



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

SEPTEMBER 2019

Sectors Featured Include: Aerospace & Defence, Automobiles & Parts, Building Products, Construction, Electronic, Financial General, Healthcare Providers, Health/Pharma, ICT, Industrial/Manufacturing, Legal, Leisure, Marketing Communications, Retail/Consumer, Support Services, Transport/Distribution, Travel and Generalist Investors

SECTORS

To view our most recent buyers targeting opportunities with an EBITDA above £1m, please click the title link below.

If you believe that you have an opportunity that meets the criteria of a buyer, please click the buyer title link to send the relevant team member an email.

Alternatively, please email mark.eardley@langcliffeinternational.com

- [AEROSPACE & DEFENCE](#)
- [AUTOMOBILES & PARTS](#)
- [BUILDING PRODUCTS](#)
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Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- [GENERALIST](#)

AEROSPACE & DEFENCE

8387 - AIRCRAFT SPARE PARTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private UK company;• Supplies, repairs, exchanges and leases aircraft parts;• Operates close to major airport hubs.	<ul style="list-style-type: none">• Verticals in maintenance, repair and overhaul;• Located in the UK, US or Asia;• Turnover from £12m-£100m.

Location: UK

AUTOMOBILES & PARTS

2134 - AUTO REPAIR COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-backed auto repair company;• Repair centres located across the UK.	<ul style="list-style-type: none">• Companies contracted to repair large vehicles;• Mobile automotive repair fleets;• Garages;• UK-based;• Turnover up to £20m.

Location: UK

BUILDING PRODUCTS

13216 - WINDOWS, DOORS & CONSERVATORIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• LSE-listed;• Designer and manufacturer of precision PVC-U window, door, conservatory and roofline products;• Operates a nationwide network of more than 135 branches;• Products supplied directly to fabricators and installers across the UK.	<ul style="list-style-type: none">• Technology which will differentiate product offering;• Products that can be vertically integrated;• Range extensions that complement current range;• Market consolidation;• Based in the UK;• Turnover above £10m.

Location: UK

CONSTRUCTION

259557 - INTERNATIONAL ENGINEERING GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• International engineering group;• Services include (but not limited to) engineering, architecture, urban planning and consulting;• Their markets include road, civil, urban development, water and environment.	<ul style="list-style-type: none">• Engineering services;• Located globally;• Any size.

Location: France

ELECTRONIC

262675 - MOBILE PHONE SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Manufacturer and supplier of mobile phones;• Services include manufacturing, re-manufacturing and parts reclamation;• Headquartered in Hong Kong, with offices and factories located globally;• Acquisition history within the sector.	<ul style="list-style-type: none">• New/refurbished mobile phone manufacturers and sellers;• Any size;• Located internationally.

Location: Asia

FINANCIAL GENERAL

115785 - FINANCIAL & PROFESSIONAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Group of financial and professional services companies;• £16bn FUM;• 13 offices across the UK, Ireland and Jersey;• Offer financial planning, investment management, tax services, accounting, corporate finance and fund administration services.	<ul style="list-style-type: none">• Providers of private investor and business financial and professional services;• UK-based;• Minimum turnover £10m.

Location: UK & Jersey

HEALTHCARE PROVIDERS

265365 - 24-HOUR NURSING CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Provider of 24-hour nursing care, specialist dementia care and residential support;• Services only offered in their homes;• 20 care homes across the UK.	<ul style="list-style-type: none">• Nursing and specialist care providers;• Residential care establishments;• Located in the Midlands and South UK;• EBITDA up to £3m.

Location: UK

258661 - RESIDENTIAL CARE HOME GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Group of residential care homes;• 38 care homes with a collective 1700 beds;• Homes spread across the UK.	<ul style="list-style-type: none">• Residential care homes;• UK-based;• Minimum turnover £5m.

Location: UK

HEALTH/PHARMA

262577 - DENTAL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Professional dental products manufacturer;• Strong focus on digital dentistry, research and development;• UK-based, with a manufacturing arm in Sweden;• Other global subsidiaries include Western Europe, Australia, US, Africa and Middle East.	<ul style="list-style-type: none">• Dental implants, bone regeneration for dental membranes, associated dental products, dental CAD/CAM, manufacturing facilities;• Located across Europe and the US;• Turnover in the range of £1m-£10m.

Location: Global

12722 - SCIENTIFIC & TECHNOLOGY PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Designer and manufacturer of scientific and technology products;• Four divisions offering equipment for life scientists & microbiologists, systems which apply digital imaging techniques and imaging techniques within the clinical space;• Located in the UK but offers products worldwide.	<ul style="list-style-type: none">• Scientific/technical instruments;• Manufacturing sector;• UK-based, selling worldwide;• Priced at 4-6x EBIT.

