



SELECTION OF OVERSEAS BUYERS

MAY 2019

Sectors Featured Include: Aerospace & Defence, Agriculture, Chemicals, Construction, Electronic, Food & Beverages, Health/Pharma, ICT, Industrial/Manufacturing, Legal, Marketing Communications, Plastics & Packaging, Recruitment, Retail/Consumer, Support Services, Transport/Distribution, Travel and Generalist Investors

SECTORS

To view our most active overseas buyers as of March, with **50 newly added**, please click the sector links below.

If you believe that you have an opportunity that meets the criteria of an overseas buyer, please click the title link within a sector to send our Managing Director, Mark Eardley, an email (mark.eardley@langcliffeinternational.com).

- [AEROSPACE & DEFENCE \(2\) \(1 NEW\)](#)
- [AGRICULTURE \(4\) \(2 NEW\)](#)
- [CHEMICALS \(2\) \(1 NEW\)](#)
- [CONSTRUCTION \(5\) \(3 NEW\)](#)
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- [MARKETING COMMUNICATIONS \(1\) \(1 NEW\)](#)
- [PLASTICS & PACKAGING \(3\)](#)
- [RECRUITMENT \(3\) \(1 NEW\)](#)
- [RETAIL/CONSUMER \(8\) \(6 NEW\)](#)
- [SUPPORT SERVICES \(6\) \(5 NEW\)](#)
- [TRANSPORT/DISTRIBUTION \(3\) \(2 NEW\)](#)
- [TRAVEL \(2\) \(2 NEW\)](#)

Similarly, to view the criteria of a selection of our Generalist overseas buyers, please click on the link below:

- [GENERALIST \(6\) \(3 NEW\)](#)

AEROSPACE & DEFENCE

(NEW) 265343 - APPLICATION AND ENTERPRISE SOLUTIONS FOR THE AVIATION INDUSTRY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Provider of applications and enterprise solutions to the aviation industry;• Aimed at providing up-to-the-minute performance data including weight and balance, runway analysis and engine out procedure the company also offers training and compliance solutions;• Developed in accordance with the manufacturers' airplane flight manual data.	<ul style="list-style-type: none">• Developers of data and compliance solutions for the aviation industry;• Located in Europe or North America;• Profits in excess of £1m.

Location: Canada

263827 – DESIGNER AND MANUFACTURER OF MOTION CONTROL COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• A global precision engineering group;• Designs and manufactures motion control components and manufactures critical aerospace components such as engine cases, engine mounts and nacelle beams;• Serves various aircraft platforms including commercial airliners to business jets to helicopters;• Operates across the globe.	<ul style="list-style-type: none">• Seeking manufacturers of aerospace design;• Companies based in Europe, Asia, North or South America;• Ideally profits over £1m.

Location: Singapore

AGRICULTURE

(NEW) 263073 – HORTICULTURE GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Group of companies within the horticulture sector;• Produces more than 300m plants per year;• Supplies to companies such as B&Q, Homebase and Wyevale;• UK-based.	<ul style="list-style-type: none">• Commercial horticulture services providers with a strong reputation;• Production of plants, flowers and trees for retailers;• UK or Portugal;• Turnover > £2m.

Location: UK & Portugal

(NEW) 254242 – AGRICULTURAL SUPPLY COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private agricultural company;• Provides crop protection, seeds and animal care products to farmers across the UK;• Located in the UK.	<ul style="list-style-type: none">• Seed, pesticide and crop protection distributors;• Located in the EU;• Up to £100m turnover.

Location: UK

264047 – MANUFACTURER AND DISTRIBUTOR OF CROP CARE AND ANIMAL CARE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Manufacturer and distributor of crop care and animal care products;• Ownership of over 100 trademarks;• Present in over 70 countries;• Specialises in nutrition, protection, fertilisers, vitamins and injectables.	<ul style="list-style-type: none">• Looking for manufacturers, distributors, formulators and wholesalers, and proprietary license owners in livestock and crop nutrition;• Businesses based in Europe;• \$3m-\$20m investments.

Location: Singapore

263934 – EQUESTRIAN GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned equestrian group;• Sources, develops, trains and sells world-class dressage horses;• Most of the group’s revenue is generated in Europe;• Scope for international expansion.	<ul style="list-style-type: none">• Horse breeders and/or trainers;• Primarily based in Europe but can be located globally;• Revenue in excess of €2m.

