



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

OCTOBER 2019

Sectors Featured Include: Automobiles & Parts, Chemicals, Construction, Financial General, Food & Beverages, Health/Pharma, ICT, Industrial/Manufacturing, Legal, Leisure, Marketing Communications, Plastics/Packaging, Print, Retail/Consumer, Support Services, Transport/Distribution 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

- [AUTOMOBILES & PARTS](#)
- [CHEMICALS](#)
- [CONSTRUCTION](#)
- [FINANCIAL GENERAL](#)
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Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- [GENERALIST](#)

AUTOMOBILES & PARTS

251529 - ACCIDENT REPAIR CENTRE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private accident repair centre;• Body shops across the Midlands and South UK;• Own academy offering apprenticeship schemes.	<ul style="list-style-type: none">• Garages or vehicle repair centres;• Training providers offering related courses;• Located in Southern England;• Minimum EBITDA £500k.

Location: UK

CHEMICALS

266255 - CHEMICAL PRODUCT SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private supplier of chemical products;• Products include coatings, corrosion protection, cleaners and metal treatments;• Headquartered in the South-East.	<ul style="list-style-type: none">• Businesses in the paint shop, pre-treatment, cleaning and forming spaces;• UK-based;• Turnover up to £10m;• Also interested in purchasing a manufacturing plant for blending aqueous materials in the Midlands.

Location: UK

CONSTRUCTION

267000 - CHARTERED SURVEYOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private chartered surveyors' practice;• Services include rights of light advice and building surveying;• Clients in both commercial and residential sectors;• Based in the UK.	<ul style="list-style-type: none">• Specialist consultants in noise, or surveyors in noise, acoustics, environmental, etc.;• Based in the Midlands or South;• Minimum EBITDA £500k.

Location: UK

267723 - INDUSTRIAL & ACCESS SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private industrial services provider;• Services include scaffolding, insulation, protective coating and industrial cleaning;• Located in the UK.	<ul style="list-style-type: none">• Scaffolding and industrial services;• Located in the UK and Europe;• Turnover in the range of £1m-£50m.

Location: UK

FINANCIAL GENERAL

2223 - WEALTH MANAGEMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Public financial consultancy;• Offers pension and wealth management services to controlling directors, professionals, owner managed businesses and small-medium PLCs;• Services offered across the UK.	<ul style="list-style-type: none">• Pension and wealth management providers;• UK-based;• Minimum EBITDA £250k.

Location: UK

14268 - INVESTMENT OFFICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private investment office of HNWI from the transport sector;• Invests in a diverse range of private equity funds, bonds, investments and property;• Based in Scotland.	<ul style="list-style-type: none">• Businesses in the transport and environmental sectors;• Luxury goods, financial services, healthcare and power;• Headquartered in the UK;• £5m-£10m equity cheque.

Location: Scotland

FOOD & BEVERAGES

257592 - CONVENIENCE FOOD PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Public company producing convenience food products;• Products include groceries, prepared meals, cakes, sandwiches and salads;• Headquartered in Ireland but has 20 global manufacturing sites.	<ul style="list-style-type: none">• Salads, sushi and chilled snacking products, chilled convenience, food to go;• Multi-component assembled salad products;• Located in the UK and Ireland;• Revenue above €10m.

Location: Ireland

267942 - PRESTIGIOUS SMOKEHOUSE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Smoked salmon provider;• Located in the Netherlands.	<ul style="list-style-type: none">• Premium fish businesses;• Located in Europe;• EBITDA above £500k.

Location: Netherlands

267995 - CLEAN-EATING DINING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Healthy food chain;• Located in the UK.	<ul style="list-style-type: none">• Healthy food chains/caterers;• Based in the UK.• EBITDA above £500k.

Location: UK

HEALTH/PHARMA

267962 - SPECIALIST MEDICAL DEVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer and distributor of specialist medical devices;• Used in joint reconstruction, sport medicine, surgical products and infection control;• Located in the UK.	<ul style="list-style-type: none">• Opportunistically acquisitive;• Specialist medical device manufacturers;• Located in the UK and Germany;• EBITDA above £500k.

