



Langcliffe International

SELECTION OF UK BUYERS
ACQUISITIVE IN BENELUX
JUNE 2019

Sectors Featured Include: Building Products, Construction, Electronic, Health/Pharma, ICT, Industrial/Manufacturing, Leisure, Marketing Communications, Recruitment, Retail/Consumer, Support Services, Transport/Distribution and Generalist Investors

SECTORS

To view our selection of UK buyers who will acquire in the Benelux region please click the sector links below.

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

- [BUILDING PRODUCTS](#)
- [CONSTRUCTION](#)
- [ELECTRONIC](#)
- [HEALTH/PHARMA](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
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- [MARKETING COMMUNICATIONS](#)
- [RECRUITMENT](#)
- [RETAIL/CONSUMER](#)
- [SUPPORT SERVICES](#)
- [TRANSPORT/DISTRIBUTION](#)

Similarly, to view the criteria of a selection of our Generalist UK buyers who are acquisitive in Benelux, please click on the link below:

- [GENERALIST INVESTORS](#)

BUILDING PRODUCTS

6893 - BUILDING & CONSTRUCTION PRODUCTS DISTRIBUTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• A listed builders' merchant;• Actively acquisitive with multiple previous acquisitions;• Operations across Europe.	<ul style="list-style-type: none">• Distributors of building and construction products;• B2B only;• Located in the UK, Ireland, the Netherlands and Belgium;• £10m+ turnover.

Location: UK

264152 - MANUFACTURERS & DISTRIBUTORS OF SOLID SURFACES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private investment company with investments in marble, granite and other solid surface manufacturing;• Strong management team;• Acquisitive with funds earmarked for acquisitions.	<ul style="list-style-type: none">• Complementary acquisitions within the solid surface sector;• Other manufacturers/importers or distributors of marble, granite and solid surfaces;• Revenues in excess of £3m;• Located anywhere in the UK, Europe and USA.

Location: UK

CONSTRUCTION

262338 - CONSTRUCTION MATERIALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed 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 and other related materials;• Quarries of interest where there are nearby operations;• Located in the UK, Benelux, DACH and France;• EBITDA > £1m.

Location: UK

ELECTRONIC

6601 - LIGHTING PRODUCTS MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• A listed manufacturer and supplier of lighting systems;• Multi-million-pound turnover;• Operates in Europe, Asia and Australia.	<ul style="list-style-type: none">• Manufacturers and suppliers of products for the lighting industry;• No interest in lighting components;• Turnover of at least £5m;• Must be profitable;• Stable management team looking to stay with the business for a few years after any transaction;• Located worldwide.

Location: UK

HEALTH/PHARMA

481 - UK-BASED INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity firm focusing on healthcare;• Consider all types of financing structures (minority, growth, buyout, buy-in etc.);• UK-based.	<ul style="list-style-type: none">• Healthcare (mental health, rehabilitation, dentistry), digital health, social care, medical products & pharmaceuticals;• Located in Europe;• Invest between £10m-£20m over the life of each investment;• Initial investment can be £5m or less.

Location: UK

260910 - RETAIL OPTICAL SERVICES PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private provider of optical retail services;• Operates its own brand as well as a specialist laser eye surgery;• Maintains operations across the UK, Germany, Ireland and Croatia;• Headquartered in Scotland.	<ul style="list-style-type: none">• Providers of retail solutions in the optics space;• Based in Europe;• Minimum EBITDA of £1m.

Location: UK

ICT

266072 - BUSINESS SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Software investors;• Acquire underperforming software companies to assist growth;• Strong track record of acquisitions within the sector;• Located in the South.	<ul style="list-style-type: none">• Business software companies;• Specifically B2B software products with core IP;• Interested in distressed or underperforming businesses;• Turnover of £5m-£45m;• Recurring revenue;• Located in Europe.

Location: UK

INDUSTRIAL/MANUFACTURING

266351 - GLASS MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private UK company;• Manufacturer of glass and solar panel products;• Manufacturing facilities based in the UK but global operations.	<ul style="list-style-type: none">• Glass manufacturing;• Interested in distressed businesses;• Based in the UK and Europe;• Turnover up to £7m.

Location: UK

260284 - GEARBOX PRODUCT MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Manufacturer and supplier of gearboxes;• Customers are from the aerospace, defence, medical, industrial and automotive sectors;• Located in the South.	<ul style="list-style-type: none">• Manufacturers and suppliers of gearbox products;• Based in UK, Europe and US;• Turnover > \$25m.