Location: Denmark

CHEMICALS

(NEW) 12647 – SPECIALIST CHEMICAL SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private supplier of specialist chemicals;• Own branded products predominantly used in the professional hygiene sector;• Products include aerosols, lubricants and polish;• Has a presence in over 80 countries.	<ul style="list-style-type: none">• Chemical and lubricant distributors;• Based in the UK and France;• Up to £5m turnover.

Location: UK

255535 – GLYCERIN PRODUCTION AND DISTRIBUTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned;• Produce, sell, market and distribute refined glycerin;• Location allows import of crude glycerin by sea and land.	<ul style="list-style-type: none">• Glycerin manufacturers and distributors;• Located in the Benelux region;• Revenue in excess of £2m.

Location: Netherlands

CONSTRUCTION

(NEW) 262338 – CONSTRUCTION MATERIALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Public buy-and-build company;• Invests in and operates construction material assets;• UK-based.	<ul style="list-style-type: none">• Producers of aggregates, concrete, precast concrete, etc.;• Quarries of interest where there are nearby operations;• Located in Benelux, DACH and France;• EBITDA > £1m.

Location: UK

(NEW) 262475 – AGGREGATE SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private supplier of natural and recycled aggregates;• Trades and transports construction aggregates;• Operates throughout the UK.	<ul style="list-style-type: none">• Suppliers of construction products;• Located in UK and ROI;• Turnover up to £30m.

Location: UK

(NEW) 259022-CIVIL AND STRUCTURAL ENGINEERING CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• A private civil and structural engineering consultancy;• Provides design solutions to sectors including oil and gas, water, and transport;• Operates in the UK, Ireland and Middle East.	<ul style="list-style-type: none">• Engineering consultancies;• Focus on the built environment;• Located in the UK, Ireland and Middle East;• Turnover up to £10m.

Location: UK, Ireland and the Middle East

265180 - ROOFING ROLL-UP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Specialist in façades, cladding, roofs and lightning protection;• The company services clients from various end markets and aims to drive technological progress in the industry;• Operates in Germany and the Netherlands.	<ul style="list-style-type: none">• Interested in complementary companies;• Preference given to opportunities in DACH and Benelux, but bordering countries also considered;• Profits should be in excess of €1m.

Location: Netherlands and Germany

255553 – HEAVY LIFTING AND ENGINEERED TRANSPORT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity backed and family owned;• Crane rental and engineering projects involving lifting and moving loads with exceptional sizes and weights;• Main customers are active in oil and gas production, energy, petrochemicals, major civil projects and mining;• Specialised wind division focuses on setting up wind turbines, both onshore and offshore;• Global physical presence.	<ul style="list-style-type: none">• Heavy lifting and engineered transport businesses;• Looking to expand internationally;• Minimum of €7m sales.

Location: Belgium

ELECTRONIC

265026 - CHARGING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned;• Developer of high-power charging solutions for heavy duty applications such as electric buses, trucks and passenger cars;• Charging stations are in operation throughout Europe.	<ul style="list-style-type: none">• Businesses developing and/or supplying charging power solutions;• Located in Europe;• Revenue in excess of €2m.

Location: Netherlands

FOOD & BEVERAGES

(NEW) 265425 - MANUFACTURER OF PRIVATE LABEL SAUCES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Manufacturer of private label sauces including; • Products include sauces, marinades, dips, salad dressings and drink concentrate; • The company serves the retail and food service industries. 	<ul style="list-style-type: none"> • Seeking manufacturers of sauces, marinades, dips and similar products; • Located in Europe or North America; • Profits in excess of £1m.

Location: Canada

(NEW) 261095 – INSTANT FOOD AND SUPPLEMENTS PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • A provider of private label and branded instant food solutions; • Hot drink products, chocolate drinks, dietary products, sports nutrition and wellness supplements; • Sell B2B to retailers and brand owners; • Headquartered in the Netherlands with a UK office. 	<ul style="list-style-type: none"> • Providers of instant food solutions; • Products in line with current offering; • Operate B2B; • Located in the Netherlands or the UK; • EBIT up to €50m.

Location: Netherlands

264459 – FOOD AND BEVERAGE MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • A manufacturer and distributor of consumer-packaged food products; • Product range includes instant noodles, pasta, edible oils, snacks, cereal and dairy; • Primary operations are in Africa. 	<ul style="list-style-type: none"> • Manufacturers of consumer-packaged foods with distribution capabilities; • Products of interest include instant noodles, snacks, confectionery and beverages (including alcohol); • Located in Africa or Europe; • Turnover in excess of \$10m (US Dollars).