Location: UK

ICT

267910 - TAX SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of corporation tax software and services;• Located in the UK and Ireland.	<ul style="list-style-type: none">• Digitalisation of tax;• Accounting software;• Located in the UK and Ireland;• EBITDA above £1m.

Location: UK

INDUSTRIAL/MANUFACTURING

266174 - CASTING MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private manufacturer and supplier of castings;• Customer sectors include defence, medical, energy and automotive;• Located in the UK.	<ul style="list-style-type: none">• Precision casting businesses;• Capabilities in one or more areas of technology, such as investment casting, sand casting, gravity die casting, or pressure die casting;• End markets are defence, aerospace, general engineering, oil and gas, speciality automotive, process industries, power generation, and medical;• Must have sales above £3m;• Smaller businesses of potential interest as bolt-ons to existing operations;• EBITDA preferably at least 5-10% of sales;• Track record of cash generation;• Export content desirable, with exposure to US, European and Asian markets and/or opportunities to grow in these markets;• Management team in place;• Located in the UK, USA and Europe.

Location: UK

261195 - ALUMINIUM & STEEL PROCESSING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Industrial metal business;• Two lines - one develops and produces extrusion dies for aluminium manufacturing, the other focuses on hardening technologies;• Headquartered in Germany with facilities across Europe.	<ul style="list-style-type: none">• Aluminium or steel processing businesses;• Located across Europe;• Minimum EBITDA €1m.

Location: Germany

266351 - GLASS & SOLAR SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private UK company;• Manufacturer of glass and solar panel products;• Global operations.	<ul style="list-style-type: none">• Glass manufacturing;• No interest in installation;• Distressed businesses of interest;• Based in the UK and Europe;• Turnover up to £10m.

Location: UK

261150 - HEAT EXCHANGERS, VALVES & REACTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer of heat exchangers, pressure valves and reactors;• Serving the oil & gas, petrochemical and polysilicon industries;• Headquartered in the Netherlands.	<ul style="list-style-type: none">• Manufacturers of similar equipment and components;• Located in the Benelux;• Minimum EBITDA €1m.

Location: Netherlands

LEGAL

267786 - B2B PROPERTY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of property and re-mortgage conveyancing services;• Located in the UK.	<ul style="list-style-type: none">• Legal services to the residential market;• UK-based;• EBITDA above £500k.

Location: UK

LEISURE

267335 - HEALTH CLUB CHAIN *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Chain of budget and premium health clubs;• 90 budget branches across the Netherlands;• 20 premium branches across the Netherlands.	<ul style="list-style-type: none">• Budget or premium health clubs;• Located in the Netherlands, France or Germany;• Minimum EBITDA €1m.

Location: Netherlands

MARKETING COMMUNICATIONS

265480 - CREATIVE TECHNOLOGY GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• IT service management company;• Group offers several technology-led services;• Operations across the UK and Scandinavia;• Actively acquisitive.	<ul style="list-style-type: none">• SaaS delivery and managed services businesses;• Also interested in cloud service businesses and digital agencies;• Turnover in the range of £3m-£30m with 20% EBIT;• Would like the owners to stay on and grow the business.

Location: UK & Scandinavia

PLASTICS/PACKAGING

267773 - PACKAGING & PRODUCT LABELLING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Labelling management;• Print ready artwork;• Located in the UK.	<ul style="list-style-type: none">• Cloud-based systems for labelling;• Labelling artwork providers;• UK-based;• EBITDA above £500k.

Location: UK

261146 - INDUSTRIAL PLASTIC PACKAGING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer and distributor of high-end industrial plastic packaging;• Clients are mainly active in the pharmaceutical, speciality chemical and food sectors;• Headquartered in the Netherlands but active across six countries.	<ul style="list-style-type: none">• Top end packaging in pharma and food sectors;• Located across Europe and the US;• Minimum EBITDA €1m.

Location: Netherlands

PRINT

267785 - MANAGED PRINT SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Management print solutions provider;• Located in the UK.	<ul style="list-style-type: none">• Print solutions provider;• Buy and build;• EBITDA above £250k;• UK-based.