Location: UK

256 - SCIENTIFIC INSTRUMENT MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately owned;• Designer of scientific instruments;• Actively acquisitive with a strong track record.	<ul style="list-style-type: none">• Manufacturers of scientific instruments;• Must own the IP on their products;• Ideally exporting at least 80%;• EBIT margin > 20%;• Self-standing entities must have EBIT of £500k, bolt-ons have no limited;• Based in Europe.

Location: UK

LEISURE

260893 - TRAMPOLINE PARKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private operator of a number of trampoline arenas;• Offers a range of fitness classes and events, aimed primarily at children;• Located across the UK.	<ul style="list-style-type: none">• Trampoline parks;• Distressed businesses of interest;• Based in the UK and Europe;• Turnover up to £10m.

Location: UK

MARKETING COMMUNICATIONS

262771 - INTERNATIONAL MARKETING & COMMUNICATIONS GROUP (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private international marketing group;• Operates through three business arms;• Customer communications centred around technology driven marketing;• Identification solutions offering secure identification and traceability solutions;• Graphic services focused on digital print production and supporting services;• Present in 15 countries with a global sales reach.	<ul style="list-style-type: none">• Businesses that fall into their current business arms;• Digital marketing firms must be scalable with USP;• System integrators and validators, primarily their technology;• Small print shops; VR; CGI; architect engineering; PoS displays;• Focus is on UK, Benelux and DACH;• Revenue in the range of £1m-200m.

Location: UK

RECRUITMENT

4708 - SPECIALIST TECHNICAL RECRUITMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private contract, interim and permanent recruitment firm;• Focus on broad IT, engineering, business change and contractors;• Offices across the UK.	<ul style="list-style-type: none">• Recruitment firms operating in technical fields;• Not interested in industrial or commercial;• UK or Benelux;• Contracts from £250k upwards.

Location: UK

RETAIL/CONSUMER

6941 - OUTDOOR PRODUCTS RETAILER *(CLICK REFERENCE TO ENQUIRE)*

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

Location: UK

2016 - HEALTH & BEAUTY RETAILER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• One of the UK's largest online retailers of FMCG;• Focused on beauty, health, luxury and technology brands;• A large amount of cash available for acquisitions.	<ul style="list-style-type: none">• Brands in the health and beauty sectors – predominately online;• Located in the UK or Europe;• Revenue between £10m-£150m.

Location: UK

251655 - RESTRUCTURING INVESTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Investor of stressed and distressed retailers;• Invest in businesses based in Western Europe;• Typical transaction range from £10m-50m.	<ul style="list-style-type: none">• Distressed businesses operating in the retail sector;• Located in Western Europe (particularly the UK), Germany and Benelux;• Turnover > £15m.

Location: UK

SUPPORT SERVICES

253428 - IT EQUIPMENT LEASERS *(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 operates across Europe, the 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 of £5m+.

Location: UK

15296 - GLOBAL ENGINEERING & ENVIRONMENTAL CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Public strategic consultancy serving the engineering and environmental sector;• Specialists in transport, energy and scarce resources;• Technical facilities in North America, Europe and Asia.	<ul style="list-style-type: none">• Rail engineering and consulting businesses;• Automotive engineering consultancies, those with electrical engineering capabilities and a particular focus on software and technology;• Software products associated with the virtualisation of engineering;• Soft and hard environmental consultancies;• Continental Europe;• Double digit profit margins;• Approximately £10m revenue.

Location: UK

TRANSPORT/DISTRIBUTION

263425 - SPECIALIST CHEMICAL MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private distributor of chemicals;• Other services include sample management, storage and blending;• Exports to over 75 countries;• Market focus includes automotive, precision cleaning, emission reduction, flavours and fragrances.	<ul style="list-style-type: none">• Manufacturers of specialist chemicals;• Ideally has a distribution arm;• Located in the UK, Europe, Asia and North America;• Revenue between £5m-£30m.

Location: UK

13666 - FOURTH PARTY LOGISTICS PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity backed 4th party logistics provider;• Design and manages bespoke supply chain management solutions;• Extensive UK reach as well as offering air, road and sea freight through European and Worldwide solutions.	<ul style="list-style-type: none">• 3rd and 4th party logistics;• UK or international reach;• Minimum EBITDA £500k.