Location: Singapore

HEALTH/PHARMA

(NEW) 255005 - LIFE SCIENCE TEST LABORATORIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Group of medium sized life science laboratories;• Serving the food, animal feed, pharmaceutical and cosmetic sectors;• Buy-and-build strategy.	<ul style="list-style-type: none">• Food laboratories and pharmaceutical analytics companies;• Located in EMEA or Asia;• Profits in excess of €500k.

Location: Germany

(NEW) 263095 – ITALIAN PHARMACEUTICALS COMPANY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• A UK subsidiary of a large Italian Pharmaceuticals company;• Sell branded pharmaceutical products to the NHS;• Specialists in primary care, secondary care and rare diseases;• Operate across the UK.	<ul style="list-style-type: none">• Pharmaceutical distributors in dominant international markets;• Based in the UK and Europe;• EBITDA up to £5m.

Location: Italy

(NEW) 262364 - HEALTH AND PHARMA COMPLIANCE CONSULTACY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Provider of pharmacovigilance and regulatory affairs consulting services;• Expertise covers medicinal products, medical devices, veterinary products and consumer healthcare;• Product life-cycle stages can include discovery, non-clinical, development, marketing, launch and maintenance.	<ul style="list-style-type: none">• Seeking complementary companies serving the health/pharma compliance space;• Located within the EU;• Revenues in excess of €5m;• Profits in excess of €1m.

Location: Germany

(NEW) 265422 - DENTAL PRODUCT MANUFACTURER (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Developer, manufacturer and marketer of dental products, supplies and equipment;• Products used by dentists, hygienists, dental assistants and consumers;• Market leading in preventive, restorative, orthodontic, endodontic and diagnostic markets.	<ul style="list-style-type: none">• Seeking companies serving the dental market;• Companies can be involved in the development or manufacture of products, supplies and equipment;• Located in Europe or North America;• Profits in excess of \$2m.

Location: USA

(NEW) 258203 – PHARMACEUTICAL MANUFACTURER (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Part of an international pharmaceutical company;• Manufactures pharmaceuticals;• Products include antibiotics, probiotics, supplements and IV solutions;• Located in Southern England.	<ul style="list-style-type: none">• Manufacturers and distributors of pharmaceuticals;• Capsules, tablets or liquid pharmaceuticals of interest;• Located internationally;• Turnover up to £75m.

Location: Pakistan

265139 - CONSUMER HEALTHCARE PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned;• Offers private label over-the-counter pharmaceutical, medical devices and health products;• Based in Germany.	<ul style="list-style-type: none">• Businesses offering a variety of private label drugs and medical products;• Domestic and international;• Profits in excess of £1m.

Location: Germany

265138 – SILICONE BREAST FORM MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned manufacturer;• Manufactures silicone breast forms for use after breast surgery care and post-op clothing;• Serves customers through hospitals and clinics, boutiques, distributors and retailers;• Products manufactured and offered globally.	<ul style="list-style-type: none">• Manufacturers of clothing and post-breast surgery care products;• Looking to expand internationally;• Minimum of €5m sales.

Location: Germany

264003 – DRUG DEVELOPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned contract partner;• Delivers drug development, manufacturing, logistics and bioanalytical services;• Focus on nanomedicine development with particle engineering and characterisation technologies;• Located in Belgium and the Netherlands;• Global client base.	<ul style="list-style-type: none">• Drug development businesses;• Based in Europe;• Revenues in excess of €3m.

Location: Belgium

ICT

(NEW) 263852 - IT NETWORKS AND IT SECURITY COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• IT group comprising of companies in IP networks, IT security and IT infrastructure;• Company also offers consultancy, implementation and managed services;• Twelve locations across Germany and Switzerland.	<ul style="list-style-type: none">• IT network and IT security companies;• Located in EMEA;• Revenue in excess of €5m;• Profit in excess of €500k.

Location: Germany

(NEW) 253428- IT EQUIPMENT SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private limited IT equipment leaser;• Supplies trade shows, large exhibitions and live events with audio, visual and IT equipment, interactive software and temporary network infrastructure;• Based in the UK but supplies equipment across Europe and technical support to trade show organisers in Europe, Middle East and Asia.	<ul style="list-style-type: none">• Leasers of IT equipment with interest in audio and visual for large events;• UK- or Europe-based;• Turnover £5m+.

Location: UK

(NEW) 262488 - SOCIAL CARE PLATFORM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Social care software platform providing cloud-based electronic patient file software to clients ranging from social shelters to youth and mental care providers;• Offers specialised social software to the elderly care sector, including outpatient, inpatient and semi-inpatient care;• Businesses active across Benelux and Germany.	<ul style="list-style-type: none">• Interested in providers of software to the social care sector;• Located in Europe including the UK;• Historical profits above €500k.

