



SELECTION OF GERMAN BUYERS  
ACQUISITIVE IN BENELUX  
JULY 2019

**Sectors Featured Include:** Construction, Health/Pharma, ICT,  
Industrial/Manufacturing, Marketing Communications,  
Retail/Consumer, Support Services and Transport/Distribution

## SECTORS

To view our selection of German 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 German buyers, please click the title link within a sector to send our Managing Director, Mark Eardley, an email ( [mark.eardley@langcliffeinternational.com](mailto:mark.eardley@langcliffeinternational.com) ).

- [CONSTRUCTION](#)
- [HEALTH/PHARMA](#)
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## CONSTRUCTION

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned specialist in façades, cladding, roofs and lightning protection;</li><li>• The company services clients from various end markets and aims to drive technological progress in the industry;</li><li>• Operates in Germany and the Netherlands.</li></ul>	<ul style="list-style-type: none"><li>• Suppliers of mounting steel and aluminium roofs &amp; facades, flat roof specialists and lightning protection;</li><li>• Preferably located in DACH and Benelux, but bordering countries also considered;</li><li>• Profits should be in excess of €1m.</li></ul>

**Location: Germany & Netherlands**

## HEALTH/PHARMA

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

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

**Location: Germany**

### 262364 - HEALTH & PHARMA COMPLIANCE CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

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

**Location: Germany**

### 265139 - CONSUMER HEALTHCARE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

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

**Location: Germany**

**265138 - SILICON BREAST FORM MANUFACTURER** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• Private equity-owned manufacturer of silicone breast forms;</li><li>• Used after breast surgery care and post-op clothing;</li><li>• Serves customers through hospitals and clinics, boutiques, distributors and retailers;</li><li>• Products manufactured and offered globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of clothing and post-breast surgery care products;</li><li>• No interest in implant manufacturers;</li><li>• Looking to expand internationally;</li><li>• Minimum of €5m sales.</li></ul>

**Location: Germany**

## ICT

### 263852 - IT NETWORKS & SECURITY *(CLICK REFERENCE TO ENQUIRE)*

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

**Location: Germany & Switzerland**

### 262488 - SOCIAL CARE SOFTWARE PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Provider of cloud-based electronic patient file software;</li><li>• Clients range from social shelters to youth and mental care providers;</li><li>• Offers specialised social software to the elderly care sector, including outpatient, inpatient and semi-inpatient care;</li><li>• Businesses active across Benelux and Germany.</li></ul>	<ul style="list-style-type: none"><li>• Interested in providers of software to the social care sector;</li><li>• Located in Europe including the UK;</li><li>• Profits in excess of €500k.</li></ul>

**Location: Germany & Benelux**

### 265403 - BUSINESS SOFTWARE PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned;</li><li>• Implementor of business software, business intelligence, CRM and human resource management solutions, analysis, consulting, training and long-term support;</li><li>• Provide enterprise resource planning (ERP) systems in the DACH region.</li></ul>	<ul style="list-style-type: none"><li>• Related software products or services that will improve its current offering;</li><li>• Based in DACH;</li><li>• Profit in excess of €1m.</li></ul>

**Location: Germany**

### 265419 - HOTEL DATA PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

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

**Location: Germany**

### 260849 - ERP SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned provider of ERP solutions for mid-sized manufacturing and trade companies;</li><li>• Clients across the automotive, electronics, wholesale, plastics, engineering, MedTech, metal processing sectors;</li><li>• Headquartered in Germany with offices located globally.</li></ul>	<ul style="list-style-type: none"><li>• Software focused on manufacturing for mid-market companies;</li><li>• Revenue between €5m-€60m;</li><li>• EBITDA between €0.5m-€10m;</li><li>• Located in Europe.</li></ul>

**Location: Germany**

### 263864 - ENTERPRISE SOFTWARE PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned ERP IT solutions provider serving the furniture and kitchen industries;</li><li>• Visualisation software for kitchens, bathrooms and living spaces;</li><li>• Offers cloud &amp; IT services, alongside IT infrastructure, consultancy and training;</li><li>• Services offered across Germany.</li></ul>	<ul style="list-style-type: none"><li>• Enterprise software (niches. furniture retailer, garden centre, sanitary/building materials wholesalers);</li><li>• Modules (e.g. e-commerce &amp; logistics interface);</li><li>• Revenue between €2m-€20m;</li><li>• EBITDA between €1m-€5m.</li></ul>

**Location: Germany**

## INDUSTRIAL/MANUFACTURING

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned manufacturer of electric door drives;</li><li>• Serves the maintenance, repair and renovations industry for elevator doors and security doors for tool machines;</li><li>• Operates across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Electric door drives for elevator doors and tool machines;</li><li>• Located in Europe;</li><li>• Revenue in excess of €5m.</li></ul>

**Location: Germany**

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

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

**Location: Germany**

### 264840 - SPECIALTY VALVES MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned manufacturer and supplier of water and wastewater valves;</li><li>• Offers on-site services, repairs, maintenance, analysis and training;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of specialty valves and smart valves;</li><li>• Located globally;</li><li>• Revenue in excess of €10m.</li></ul>