Location: UK

1696 - INTEGRATED LOGISTICS PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• International integrated logistics business;• Services encompass logistics, freight forwarding, supply chain solutions and ISO Tank Solutions;• Head office is in Hong-Kong but located across China and the UK.	<ul style="list-style-type: none">• Pure freight forwarding companies;• Located globally;• Minimum turnover £2m.

Location: UK & China

9638 – EXPEDITED FREIGHT & LOGISTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private provider of expedited freight transport and logistics services;• Offers road and air freight, air charter, on-board courier and freight forwarding;• Six offices across four countries.	<ul style="list-style-type: none">• Express delivery/time critical freight services across a range of sectors;• Based in Europe;• Turnover £1m-£5m.

Location: UK

255591 - GLOBAL LOGISTICS NETWORK *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private global freight forwarding and supply chain specialist;• Global logistics network offering a range of services including European distribution, supply chain management, cargo insurance, customs consultancy;• UK HQ with global locations.	<ul style="list-style-type: none">• Providers of full load services to local industries;• Located across Europe;• Minimum EBITDA £500k.

Location: UK

GENERALIST INVESTORS

251462 - EUROPEAN PRIVATE EQUITY FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European-based private equity firm focusing on a small number of investments;• Want a majority share in investments;• Operates across Europe but based in the UK.	<ul style="list-style-type: none">• Interested in food and beverage, consumer and manufacturing sectors;• Based in Europe;• Enterprise value in the range of £10m-£40m.

Location: UK

254846 - PAN-EUROPEAN PRIVATE INVESTMENT COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Pan-European group of investors;• Focusing on mid-market private equity investments;• Completed more than 100 buyouts in companies across Europe.	<ul style="list-style-type: none">• Sector focus is Business & Financial Services, Healthcare, Manufacturing, Retail, Leisure and Consumer;• Located in Europe;• Enterprise value between €75m and €300m.

Location: Europe

2984 - UK PRIVATE EQUITY FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Invest in mature, mid-market European businesses;• Interested in businesses for sale which require a 'helping hand' (gaps in management etc.);• UK-based, but operate across Europe.	<ul style="list-style-type: none">• Interested in the Consumer, Healthcare, Industrials & Engineering, and Services sectors;• Located in Europe;• Enterprise value between £50m-£350m;• EBITDA £7m+ for platforms.

Location: UK

250173 - INDEPENDENT INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity firm which invests alongside management teams;• Primarily support management buyouts as well as buy-ins, equity release, expansion capital and public-to-private deals;• Operates in France, Germany, Switzerland and the UK;• Invested selectively in Belgium and the Netherlands.	<ul style="list-style-type: none">• Interested in Consumer, Business Services, Industrial and Financial Services;• Located in Europe;• Enterprise value between £50m-£500m.

Location: Europe

5870 - GLOBAL PRIVATE EQUITY FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity firm providing capital to small and medium sized companies;• Management-led buyouts or growth/development capital investments;• Offices in the US, Europe and Latin America.	<ul style="list-style-type: none">• Sector agnostic;• Located in Europe;• Enterprise value between £50m-£500m.

Location: International

481 - UK-BASED PRIVATE EQUITY FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity firm providing capital to small and medium sized companies;• Invest in businesses with differentiated market positioning with potential international expansion;• Based in the UK but operates throughout Europe.	<ul style="list-style-type: none">• Sector focus includes Healthcare & Pharma Services, Business Services, Industrial, Food & Chemical, Lifestyle, Leisure & Travel, TMT, Education & Training, and Financial Services & Insurance;• Located in Europe;• Enterprise value between £20m-£100m.

Location: UK

250808 - LONDON-BASED PRIVATE EQUITY FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• London-based private equity firm;• Invests in small UK trading businesses;• MBO, MBI, stakeholder issues, recapitalisations and other complex situations;• Invests between £2-3M with a range of £500k-£5m per transaction.	<ul style="list-style-type: none">• UK-based businesses operating across a wide range of sectors;• Have a current interest in AI, Robotics and industrial automation;• EBITDA between £500k-£5m.

Location: London

12045 - TURNAROUND INVESTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Investors that specialise in distressed and turnaround situations;• Offer a range of investment deals, as well as advisory services for underperforming businesses;• Services offered across the Americas, Europe, the UK, Australia and Asia.	<ul style="list-style-type: none">• Stressed, distressed, turnaround or underperforming businesses;• European businesses;• Stressed businesses must have a minimum turnover of £7m;• For turnaround/underperforming businesses the assets are important.

Location: UK