Location: Germany

(NEW) 265406 - CLOUD BASED TOURISM/TRAVEL IT SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Cloud-based solutions for the global transport and travel industries;• Provider of SaaS platform custom built for Destination Marketing Organisations (DMOs);• End-to-end software and digital marketing platform.	<ul style="list-style-type: none">• Seeking complimentary companies offering SaaS solutions to DMOs;• Located in Europe or North America;• Profits in excess of \$2m.

Location: USA

(NEW) 259309 – PROVIDER OF LIGHTING EQUIPMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned provider of entertainment lighting and equipment;• Serves event venues, production companies, lighting designers and other users;• Provides equipment for sale and rent and offer custom lighting design and installation services;• Based in the US.	<ul style="list-style-type: none">• Providers of event lighting;• Similar services to the same client base;• Based in the UK or the US;• Profits in excess of £1m.

Location: USA

(NEW) 265407 - DIGITAL ASSET AND PRODUCT INFORMATION MANAGEMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Provider of turnkey content creation, enhancement and syndication;• Serves brands, retailers, distributors and their vendor suppliers;• Creates, manages and publishes digital product content increasing in-store and online conversion rates, sales efficiency, transparency and compliance.	<ul style="list-style-type: none">• Seeking complimentary companies offering solutions to brands, retailers and distributors;• Located in Europe or North America;• Profits in excess of \$2m.

Location: USA

(NEW) 266530 - DIGITAL CAPTURE OF DATA PROVIDER (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned provider of products and services involved in the digital capture of data;• Products range from barcode scanners to ID cards and RFID systems and include value added services such as design, installation and technical support;• Products sold to customers across the UK, US and Canada.	<ul style="list-style-type: none">• Providers of products or services for data capture relating to people, assets or transactions;• Located in the UK or North America;• Can serve SME's or blue-chip customers;• Profits in excess of £1m.

Location: USA

(NEW) 265403 - BUSINESS SOFTWARE PROVIDER (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Implementor of business software, including provision of analysis, consulting, training and long-term support;• Focussed on providing enterprise resource planning (ERP) systems in the DACH region;• Also implements business intelligence, CRM and human resource management solutions.	<ul style="list-style-type: none">• Seeking to enhance its service offerings via strategic acquisitions;• Based in German speaking Europe;• Profits in excess of €1m.

Location: Germany

(NEW) 265073 - BUSINESS CRITICAL IT SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Provides business critical IT solutions to help companies with their digital transformation;• Serves the public and private sectors;• Turnkey solutions cover development through to operation and maintenance.	<ul style="list-style-type: none">• Seeking IT services companies serving public sector or blue-chip clients;• Targets should be linked to digital transformation;• Strong preference for companies located in the DACH region;• Profits in excess of €1m.

Location: Denmark

(NEW) 265419 – PROVIDER OF DATA TO THE HOTEL INDUSTRY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Processor and distributor of data for the tourism industry, mainly OTAs and hotel descriptions, images and factsheets;• Over 20,000 clients globally and a multi-lingual database;• Offers hotel mapping as well as de-duplication services.	<ul style="list-style-type: none">• Seeking companies providing data services to the tourism industry;• Example of services would be standardisation of hotel information;• Based in Europe;• Profits in excess of €1m.

Location: Germany

(NEW) 265588 – MULTI-NATIONAL TECH STUDIO (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Software consultancy;• Services include app & web development, and consultation services;• Operations across South-East Asia.	<ul style="list-style-type: none">• Visual, media, and software agencies;• At least 3 years of operations;• UK-based, potentially interested in Germany and Slovenia;• Turnover in the range of \$500k-\$1.5m.

Location: Singapore

(NEW) 266538 – TRADING TECHNOLOGY FOR BANKS AND BROKERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned trading technology for Global Banks and Brokers;• Focused on fixed income and FX trading;• The company provides front-office trading solutions and enterprise solutions for mission critical trading applications;• Track record of cross-border acquisitions;• Based in New York.	<ul style="list-style-type: none">• Software for the fixed income and foreign exchange markets;• Located in North America or Western Europe;• Revenues in excess of €5m.

Location: USA

265176 – IT CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Turnkey consultancy service from idea to implementation;• Focused on digital transformation and information technology;• Headquartered in Switzerland.	<ul style="list-style-type: none">• IT consultancies across several sectors;• Focused on the DACH region;• Profits in excess of €1m.

