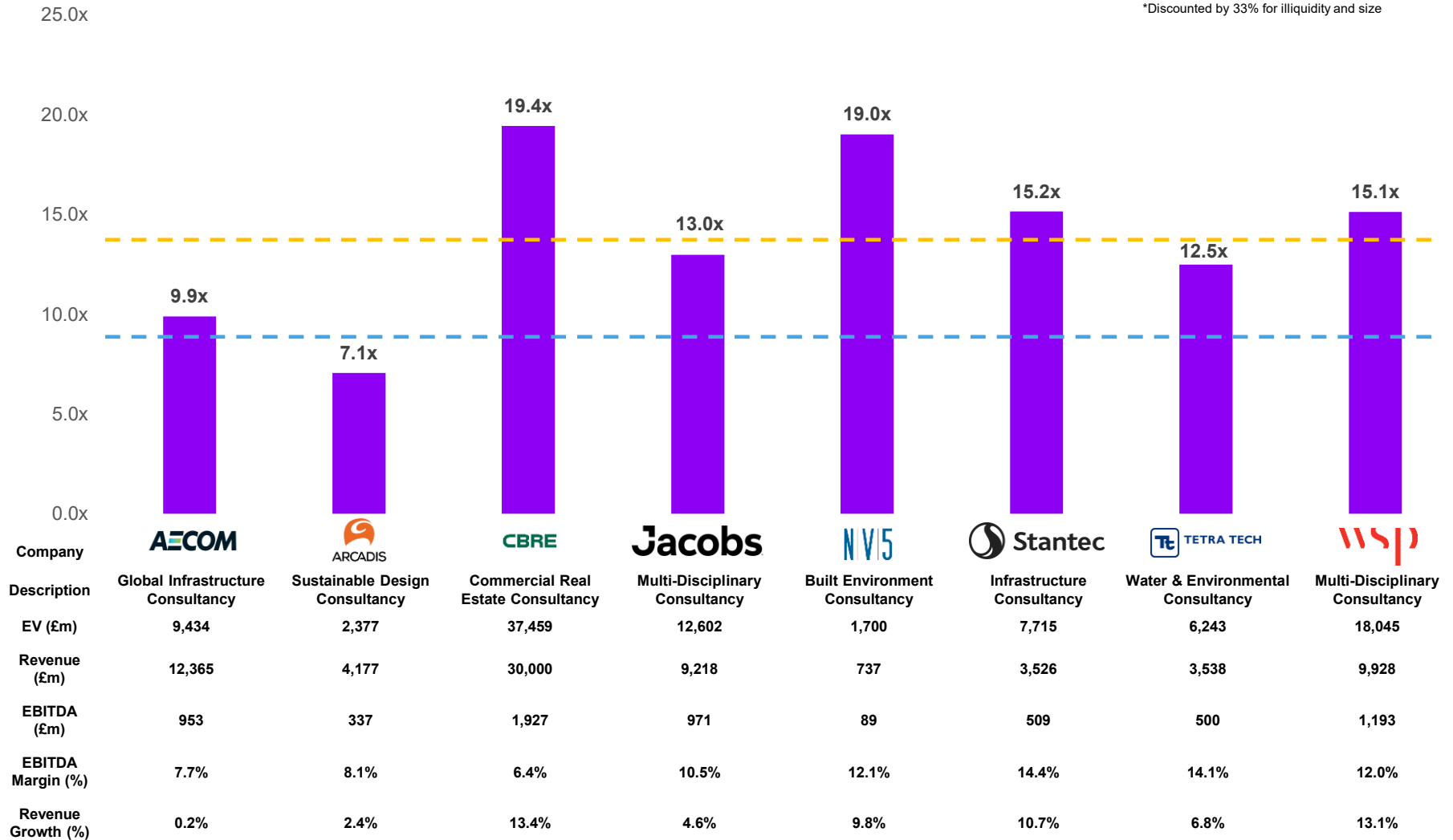
# LISTED COMPARABLES



## LISTED COMPANY EV/EBITDA MULTIPLES

Public Average	c.13.9x
Private Discounted Average*	c.9.1x

\*Discounted by 33% for illiquidity and size

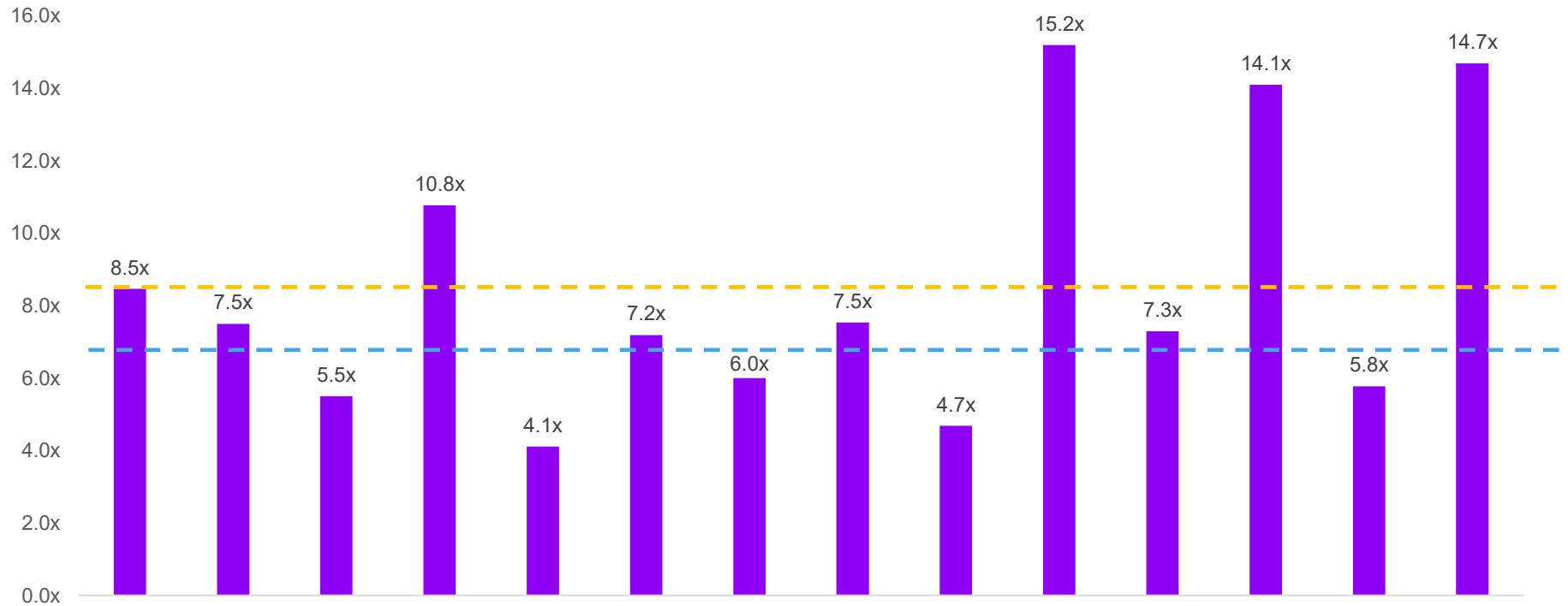


# PRIVATE COMPARABLES



## PRIVATE COMPANY EV/EBITDA MULTIPLES

Average Multiple	8.5x
Average Excl. Outliers	6.9x



Target	DUNAMIS	2	SQUARE ONE ENTERPRISE	IMPETUS	tersus	INTEGRA ENGINEERING	IGNITE ENERGY	RIE ENERGO PROJECTS	120 KENYON	IBI GROUP	PROJECTS MENING	AAS-JAKOBSEN	RICARDO	APEM Group
Buyer	FULCRUM	D B A	INSPIRED	msx	MARLOWE	PROJECTS MENING	INSPIRED	ME	AIR PARTNER	ARCADIS	SWECO	Norconsult	WSP	Aplus
Value (£m)	22.0	5.3	1.4	37.3	3.7	21.5	20.0	29.2	8.5	557.9	40.6	107.0	319.7	335.0

