



# Langcliffe International

NEWLY ENGAGED BUYERS

WITH SUB £1M EBITDA CRITERIA

SEPTEMBER 2019

**Sectors Featured Include:** Building Products, Construction, Electronic, Financial General, Food & Beverages, Healthcare Providers, Health/Pharma, ICT, Industrial/Manufacturing, Leisure, Real Estate, Recruitment, Retail/Consumer, Soft FM, Support Services, Transport/Distribution and Generalist Investors

## SECTORS

To view our most recent buyers targeting opportunities with an EBITDA below £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](mailto:mark.eardley@langcliffeinternational.com)

- BUILDING PRODUCTS
- CONSTRUCTION
- ELECTRONIC
- FINANCIAL GENERAL
- FOOD & BEVERAGES
- HEALTHCARE PROVIDERS
- HEALTH/PHARMA
- ICT
- INDUSTRIAL/MANUFACTURING
- LEISURE
- REAL ESTATE
- RECRUITMENT
- RETAIL/CONSUMER
- SOFT FM
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION

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

- GENERALIST

## BUILDING PRODUCTS

### 264399 - TIMBER GARDEN PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• Manufacturer of timber sheds, workshops, summerhouses/lodges, log cabins and pet houses;</li><li>• Based in the UK with two manufacturing sites;</li><li>• Sells products online via its website.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of similar timber products for the home;</li><li>• Products could include pool houses and stables;</li><li>• Must have a retail platform;</li><li>• UK-based production sites;</li><li>• Turnover up to £5m.</li></ul>

**Location: UK**

## CONSTRUCTION

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

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

**Location: France**

## ELECTRONIC

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

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

**Location: Asia**

### 252727 - MV & LV SWITCHBOARDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Group of companies specialising in the design and build of bespoke MV and LV switchboards;</li><li>• The group also offer site installations, maintenance and repairs of HV, MV and LV switchgear, and associated equipment;</li><li>• Services and products offered across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of switchboards and businesses offering support services in the switchboard space;</li><li>• Based in the UK and internationally;</li><li>• Turnover in the range of £5m-£10m;</li><li>• EBITDA of £500k-£750k.</li></ul>

**Location: UK**

## FINANCIAL GENERAL

### 12638 - INDEPENDENT ADVISORS *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• Independent advisors;</li><li>• Provide a range of financial advice to individuals;</li><li>• Services offered across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of financial services including pensions, investments, mortgages, ISAs and bonds;</li><li>• Based in Yorkshire and the North East;</li><li>• EBITDA up to £1m.</li></ul>

**Location: UK**

## FOOD & BEVERAGES

### 252903 - HOT BEVERAGE FRANCHISE *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>Worldwide hot beverage franchise;</li><li>Coffee products served globally in petrol stations, hotels, shops and cafes;</li><li>Also produce retail bags of whole beans and pre-ground coffee for consumers.</li></ul>	<ul style="list-style-type: none"><li>Coffee brand or roaster that outsources their roasting;</li><li>Located globally;</li><li>EBITDA c.£1m.</li></ul>

**Location: UAE**

### 13851 - COFFEE ROASTER *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>Independently owned coffee roasting and packaging company;</li><li>Source, match, roast, package and distribute coffee;</li><li>UK-based with global operations.</li></ul>	<ul style="list-style-type: none"><li>Businesses at all stages of the coffee supply chain;</li><li>UK-based;</li><li>EBITDA up to £1m.</li></ul>

**Location: UK**

## HEALTHCARE PROVIDERS

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

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

**Location: UK**

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

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

**Location: UK**



## HEALTH/PHARMA

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

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

**Location: Global**

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

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

**Location: UK**

## ICT

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

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

**Location: Netherlands**

## INDUSTRIAL/MANUFACTURING

### 9137 - STEEL GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Part of a privately-owned group of companies;</li><li>• Stock, supply, process, short-blast and paint steel;</li><li>• Services offered to ship builders and repairers;</li><li>• Additionally a major supplier to the construction, fabrication, oil and offshore industries;</li><li>• Services offered across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Steel distribution businesses;</li><li>• UK-based;</li><li>• EBITDA c.£1m.</li></ul>

**Location: UK**

## LEISURE

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

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

**Location: UK**

## REAL ESTATE

### 434 - INVESTMENT TRUST *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Real estate investment trust;</li><li>• Engages in investment, development and trading properties in the UK;</li><li>• Operates a portfolio of 4,000 spaces.</li></ul>	<ul style="list-style-type: none"><li>• Range of property types;</li><li>• Located across the UK;</li><li>• EBITDA up to £1m.</li></ul>