Location: Switzerland

265034 – SOFTWARE FOCUSED VC AND PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German venture capitalist and private equity firm;• Invest in software companies at any stage in the life-cycle;• Invest in the DACH region.	<ul style="list-style-type: none">• Looking to invest in software companies;• Should have a strong link to the DACH region;• EBITDA between €1m-€10m.

Location: Germany

INDUSTRIAL/MANUFACTURING

(NEW) 262523 - MANUFACTURER OF NITROGEN GENERATORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Leading designer and manufacturer of nitrogen generators;• Serves a diverse client base both industrial and commercial, domestically and internationally;• Products sold through distributors, contracts, sales representatives and directly.	<ul style="list-style-type: none">• Seeking strategic add-ons in the complex nitrogen generator space;• Located in the EU or the US;• Profits in excess of €1m.

Location: USA

(NEW) 265381 - INDUSTRIAL HOLDING COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Diversified industrials company, active in tool manufacturing, mechanical engineering and plastics;• The company is publicly listed;• Revenues in excess of €500m.	<ul style="list-style-type: none">• Seeking processors of metals and plastics, manufacturers of electronics and tools, and plant and machinery engineering companies;• Headquarters in Germany;• €20m+ revenue with positive cashflow.

Location: Germany

(NEW) 266242 – PACKAGING & MACHINERY MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private company that manufacture packaging & machinery;• Products include packaging, specialty chemicals, paper machinery and paper;• Based in India and operate globally.	<ul style="list-style-type: none">• Potential synergies or other sectors;• Prefer turnaround projects;• UK-based;• Revenue above £10m.

Location: India

265175 - DESIGNER OF PLANTS FOR THE PROCESS INDUSTRY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Designer of plants providing a turnkey service from conceptual design through modelling and project management to construction; • Serving the process industry, including pharma, biotech, chemical and metallurgical, and oil and gas industries; • Active in DACH. 	<ul style="list-style-type: none"> • Interested in providers of services involved in the design and construction of plants; • Plants should be for use in any of the previously served or similar; • Located in Europe; • Profits in excess of €1m.

Location: Austria

265177 - SYSTEM/ENGINE SOLUTIONS IN THE ENERGY/TRANSPORT SECTORS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Provider of turnkey solutions for systems/engines including repowering, repairing and turbochargers; • Serving the energy (Biogas and CHP operators), transport and industrial sectors; • Primarily operating in Germany. 	<ul style="list-style-type: none"> • Interested in provider of maintenance and other services; • Companies serving the biogas or turbocharger sectors; • DACH region; • Profits in excess of €1m.

Location: Germany

265179 - TECHNICAL BUILDING SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • HVAC engineering services provider specializing in smart building technologies; • Offers technical building services to hospitals, industry, data centres and the public sector; • Predominantly operating in Germany. 	<ul style="list-style-type: none"> • Looking for complementary companies; • Interested in DACH, Benelux and Scandinavia; • Profits should be in excess of €1m.

Location: Germany

265181 - SMART DOOR SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Manufacturer of electric door drives;• Serve the maintenance, repair and renovations industry for elevator doors and security doors for tool machines;• Operates in Europe.	<ul style="list-style-type: none">• Looking for electric door drives for elevator doors and tool machines;• Located in Europe;• Revenues in excess of €5m.

Location: Germany

265165 - MOBILE HEATING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Manufacturer and provider of diversified mobile heating solutions;• Range from 10–5000kW;• Also adds value-add services include consultancy, planning, delivery, installation, on-site maintenance, emergency tech support and collection;• Operates across Europe.	<ul style="list-style-type: none">• Manufacturers of mobile heating solutions;• Products can include electric heating system, oil and gas heating systems, freshwater modules or similar;• Located in Europe;• Revenue in excess of €5m.

Location: Germany

264840 – SPECIALITY VALVES MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Manufacturer and supplier of water and waste water valves;• The company also offers on-site services, repairs, maintenance, analysis and training;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of specialty valves and smart valves;• Located globally;• Revenues in excess of €10m.

Location: Germany

262575 - STEEL PROCESSOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• A steel processor specialising in slitting strip mill products including galvanised, hot, cold and stainless steel;• Steel can be finished black, stained, rolled, polished, coated, ferritic and annealed;• Located in Germany.	<ul style="list-style-type: none">• Steel service centres;• Located in Western Europe;• Profits in excess of €1m.

Location: Germany

260467 – DRILLING EQUIPMENT AND SERVICES PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned developer and provider of drilling equipment and services to the horizontal directional drilling markets;• Use proprietary radar technology to track the location of drill heads;• Carried out contracts across Europe, the Middle East, North America, Greenland and Australia;• Headquartered in the Netherlands with additional offices in the UK, USA and Canada.	<ul style="list-style-type: none">• Drilling equipment and services providers;• Located internationally;• Revenue in excess of €2m.