Location: UK

ICT

266332 - MARKET SOFTWARE DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• A vertical market software developer with 50 independently managed software business units in Europe;• Strong presence in the healthcare and local government sectors;• Owns companies offering software products to the automotive, real estate, legal and accounting sectors;• Based in the Netherlands.	<ul style="list-style-type: none">• Similar vertical market software developers;• Focus on adding value to vertical markets by building industry leading software solutions;• Based in Europe;• Minimum revenues of €3m;• UK targets to have a minimum turnover of £2.5m.

Location: Netherlands

261585 - ONLINE SOFTWARE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of online software solutions for the temporary work market;• Owns a cloud-based SaaS solution which facilitates candidate screening, pay statements, contracts and invoices;• Based in France.	<ul style="list-style-type: none">• Software developers and providers operating in the temporary workspace;• Located across Europe;• Revenues up to €15m.

Location: France

16429 - MOBILE CAMERA SURVEILLANCE SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Provider of mobile camera-based surveillance systems;• Also offer a full range of specialist engineering services in the defence sector;• Client focus has been on those in the rail sector;• Products and services offered in the UK, but brand has spread to over 20 countries, including Hong Kong, Turkey, Italy and Sweden.	<ul style="list-style-type: none">• Transport and defence sectors;• Monitoring and surveillance systems often integrating with the train builders train management operating system;• Road/highway monitoring and surveillance systems;• Located across Europe;• EBITDA in excess of £1m.

Location: UK

INDUSTRIAL/MANUFACTURING

4053 - PROCESS & INFRASTRUCTURE SAFETY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Global public company;• Manufactures a variety of products to protect people and infrastructure;• Products include fire & gas detectors and security sensors;• Operations across North & South America, Europe and Asia.	<ul style="list-style-type: none">• Technical fire & gas detection systems and elevator systems,• Located globally;• Turnover in the range of \$10m-\$300m;• Sweet spot is \$30m-\$70m;• No interest in start-ups and must have at least 3 years historic growth.

Location: UK

266577 - MEDICAL & ENVIRONMENTAL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Global public company;• Manufactures products relating to the healthcare/medical and environmental sectors;• Operations across North & South America, Europe and Asia.	<ul style="list-style-type: none">• Businesses relating to healthcare and the environment;• Particularly interested in technology and software;• Turnover >£5m, ideally £10m+;• Will look smaller for bolt-ons;• Profitable businesses (20%);• Located anywhere in the world.

Location: UK

252992 - SWEDISH INDUSTRIAL GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish industrial group;• Consist of 7 daughter groups with operations in 15 countries.	<ul style="list-style-type: none">• Businesses in a range of industrial sectors, including distribution, manufacturing, services and retail;• Geography focus is Nordics;• EBITDA in excess of £1m.

Location: Sweden

257843 - MEASUREMENT & INSTRUMENTATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Group of companies; comprised of four business segments;• Offer advanced test and inspection instrumentation, systems, flow meters & control products, measurement instrumentation and automated flow assembly & tests systems;• Headquartered in the US but located globally.	<ul style="list-style-type: none">• Measurement and instrumentation space;• Focus on the process, HVAC, water/waste-water, and general industrial space;• No interest in aerospace or nuclear;• EBITDA in excess of US\$1m.

Location: UK

262612 - US ENGINEERING FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US engineering firm;• Offers a wide range of engineering services including medical, energy, industrial, filtration, water and HVAC;• Services offered across the US.	<ul style="list-style-type: none">• Businesses offering engineering services in similar spaces;• Located globally;• Minimum EBITDA US\$1m.

Location: UK

LEGAL

7477 - LEGAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Legal services provider;• Services include wills, probate, personal injuries and family law;• Nationwide operations.	<ul style="list-style-type: none">• Legal services;• Located in the UK;• Turnover up to £50m.

Location: UK

LEISURE

251742 - HEALTH CLUBS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Chain of health clubs with fitness facilities;• Clubs located across the UK and Scotland.	<ul style="list-style-type: none">• Health clubs, gyms and spas;• UK-based;• Turnover up to £10m.

Location: UK

MARKETING COMMUNICATIONS

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• International marketing and communications group;• Three business arms focused around technology driven marketing, secure identification & traceability solutions and digital print production & support services;• Present in 15 countries with a global sales reach.	<ul style="list-style-type: none">• Marketing communications (e-commerce & tech, data analytics, consulting and system development);• Print (payment technology);• Identification technologies (graphic design and scanning solutions);• Located in the UK, Germany or the Benelux;• Any size;• E-commerce and e-logistics must have a deal size of €10m-€100m.