Source: S&P Capital IQ, Mergermarket

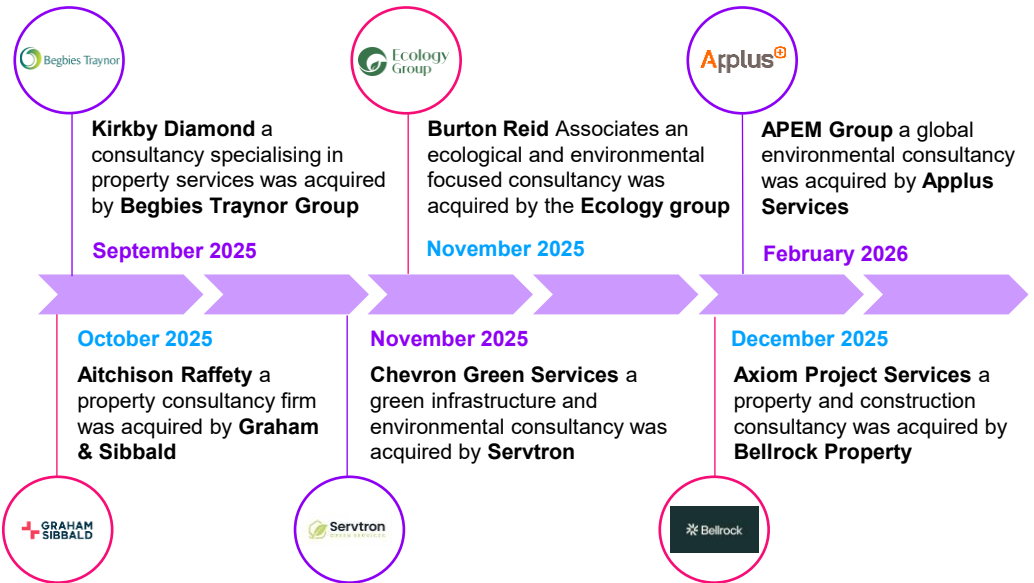
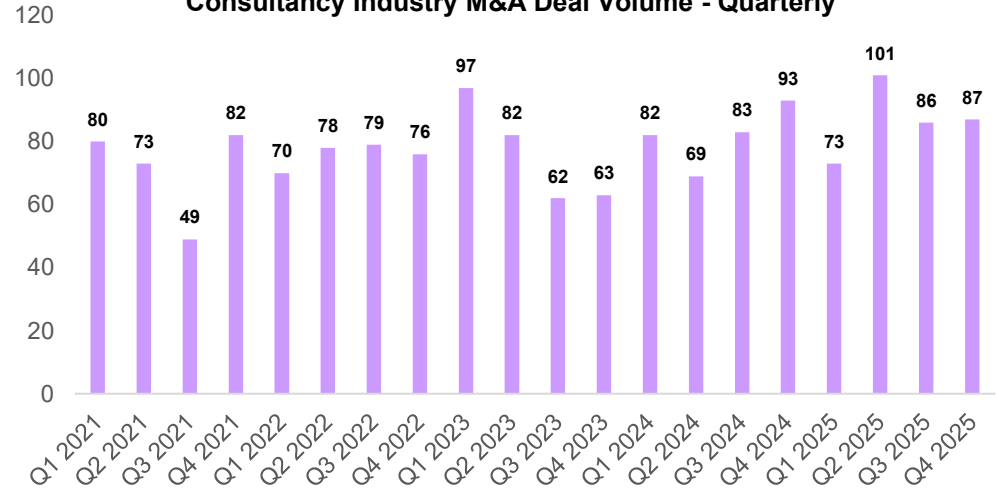
# PRIVATE COMPANY – M&A LOOKOUT



## PRIVATE COMPANY VOLUMES AND OTHER CONSIDERATIONS

- Resilient, niche-focused consulting firms are attracting increasing interest from both strategic trade buyers and financial investors. Strategic acquirers are seeking to expand their geographic footprint and access broader end markets, while financial investors are targeting platform investments that can support buy-and-build strategies, capitalising on the highly fragmented nature of the consultancy market.
- At the same time, macro conditions have become more supportive: interest rates have stabilised, public markets have largely absorbed the volatility seen in 2024, and recent tariff-related market drawdowns have rebounded. Against this backdrop, private equity firms remain under pressure to deploy record levels of dry powder, further underpinning deal activity.
- Within Environmental services, investor focus has already rotated through accountancy and legal services, where growth has been constrained by regulatory complexity and heightened competition for all good quality assets. As a result, attention is now shifting toward the consultancy sector, which offers greater flexibility, scalability and strategic optionality.
- Early entrants to the space are demonstrating strong momentum, achieving high levels of organic growth alongside targeted M&A. These strategies are increasingly focused on building full-service, multidisciplinary offerings within the built environment, enabling firms to capture a larger share of the value chain and strengthen client relationships.