Location: Netherlands

LEGAL

(NEW) 253690 – LEGAL TECHNOLOGY COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Online legal technology company;• Provides legal solutions for various categories including trusts, wills, divorce and business formation;• Offices across the USA and UK.	<ul style="list-style-type: none">• Niche legal services provider;• UK-based;• Sales in excess of £1.5m.

Location: USA

MARKETING COMMUNICATIONS

(NEW) 260888 – GLOBAL MARKETING NETWORK *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• A public listed marketing company;• Provides services such as social media, content creation, app development and TV production;• The business operates globally with offices across Europe and Australasia.	<ul style="list-style-type: none">• Marketing agencies with blue-chip clients;• Based in the UK;• Turnover up to £5m.

Location: Europe and Australasia

PLASTICS & PACKAGING

263022 – MANUFACTURER OF PRECISION PLASTIC COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Manufacturer of precision plastic components; • Turnkey plastic solutions with capabilities ranging from product and mould designs, mould fabrication, injection moulding, complementary finishings, through to the precision assembly of complete products; • Based in Singapore with manufacturing facilities across the globe. 	<ul style="list-style-type: none"> • Manufacturers of injection moulding; • Focus on healthcare, automotive, consumer and medical; • Based in Europe and North America; • Profit in excess of £2m.

Location: Singapore

264501 – PRECISION TOOLING AND PLASTIC MOULDING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Listed on the Singapore Stock exchange; • Core competencies are in precision tooling and plastic moulding; • In-house capabilities and business alliances in metal-stamping, PCBA, surface decoration, bonding and joining technologies; • Industries include mobile device, lifestyle, computing and peripherals, and industrial. 	<ul style="list-style-type: none"> • Automotive and MedTech sectors; • Located across Europe, North/South America, Asia and Australasia; • Profit in excess of £2m.

Location: Singapore

261119 – PROTECTIVE PACKAGING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned manufacturer of PE foam, air bubble film and extruded polystyrene packaging and building products;• Products include contact sound insulation, pipe insulation, bubble wrap and various foams;• Products are used across the sectors of automotive, electronics, health care, food, and construction;• Production facilities in Belgium, France, Poland, Slovakia, Hungary, Ukraine and Romania.	<ul style="list-style-type: none">• Manufacturers of protective packaging products;• Based in Europe;• Revenue in excess of £2m.

Location: Europe

RECRUITMENT

(NEW) 259109 - EDUCATION RECRUITMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Specialist recruitment firm;• Operating in the education sector;• Has offices in the UK, Ireland, Australasia and North America.	<ul style="list-style-type: none">• Training companies focused on primary & secondary schools, special needs schools and nurseries;• Contracts to be short-terms, long-term and/or permanent;• Located in UK, Ireland, Australasia and/or North America;• Turnover above £5m.

Location: Global

263439 – RECRUITMENT AGENCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• SGX-listed company;• A recruitment agency offering temporary and permanent positions across Asia;• Owns 11 brands;• Employ over 100 consultants and have offices based across 10 Asian cities.	<ul style="list-style-type: none">• Seeking similar recruitment agencies;• Opportunities outside of Asia;• Revenue in excess of £10m.

Location: Singapore

261085 – SPECIALIST RECRUITMENT GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned group of five recruitment companies;• Specialising in temporary recruitment and secondment;• Cover technical craftsmen, engineering professionals and specialist staffing;• Offices located globally.	<ul style="list-style-type: none">• Recruitment agencies focusing on temporary staff;• DACH region;• Revenue in excess of £7m.

Location: Netherlands

RETAIL/CONSUMER

(NEW) 261975 - RECYCLER OF ELECTRIC AND ELECTRONIC GOODS ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Platform in the consumer brands space;Owns several diverse brands across the hair and skin care sector;Brands have a problem-solving angle;Buy-and-build strategy across the UK and Europe;International platform owned by US private equity company.	<ul style="list-style-type: none">Seeking non-cosmetic consumer brands;Targets can be single brands, portfolios of brands or non-core brands from larger groups;Located in the EU, with a preference for Germany and the UK;Revenues in excess of €1m.

Location: USA

(NEW) 257489 – ONLINE HOME AND GARDEN FURNITURE RETAILER ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Online retailer of home and garden products;Products include bedding, sofas, tables, chairs and decorations;Located in France.	<ul style="list-style-type: none">Online or mail-order home retailers;Products made by local suppliers;Looking to expand internationally;Turnover > £15m.

