



Langcliffe International

SELECTION OF US BUYERS
ACQUISITIVE IN THE UK
JUNE 2019

Sectors Featured Include: Aerospace & Defence, Food & Beverages, Health/Pharma, ICT, Industrial/Manufacturing, Plastics & Packaging, Support Services and Transport/Distribution.

SECTORS

To view our selection of US buyers who will acquire in the UK 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).

- [AEROSPACE & DEFENCE](#)
- [FOOD & BEVERAGES](#)
- [HEALTH/PHARMA](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
- [PLASTICS & PACKAGING](#)
- [SUPPORT SERVICES](#)
- [TRANSPORT/DISTRIBUTION](#)

AEROSPACE & DEFENCE

265343 - APPLICATION & ENTERPRISE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity backed provider of applications and enterprise solutions to the aviation industry;• Provides 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

FOOD & BEVERAGES

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"> • Manufacturers of sauces, marinades, dips and similar products; • Located in Europe or North America; • Profits in excess of \$1m.

Location: Canada

258049 - MANUFACTURER OF FREEZE-DRIED PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Private equity backed manufacturer of freeze-dried food products; • Products are 'Clean Label'; • Based in the US with global shipping network. 	<ul style="list-style-type: none"> • Complementary manufacturers of freeze-dried products; • Products should be organic and can include fruits, vegetables, proteins and pet food; • Based in the UK or wider Europe; • Profits in excess of \$1m.

Location: USA

263506 - FOOD SAFETY X-RAY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Private equity owned provider of X-ray inspection services; • Serves Fortune 100 food manufacturers with compliance and food safety issues; • Used to identify and remove foreign contaminants from food; • Operates throughout the US and Canada. 	<ul style="list-style-type: none"> • Food safety companies; • X-ray inspection companies in other markets; • Serving blue-chip clients and offering a niche service with limited competition; • Revenue in the range of \$5m-\$100m.

Location: USA

HEALTH/PHARMA

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

261429 - LIFE SCIENCES BUY & BUILD *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Diversified Life Sciences holding company;• Companies across various verticals;• Headquartered in California with a global reach;• Track record of multiple acquisitions.	<ul style="list-style-type: none">• Focus on high margin consumable products;• Interested in a wide variety of verticals and geographies to diversify product offering and expand global footprint;• Profits in excess of \$1m.

Location: USA

ICT

265406 - CLOUD-BASED TRAVEL SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private investment backed 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

265407 - DIGITAL ASSET & PRODUCT INFORMATION MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private investment backed provider of turnkey content creation, enhancement and syndication;• Serves brands, retailers, distributors and their vendor suppliers;• Creates, manages and publishes digital product content.	<ul style="list-style-type: none">• Complimentary companies offering solutions to brands, retailers and distributors;• Located in Europe or North America;• Profits in excess of \$2m.

Location: USA

266538 - FINTECH PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity backed trading technology for global banks and brokers;• Focussed on fixed income and FX trading;• Provides front-office trading solutions and enterprise solutions for mission critical trading applications;• Offices located worldwide.	<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

263186 - LOGISTICS SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Privately invested provider of software for the logistics sector;• Predominantly offers multi-carrier shipping software solutions;• Solutions include shipping solutions, payment solutions, compliance solutions and related products;• Also offers enterprise logistics consulting and support;• US-based with an international footprint and presence.	<ul style="list-style-type: none">• Providers of solutions including software, services and analytics• Serving the logistics market;• Profits in excess of \$1m.

Location: USA

INDUSTRIAL/MANUFACTURING

262523 - NITROGEN GENERATORS MANUFACTURER *(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">• Businesses operating in the complex nitrogen generator space;• Located in the EU or the US;• Profits in excess of \$1m.

Location: USA

262966 - MASSAGE EQUIPMENT MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Privately backed manufacturer of massage equipment including tables, chairs, accessories and supplies;• Company focusses on sustainable and environmentally friendly sourcing and production.	<ul style="list-style-type: none">• Seeking complementary acquisitions in the health and wellness sector;• Located in Europe;• Profits in excess of \$500k.

Location: USA

258056 - CRYOGENIC VALVES MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned manufacturer of cryogenic, vacuum and high-pressure valves;• Also manufactures vacuum insulated piping;• Three manufacturing and seven field service sites;• US-based.	<ul style="list-style-type: none">• Manufacturers of cryogenic and insulated piping and valves, and medical gas piping systems;• Markets include food and drinks, pharmaceutical, semiconductor and liquified natural gas;• Profits above \$1m.

Location: USA

258944 - FLOW PRODUCTS MANUFACTURER (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned manufacturer of flow meters, BTU meters and display models;• Flow meter products include turbines, vortexes, mass flow and ultrasonic;• Operates internationally.	<ul style="list-style-type: none">• Manufactures of flow meters and other associated products;• Located globally;• Profits in excess of \$2m.

Location: USA

258946 - HVAC EQUIPMENT MANUFACTURER (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned provider of engine controls for mobile industrial equipment applications;• Products include control panels, sensors, and wiring harness featuring embedded automation and telemetry technology;• Partners in Europe and Australia.	<ul style="list-style-type: none">• Companies involved in machine control, sensors, telemetry and remote operation;• Based in Western Europe or North America;• Profits in excess of \$2m.

Location: USA & Canada

PLASTICS & PACKAGING

262237 - THERMOFORMED PLASTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned manufacturer of thermoformed packaging;• Products range from single material clamshell to multi-layer-material modified atmosphere containers;• Multiple sites in the US.	<ul style="list-style-type: none">• Providers in the thermoformed plastics space;• End markets can include food, medical and consumer;• Profit in excess of \$1m.

Location: USA

SUPPORT SERVICES

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned 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

262651 - CHANGE MANGEMENT TRAINING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity owned change management firms;• Provides training, products and solutions to corporations, governments and non-profits;• Offers in-house and open enrolment certification using research-based change management solutions;• Also offers advisory solutions and supports training and services with a large variety of products and digital solutions;• Services offered globally.	<ul style="list-style-type: none">• Providers of solutions surrounding change management;• Located globally;• Profits in excess of \$1m.

Location: USA

TRANSPORT/DISTRIBUTION

252643 - SCIENTIFIC EQUIPMENT DISTRIBUTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity backed manufacturer and distributor of chemicals and lab equipment for the science education market;• Wide range of products across the science and a market leading position in chemistry;• Distribute across the US.	<ul style="list-style-type: none">• Companies developing, marketing, sourcing and/or distributing products to the science education market;• Biology, Physics, Earth Sciences and Environmental Sciences of interest;• Focus on a higher education offering;• Looking to expand its geographic distribution reach;• Revenue in excess of \$2m.

Location: USA