Consultancy Industry M&A Deal Volume - Quarterly



Source for the volume data: S&P Capital IQ, Mergermarket  
Volume data covers the UK, the rest of Europe, and North America

# CREDENTIALS – LEAD ADVISORY



OUR RECENT EXPERIENCE ADVISING LEADING BUILT ENVIRONMENT SERVICES BUSINESSES



PowerControl



COMPANY NAME

**WT PARKER LTD**

DEAL TYPE

**COMPANY SALE**

COUNTRY

**UNITED KINGDOM**

INVESTOR

**EDWIN JAMES HOLDINGS LTD**

INVESTOR COUNTRY

**UNITED KINGDOM**

SECTORS

**FACILITIES MANAGEMENT**

**M&E SERVICES**

COMPANY NAME

**POWER CONTROL LTD**

DEAL TYPE

**COMPANY SALE**

COUNTRY

**UNITED KINGDOM**

INVESTOR

**LEGRAND SA**

INVESTOR COUNTRY

**FRANCE**

SECTORS

**ENERGY SERVICES / FM**

**UPS SUPPLY / SERVICES / MAINTENANCE**

COMPANY NAME

**SURVEY SOLUTIONS**

DEAL TYPE

**COMPANY SALE**

COUNTRY

**UNITED KINGDOM**

INVESTOR

**WESTBRIDGE**

INVESTOR COUNTRY

**UNITED KINGDOM**

SECTORS

**PROFESSIONAL SERVICES**

**SPECIALIST SURVEYORS**



# CREDENTIALS – LEAD ADVISORY



OUR RECENT EXPERIENCE ADVISING LEADING BUILT ENVIRONMENT SERVICES BUSINESSES



COMPANY NAME

**Z-TECH CONTROL SYSTEMS**

DEAL TYPE

**COMPANY SALE**

COUNTRY

**UNITED KINGDOM**

INVESTOR

**M GROUP**

INVESTOR COUNTRY

**UNITED KINGDOM**

SECTORS

**FACILITIES MANAGEMENT**

**EC&I SERVICES**

COMPANY NAME

**TUDOR GROUP**

DEAL TYPE

**COMPANY SALE**

COUNTRY

**UNITED KINGDOM**

INVESTOR

**FORESIGHT GROUP**

INVESTOR COUNTRY

**FRANCE**

SECTORS

**FACILITIES MANAGEMENT**

**CLEANING SERVICES**

COMPANY NAME

**ANTAGRADE ELECTRICAL LTD**

DEAL TYPE

**COMPANY SALE**

COUNTRY

**UNITED KINGDOM**

INVESTOR

**M GROUP**

INVESTOR COUNTRY

**UNITED KINGDOM**

SECTORS

**FACILITIES MANAGEMENT**

**M&E SERVICES**

# COOPER PARRY CORPORATE FINANCE

## TRUSTED ADVISORS TO BUILT ENVIRONMENT SERVICES BUSINESSES

- **Award winning M&A advisers** to mid-market business owners, corporates & Private Equity investors
- Cooper Parry are a **long-established full service** financial advisory (CF, audit, tax, wealth) and **PE-backed business**
- Our M&A deals fall into range **£10m-£100m EV**
- **Team of 120 in Cooper Parry Deals** working nationally on transactions – lead advisory, transaction services, transaction tax, management advisory, debt advisory and legal
- Sector focus across **Business Services, Technology & Healthcare**

**NIALL CHANTRILL**  
**PARTNER – CORPORATE FINANCE**  
[niallc@cooperparry.com](mailto:niallc@cooperparry.com)



Niall has been with Cooper Parry for 15 years and has spent all of that time working with privately owned companies and Private Equity clients operating across the mid-market. Niall has a strong focus on working with businesses and entrepreneurs in business services & technology.

**JACK STOREY**  
**MANAGER – CORPORATE FINANCE**  
[jack.storey@cooperparry.com](mailto:jack.storey@cooperparry.com)



Jack joined Cooper Parry Corporate Finance in 2023 following their acquisition of Haines Watts' London office, where he spent 3 years working closely with owner-managed businesses. Jack has a strong focus on working with businesses and entrepreneurs in the professional services and consultancy sectors.

glassdoor rating  
4.5 ★★★★★







**THAT'S THE END  
BUT HOPEFULLY,  
ONLY THE START  
THANK YOU**

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