Location: France

(NEW) 12329 – HARDWOOD FURNITURE RETAILER ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Retailer of hardwood furniture;Products sold online and through showrooms nationwide;Located across the UK.	<ul style="list-style-type: none">Furniture retailers;Based in the UK and US;Turnover up to £50m.

Location: UK

(NEW) 6941 – OUTDOOR PRODUCT RETAILER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Retailer of outdoor clothing and non-clothing products;• Men’s and women’s clothing products for hiking, travelling, skiing, camping and cycling;• Non-clothing products for outdoor activities;• Located across the UK and Europe.	<ul style="list-style-type: none">• Outdoor product retailers;• 100% own brand companies preferred;• Located in the UK and Europe;• Turnover up to £40m.

Location: UK and Europe

(NEW) 265318 - CANDLE MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Manufacture of branded and private label candles;• Sold through physical stores and online.	<ul style="list-style-type: none">• Seeking manufacturers of candles;• Looking in Europe including the UK;• Profits in excess of €1m.

Location: Germany

(NEW) 263182 -ONLINE SPORTS GOODS RETAILER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Online sports goods retailer;• Manufactures, retails and distributes sports products;• Retail and distribute worldwide.	<ul style="list-style-type: none">• Looking for online retailers of own branded sports equipment and accessories;• Located in the UK;• Turnover up to £2m.

Location: Wales

264957 – MANUFACTURER AND DISTRIBUTOR OF SAFETY WORKWEAR (*CLICK REFERENCE TO ENQUIRE*)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• A designer and manufacturer of safety workwear;• Products include clothing, footwear, gloves, PPE and accessories;• Distribution networks in the UK, Ireland, Poland, Dubai, Australia and the US.	<ul style="list-style-type: none">• Looking for companies who sell products to distributors;• Located globally, including the UK;• Sales must be over £15m.

Location: Republic of Ireland

265143 – JEWELLERY RETAIL CHAIN (*CLICK REFERENCE TO ENQUIRE*)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned;• Group of over 100 stores and a wide range of gold and silver jewellery, watches and accessories;• Based in the Netherlands.	<ul style="list-style-type: none">• Jewellery retail chains;• Located internationally;• Revenue in excess of €2m.

Location: Netherlands

SUPPORT SERVICES

(NEW) 261975 - RECYCLER OF ELECTRIC AND ELECTRONIC GOODS (*CLICK REFERENCE TO ENQUIRE*)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Recycler of electric and electronic goods;• Has a network of treatment plants and logistic operators allowing the company to transport and process all types of e-waste;• Buy-and-build strategy.	<ul style="list-style-type: none">• WEEE companies and recyclers of electric and electronic goods;• Located in the EU;• Profits in excess of €1m.

Location: Italy

(NEW) 255006 - B2B TRANSLATION SERVICES (*CLICK REFERENCE TO ENQUIRE*)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Buy-and-build in the B2B translation services space;• Currently consists of three leading companies in the space;• Based in Germany with a global expansion strategy.	<ul style="list-style-type: none">• B2B translation services companies;• Located in Europe or the US;• Revenue in excess of €10m.

Location: Germany

(NEW) 265738 – SHIP MANAGEMENT SERVICES (*CLICK REFERENCE TO ENQUIRE*)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Global provider of ship management services;• Services range from ship management, crew management, technical services and yacht services;• 25 office locations across Asia-pacific, Europe and the Americas.	<ul style="list-style-type: none">• Businesses offering ship management and offshore services;• Located in Asia-Pacific, Europe or the Americas;• EBITDA < £1m.

Location: Hong Kong

(NEW) 265619 – INTERNATIONAL SCHOOLS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• International schools' operator;• Based in Singapore;• Over 20 campuses located across Asia;• Well-funded and actively acquisitive.	<ul style="list-style-type: none">• All-through schools (kindergarten/nursery through to Year 12);• Day schools with limited boarding;• Groups of primary schools;• Based in EMEA, South-East Asia and the Americas;• Turnover of at least £5m;• Enterprise value up to £100m.

Location: Asia

(NEW) 259472 – COMMERCIAL ASSET RENTAL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European group of companies specialising in asset rental;• Services offered to a range of industries including transport and finance;• Currently operate throughout the UK and Europe.	<ul style="list-style-type: none">• Assets rental companies with a majority market share;• Must operate B2B;• UK-based;• Turnover up to £20m.