**Location: UK**

## RECRUITMENT

### 3018 - STAFFING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• Provider of staffing solutions and outsourced services;</li><li>• Active across the UK;</li><li>• Services offered to public and private sectors;</li><li>• Operate through several targeted trading brands.</li></ul>	<ul style="list-style-type: none"><li>• Recruitment firms;</li><li>• UK-based;</li><li>• Distressed are of interest;</li><li>• EBITDA up to £1m.</li></ul>

**Location: UK**

### 258325 - INTERNATIONAL RECRUITMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• International recruitment firm;</li><li>• Specialists on aerospace &amp; aviation, F1 &amp; motorsport, engineering &amp; defence and marine;</li><li>• headquarters are in London with offices in Manchester, Prague and Abu Dhabi.</li></ul>	<ul style="list-style-type: none"><li>• Recruitment firms with a similar sector focus;</li><li>• Based in Europe;</li><li>• EBITDA up to £1m.</li></ul>

**Location: UK**

## RETAIL/CONSUMER

### 259648 - EQUINE & PET PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• A private UK company;</li><li>• Online retailer of equestrian clothing &amp; accessories, and pet products;</li><li>• Group includes many respectable brands.</li></ul>	<ul style="list-style-type: none"><li>• Equine and pet insurance brokers;</li><li>• UK-based;</li><li>• EBITDA c.£1m.</li></ul>

**Location: UK**

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

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

**Location: UK**

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

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

**Location: UK**

**15487 - ONLINE SOFA RETAILER** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• Online retailer of sofas, armchairs, beds, mattresses, etc.;</li><li>• Owns and controls all stages of the supply chain;</li><li>• Services offered across the UK and Ireland.</li></ul>	<ul style="list-style-type: none"><li>• Businesses at any stage of the furniture supply chain;</li><li>• Located across the UK;</li><li>• EBITDA c.£1m.</li></ul>

**Location: UK**



## SOFT FM

### 254884 - FACILITIES MANAGEMENT GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Facilities management group involved in specialist cleaning, environmental services and occupational health;</li><li>• Services offered across a range of industries;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Specialist cleaning service providers;</li><li>• Located in the UK;</li><li>• EBITDA up to £1m.</li></ul>

**Location: UK**

## SUPPORT SERVICES

### 267556 - SMART CITY SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• South African holding company;</li><li>• Smart City Solutions including water conservation, revenue protection and water leakage technologies;</li><li>• Offers software and hardware for the use of water management;</li><li>• Offices in South Africa and the UK.</li></ul>	<ul style="list-style-type: none"><li>• Businesses focused on water;</li><li>• Preference for proprietary IP and strong management team;</li><li>• Located globally;</li><li>• Deal size approximately £2m.</li></ul>

**Location: South Africa**

### 267468 - WASTE MANAGEMENT INVESTMENT COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Listed company;</li><li>• Learning and skills development business;</li><li>• Schools based in the UK and Asia;</li><li>• Delivers a wide range of courses including ACCA, Business &amp; Management, English, IT &amp; Technology.</li></ul>	<ul style="list-style-type: none"><li>• Learning and training providers;</li><li>• Based in Europe and Asia;</li><li>• Turnover up to £20m;</li><li>• Willing to look at businesses that may be struggling with cash flow.</li></ul>

**Location: UK**

### 266473 - PRIVATE PROFESSIONAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Private professional services firm;</li><li>• Investigative activities offered nationwide;</li><li>• Services include investigations, intelligence management and security consultancies for a wide range of clients;</li><li>• Offer their services nationwide.</li></ul>	<ul style="list-style-type: none"><li>• Investigation and security consultancy firms;</li><li>• UK-based;</li><li>• Turnover up to £5m.</li></ul>

**Location: UK**

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

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

**Location: UK**

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

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

**Location: UK**

## TRANSPORT/DISTRIBUTION

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

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

**Location: Europe**

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

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

**Location: UK**

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

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

**Location: UK**

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

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

**Location: UK**

## GENERALIST

### 263530 - SPECIALIST SITUATION PRIVATE EQUITY *(CLICK REFERENCE TO ENQUIRE)*

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

**Location: Europe**

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

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

**Location: Netherlands**