**Location: Germany**



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

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

**Location: Germany**

### 266081 - MICRODUCT SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned manufacturer of microduct systems;</li><li>• Serves network operators and telecommunications companies;</li><li>• Offer a range of over 1000 pipes, fittings and sealing elements which can be combined separately;</li><li>• Services offered across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Duct manufacturers to enter foreign markets;</li><li>• Related duct or related broadband buildout products (e.g. active components);</li><li>• Revenue between €5m-€50m;</li><li>• EBITDA between €0.25m-€10m;</li><li>• Located in Western Europe or USA.</li></ul>

**Location: Germany**

### 266093 - INDUSTRIAL ADHESIVE TAPES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned developer and manufacturer of tailored water-based industrial adhesive tapes;</li><li>• Produces a wide range of self-adhesive tapes for a broad range of applications across several sectors;</li><li>• Strong distribution capabilities in Europe.</li></ul>	<ul style="list-style-type: none"><li>• Industrial adhesive tape providers with strong distribution, providers focused on medical tapes;</li><li>• Revenue between €10m-€50m;</li><li>• EBITDA between €2m-€10m;</li><li>• Located in Europe.</li></ul>

**Location: Germany**

## MARKETING COMMUNICATIONS

**260851 - ONLINE MARKETING SERVICES** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned online marketing business;</li><li>• Provides relevant offers to online shoppers;</li><li>• Specialises in special offers and check-out pages;</li><li>• Sectors include clothing, lifestyle, electronics, books, travel and office;</li><li>• Has a partner network of 600 online shops which can be accessed globally;</li><li>• German headquarters with a European presence.</li></ul>	<ul style="list-style-type: none"><li>• Affiliate businesses, omni-channel marketing, e-mail marketing, couponing, vouchers &amp; customer incentivisation, online big data and customer analytics, re-targeting, cross device marketing;</li><li>• Located in Europe or the USA;</li><li>• Revenue in the range of €3m-€100m;</li><li>• EBITDA in the range of €0.5m-€15m.</li></ul>

**Location: Germany**

## RETAIL/CONSUMER

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned manufacturer of candles;</li><li>• Produces and sells candles through a multi-channel approach (under their own brand and private labels);</li><li>• Sold through physical stores and online;</li><li>• Manufacturing sites in Germany and Hungary;</li><li>• Products sold globally.</li></ul>	<ul style="list-style-type: none"><li>• Seeking manufacturers of candles;</li><li>• Located in the UK and Europe;</li><li>• Profits in excess of €1m.</li></ul>

**Location: Germany**

### 266083 - THERAPEUTIC COSMETICS & HEALTH PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned developer and supplier of medical and cosmetic products;</li><li>• Offers dental care and nutritional products;</li><li>• Company focusses on combining natural products with medical know-how;</li><li>• Products sold globally.</li></ul>	<ul style="list-style-type: none"><li>• Natural cosmetics, personal care products with medical standards, niche products;</li><li>• Located across Europe;</li><li>• Revenue between €3m-€100m;</li><li>• EBITDA between €0.5m-€15m.</li></ul>

**Location: Germany**

## SUPPORT SERVICES

### 265179 - TECHNICAL BUILDING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned HVAC services engineer;</li><li>• Specialises in smart building technologies;</li><li>• Offers technical building services to hospitals, industry, data centres and the public sector;</li><li>• Predominantly operating in Germany.</li></ul>	<ul style="list-style-type: none"><li>• Service engineers operating in the HVAC sector, providers of smart building technologies or technical building service providers;</li><li>• Interested in DACH, Benelux and Scandinavia;</li><li>• Profits should be in excess of €1m.</li></ul>

**Location: Germany**

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

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

**Location: Germany**

### 266090 - REMOTE SECRETARIAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private equity-owned office, phone and secretarial services provider;</li><li>• Serves startups and SME clients;</li><li>• Arranges meeting rooms, business address, business center and virtual office services to freelancers and entrepreneurs;</li><li>• Services offered globally.</li></ul>	<ul style="list-style-type: none"><li>• Providers of remote secretarial services (phone answering, translation services, presentation services, etc.);</li><li>• Also interested in co working spaces;</li><li>• Located internationally;</li><li>• Revenue between €5m-€50m;</li><li>• EBITDA between €0.5m-€5m.</li></ul>

**Location: Germany**

## 266091 - DOCUMENT MANAGEMENT SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• Private equity-owned provider of document management solutions and enterprise content management systems;</li><li>• Serves predominantly the public but also the private sectors;</li><li>• Offers consulting, concept and training and documentation services;</li><li>• Headquartered in Germany with a physical presence across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Providers of ECM software for the private market, broader business software for public sector;</li><li>• IT Service providers/system integrators with focus on public sector;</li><li>• Revenue from €5m to €50m+;</li><li>• EBITDA from €0.5m to €10m+.</li></ul>

**Location: Germany**

## TRANSPORT/DISTRIBUTION

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

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

**Location: Germany**