Location: Europe

264989 – REMEDIATION SERVICES AND DISASTER RESTORATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned support services provider;• Provide disaster restoration and remediation services for the commercial sector;• Specialises in claims which occur in medical, hospitality, industrial, institutional and multi-family settings;• Multiple sites across North America.	<ul style="list-style-type: none">• Businesses offering services such as emergency response, water extraction, document restoration, decontamination, and board ups;• Based in North America;• EBITDA in the range of \$2m-\$10m.

Location: USA

TRANSPORT/DISTRIBUTION

(NEW) 262369 - SPECIALIST LOGISTICS COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • A group of companies in the logistics sphere, specialising in the transport of medical samples and transplants for emergency and time critical situation; • Operations include air charter, on board courier, international express freight, express medical courier, overnight services and road freight. 	<ul style="list-style-type: none"> • Interested in express and specialty logistics companies; • Located in Europe and the US; • Positive Cashflow; • Revenues in excess of €2m.

Location: Germany

(NEW) 9382 –INTERNATIONAL LOGISTICS SERVICES PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Private international logistics services provider; • Offer logistics services to the retail, wholesale, oil, energy and other sectors; • Located in the UK, South Africa and Asia. 	<ul style="list-style-type: none"> • Logistics services providers with a focus on technology; • Global; • EBITDA up to £2m.

Location: UK, South Africa & Asia

265028 – LOGISTICS SERVICE PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Private equity owned logistics service provider; • Focuses on transport, warehouse and data management; • Offer an international network of transport and warehousing partners; • Approximately 400 national and international transport providers and over 150 strategic stock locations; • Based in the Netherlands. 	<ul style="list-style-type: none"> • Transport logistics businesses with a focus on management; • Focused on Europe; • Revenue in excess of €2m.

Location: Netherlands

TRAVEL

(NEW) 252075 – BUS COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Privately-owned bus operator;Offers public transport;Located in Scotland.	<ul style="list-style-type: none">Bus operators;Turnover up to £10m;Based in Europe.

Location: Scotland

(NEW) 11319 – COACH OPERATOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Coach operator;Services include corporate travel; private coach hire and school coach hire;Operates in the UK and Europe;Previous acquisitions within the sector;Located in Northern England.	<ul style="list-style-type: none">Bus and coach operators;Turnover up to £7m;Based in the UK.

Location: UK & Europe

GENERALIST

(NEW) 264782 - DACH GROWTH CAPITAL INVESTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Growth Capital investment fund focused on high-growth German companies;• Focused on niche, industrials and technologies;• Founders come from a Tech and Engineering background.	<ul style="list-style-type: none">• Sectors of interest include Software, Industry 4.0, Automation, MedTech, Materials and Environmental technologies;• Targets should be in Germany;• Growth capital investments of up to €15m.

Location: Germany

(NEW) 266256 – PRIVATE INVESTMENT COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private investment company;• Based in the US;• Liquid funds up to \$100m.	<ul style="list-style-type: none">• Medium-sized businesses and Real Estate;• Most sectors considered;• Distressed opportunities;• Turnover in the range of €50m-€500m;• Based in Europe and North America.

Location: US & Holland

(NEW) 265814 – MIDDLE EASTERN FAMILY OFFICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Family Office representative;• Family Office located in The Middle East;• Generalist investors;• Located in London.	<ul style="list-style-type: none">• Any sector;• No interest in distressed;• Majority stakes only;• £3m-£10m turnover;• Profitable at EBITDA level;• Up to £15m EV.

Location: Middle East/London

264026 – CAPITAL INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European secondary direct and growth capital investment firm;• Operate in markets such as TMT, CleanTech and MedTech;• Invest in companies with a European headquarters.	<ul style="list-style-type: none">• Businesses operating in the software, internet, fabless semiconductors, cartech and robotic sectors;• Headquarters must be in Europe;• Revenue above €10m.

Location: Germany

264011 – FINANCIAL INVESTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German financial investor;• Invest in medium-sized companies across a variety of sectors;• Currently have portfolios in healthcare/life sciences, industrial, consumer goods, service trade and logistics, and software;• Invest across the DACH region.	<ul style="list-style-type: none">• Generalist (no specific sector);• Businesses located in the DACH region;• EBITDA over €1m.

Location: Germany

265558 – DANISH FINANCIAL INVESTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Danish boutique PE firm;• Invest in medium-sized SMEs across a variety of sectors;• Looking to do 4 deals in the UK in 2019.	<ul style="list-style-type: none">• Generalist (no specific sector);• UK businesses, with a slight preference around London;• £3m-10m turnover with up to £500k EBITDA.

Location: Denmark