Location: Global

RETAIL/CONSUMER

264798 - ELECTRONIC DEVICE RECYCLING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned recycling company;• Offers recycling and re-commerce solutions for mobile phones and other handheld electronic devices;• Has a physical presence in UK, Europe, the Middle East, Africa, Asia and North America but offers services globally.	<ul style="list-style-type: none">• Recycling and re-commerce business with a focus on the electronics sector;• Located globally;• Minimum turnover £7m.

Location: Global

264372 - HERITAGE BRANDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private equity firm investing in consumer brands;• Focus on health & wellness, lifestyle and heritage brands;• Businesses are headquartered in the UK and Europe.	<ul style="list-style-type: none">• Wellbeing, lifestyle and heritage brands;• Northern European investments;• Revenue in the range of £5m-£30m;• EBITDA <£3.5m.

Location: UK

SUPPORT SERVICES

266411 - SINGAPOREAN PRIVATE COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Far East listed group of companies;• Group verticals include industrial, engineering and nutrition sectors;• Customers in the Middle East and SE Asia;• Next vertical is education.	<ul style="list-style-type: none">• Freehold and leasehold nurseries;• Management to remain in place;• Located in London, Cambridge or Oxford;• Deal value up to £10m consideration.

Location: Singapore

265632 - RETAIL CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Consultancy firm focusing on the retail sector;• Offers services to businesses facing liquidity issues or those with unprofitable stores;• Services offered across the UK.	<ul style="list-style-type: none">• Retail, wholesale or ecommerce businesses;• Distressed or stressed i.e. turnaround opportunities;• Stock financing requirement;• Based in UK, Ireland, Northern Europe or Spain;• Turnover above £10m with no upper limit.

Location: UK

6914 - TEXTILE RENTAL & DRY CLEANING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Provider of textile rental, dry cleaning and facilities management services;• Services offered to consumers and businesses across the UK.	<ul style="list-style-type: none">• Textile rental or dry-cleaning opportunities;• Opportunities that will broaden their FM offering;• Not interested in the commercial cleaning of properties;• UK-based; minimum EBITDA £1m.

Location: UK

259477 - FRANCHISE OPERATOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Limited company operating multiple franchise verticals;• Portfolio includes 22 service brands, 19 of which are franchise brands;• Recent significant infrastructure development and investment in the UK and Germany;• Dedicated offices in the UK, Germany, Canada and the US;• Strong organisational culture and corporate values;• Industry-leading support services, knowledge and expertise.	<ul style="list-style-type: none">• Franchised brands offering domestic or commercial services, focused on repairing, maintaining or enhancing properties and/or grounds;• Areas of interest include, but not limited to, pest control, cleaning, curtain & blind installations, HVAC, garden, etc.;• Located in the UK or Germany;• Minimum EBITDA £1m.

Location: UK

16923 - EMERGENCY DRAINAGE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Provider of 24-hour emergency drainage services;• Services include sewage & rainwater drainage; CCTV drain surveying; waste removal; tanker services and excavating & relining;• Services offered in London and the South East.	<ul style="list-style-type: none">• Drainage/plumbing business serving London and the North Home Counties);• Drainage or waste tankers North of London (Oxford) along the M40 corridor, in Surrey, Hampshire, Dorset or Wiltshire;• Civils companies in Surrey, Hampshire, Dorset or Wiltshire;• Turnover in the range of £1m-£5m;• Management team and assets;• Leased or owned based/properties.

Location: UK

257784 - WATER & WASTE-WATER EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Provider of water and waste-water equipment;• Offers a range of products for project development, plant engineering and service;• Headquartered in Germany with subsidiaries in Germany, UK and Belgium.	<ul style="list-style-type: none">• Waste-water and water equipment and service providers;• Located across the UK, DACH or Benelux region;• Minimum EBITDA £1m.

Location: Germany

15005 - TRAINING COURSE PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Provider of training courses;• Courses in the fields of accountancy, taxation, management and financial markets;• 28 centres across the UK.	<ul style="list-style-type: none">• Apprenticeship businesses with a focus on IT and financial services;• UK-based;• EBITDA in excess of £1m.

Location: UK

265632 - RETAIL CONSULTANCY FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Consultancy firm focusing on the retail sector;• Offers services to businesses facing liquidity issues or those with unprofitable stores;• Services offered across the UK.	<ul style="list-style-type: none">• Retail, wholesale or ecommerce businesses;• Distressed or stressed i.e. turnaround opportunities;• Stock financing requirement;• Based in UK, Ireland, Northern Europe or Spain;• Turnover above £10m with no upper limit.