Location: UK

RETAIL/CONSUMER

264338 - TECHNOLOGY RETAILER (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private technology retailer;• Products include laptops, computers, hardware and televisions;• The company sells products through their own online stores/websites and through other well known, global e-tailers;• Located in the UK.	<ul style="list-style-type: none">• New products i.e. boxed rather than returns/hassle;• B2B (such as barcode resellers, epos automation) or B2C (white goods, technology, computing);• Product/boxed rather than service-based i.e. no interest in hosting/servers etc.;• Turnover in the range of £5m-£50m;• UK-based;• Relocatable would be good but not essential if management remains;• Distressed is OK, but breakeven/low profit better.

Location: UK

SUPPORT SERVICES

254315 - CALL-CENTRE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private provider of call-centre solutions for corporate clients in the consumer finance sector;• Delivers call-centre-based solutions throughout the customer life-cycle relating to debt recovery/collection;• Call-centres in the UK and South Africa.	<ul style="list-style-type: none">• Call-centres focussing on the consumer finance sector;• Located in the UK or South Africa;• Minimum EBITDA c.£1m.

Location: UK

12225 - SUB-SYSTEMS & SPECIALIST COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private provider of fully tested sub-systems and specialist components;• Manufacturing capability extends across a full range of CNC machinery;• Also offer gear-cutting capabilities;• Based in the UK.	<ul style="list-style-type: none">• Engineering businesses active across a range of sectors;• Located across Europe;• Minimum EBITDA £1m.

Location: UK

TRANSPORT/DISTRIBUTION

9420 - OFFICE SUPPLIES WHOLESALER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Wholesaler of office supplies;• Provide resellers with an extensive product range;• Located across the UK and Ireland.	<ul style="list-style-type: none">• B2B wholesalers of office supplies, IT supplies, PPE, waste management and catering products;• Located in the UK and Ireland;• Minimum EBITDA £1m.

Location: UK

262807 - LOGISTICS & SUPPLY CHAIN MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private logistics and supply chain management company;• Specialists in importing from the US, China, Taiwan and the Far East;• Arrange transport of goods from exporter's premises or the overseas port;• Offers sea, air, road and rail freight, alongside warehousing, contract logistics, customs clearance and insurance;• Clients are mainly wholesalers, retailers, online retailers and raw materials;• UK headquartered.	<ul style="list-style-type: none">• Businesses operating at all stages of the import/export chain;• Warehousing holding stockists for online retailers;• UK-based;• Minimum EBITDA £1m.

Location: UK

255389 - PACKAGING & DISTRIBUTION SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private provider of packaging and distribution services;• Part of a wider group of five distinct businesses with a private equity arm;• Services offered to the pharmaceutical industry.	<ul style="list-style-type: none">• Packaging and distribution firms serving the pharmaceutical industry;• Located in the UK and Europe;• Manufacturing sites in India and Pakistan;• EBITDA up to £15m.

Location: UK

GENERALIST

260488 - BENELUX PRIVATE EQUITY FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private Equity firm investing in businesses in the Netherlands and Belgium;• Sector agnostic but have experience in Manufacturing & Industry, food & beverage, consumers services, healthcare, leisure and retail;• Offices across the Netherlands, Germany and Belgium.	<ul style="list-style-type: none">• Benelux-headquartered businesses;• Can have an international presence;• EBIT up to €50m.

Location: Benelux

250173 - EUROPEAN MID-MARKET PRIVATE EQUITY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European mid-market private equity firm;• Operates across Benelux, France, Germany, Switzerland and the UK.	<ul style="list-style-type: none">• Businesses in any sector;• Located across Europe;• EV range €50m-€500m.

Location: Europe

267592 - ADVISORY & ACCOUNTANCY FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private advisory and accountancy firm;• Offers advisory & corporate finance services, advisory services and capital raising;• Serves a range of sectors;• UK-based.	<ul style="list-style-type: none">• Businesses offering a range of accountancy and advisory services;• Located across the UK;• Minimum EBITDA £500k.

Location: UK