Location: UK

259477 - FRANCHISE OPERATOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Limited company operating multiple franchise verticals;• Portfolio includes 22 service brands, 19 of which are franchise brands;• Recent significant infrastructure development and investment in the UK and Germany;• Dedicated offices in the UK, Germany, Canada and the US;• Strong organisational culture and corporate values;• Industry-leading support services, knowledge and expertise.	<ul style="list-style-type: none">• Franchised brands offering domestic or commercial services, focused on repairing, maintaining or enhancing properties and/or grounds;• Areas of interest include, but not limited to, pest control, cleaning, curtain & blind installations, HVAC, garden, etc.;• Located in the UK or Germany;• Minimum EBITDA £1m.

Location: US

7670 - BUSINESS DEVELOPMENT PARTNER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Business development partner working with knowledge networks;• Partners include universities, European networks, government agencies and global business organisations;• Identify acquisition opportunities and source competitive intelligence;• Active across the UK and Europe;• Headquarters in the UK with additional offices in France.	<ul style="list-style-type: none">• Development and consultancy businesses offering their clients support through technological and international development;• Located across Europe;• Turnover up to £5m.

Location: UK

TRANSPORT/DISTRIBUTION

266831 - CHEMICAL INGREDIENT DISTRIBUTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swiss listed company;• The group is involved in the distribution of chemicals and pharmaceutical ingredients;• Operations across Europe;• Track record of acquisitions in these sectors.	<ul style="list-style-type: none">• Distributors of specialty chemicals and pharmaceutical ingredients;• Will also look at animal feed and food ingredients;• Located in the UK, Benelux, Scandinavia, Czech Republic and North Italy;• EBITDA in the range of €1m-€3m.

Location: Switzerland

266411 - CRYOGENIC & HYDROCARBON BULK LIQUIDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Far East listed group of companies;• Supplies cryogenic and hydrocarbon bulk liquids;• Products include refrigerants, cryogenic industrial gases, aluminium cylinders and metallurgical products.	<ul style="list-style-type: none">• Cryogenic ISO tank leasing and industrial gas distribution;• Also interested in the e-commerce of nutritional products;• Based in Europe;• Deal value in the range of US\$5m-US\$15m.

Location: Europe

255870 - E-CIGARETTE SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Group of companies;• Involved in the retail and wholesale of e-cigarettes;• Located in the UK and Germany.	<ul style="list-style-type: none">• Retailers and wholesalers of vaping products;• Bolt-ons are of interest;• Located in the UK and Germany;• Turnover up to £10m.

Location: Europe

266586 - HEALTH & WELLNESS PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Group of residential care homes;• 38 care homes with a collective 1,700 beds;• Homes spread across the UK.	<ul style="list-style-type: none">• Residential care homes;• UK-based;• Minimum turnover £5m.

Location: UK

4907 - COURIER, LOGISTICS & FULFILMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Privately owned company;• Courier, logistics, mailings, fulfilment and warehousing services specialist;• Offices located across the UK, but services offered internationally.	<ul style="list-style-type: none">• Courier and delivery specialists;• Client base is important;• Also interested in the logistics and fulfilment space;• B2B focus;• Based in Europe;• Turnover up to £10m.

Location: UK

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Fourth party logistics provider;• Design and manages bespoke supply chain solutions;• Clients have time critical, challenging or high touch customer care needs;• Extensive UK reach and also import goods through their European and Worldwide solutions;• Operates in the high-end fashion and luxury goods, healthcare, automotive and agricultural markets.	<ul style="list-style-type: none">• Fourth party logistics providers;• European presence;• Turnover c. £1m.

Location: UK

TRAVEL

251975 - TAXI & CAR HIRE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• A private taxi and car hire group;• UK-based;• Multiple acquisitions within the sector.	<ul style="list-style-type: none">• Taxi and private care hire;• UK-wide, specifically in South Wales, Bristol, South West, Leeds, Birmingham and Solihull;• No interest in London• Must have more than 50 drivers/cars;• EBITDA £1m+.

Location: UK

GENERALIST

263589 - DUTCH VENTURE CAPITAL FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Venture capital firm investing in Dutch SMEs;• Sector agnostic;• Participates in MBOs and majority or minority stakes;• Invest €2m-€12.5m.	<ul style="list-style-type: none">• Any sector but particularly like consumer products, trade and services;• Must have operated for at least 5 years;• Dutch headquarters but can have international operations;• Minimum turnover €5m;• Minimum EBITDA €500k.

Location: Netherlands

266883 - SWISS PRIVATE OFFICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Privately owned investment office;• Based in Switzerland.	<ul style="list-style-type: none">• Sector agnostic;• No interest in real estate transactions or the financial sector;• Investments in the range of CHF 3m to CHF 45m;• Sales between \$2m-\$500m;• Located in Europe, the Middle East, Africa, North America and Asia;• Interested in minority investments.

Location: Switzerland