



Langcliffe International

NEWLY ENGAGED BUYERS

WITH SUB £1M EBITDA CRITERIA

NOVEMBER 2019

Sectors Featured Include: Automobiles & Parts, Electronic, Financial General, Food & Beverages, Healthcare Providers, Health/Pharma, ICT, Plastics/Packaging, Recruitment, Retail/Consumer, Support Services, Travel 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

- [AUTOMOBILES & PARTS](#)
- [ELECTRONIC](#)
- [FINANCIAL GENERAL](#)
- [FOOD & BEVERAGES](#)
- [HEALTHCARE PROVIDERS](#)
- [HEALTH/PHARMA](#)
- [ICT](#)
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- [RECRUITMENT](#)
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- [TRAVEL](#)

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

- [GENERALIST](#)

AUTOMOBILES & PARTS

251326 - CAR BODY REPAIR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Privately-owned vehicle damage repair specialists;Offers fleet and commercial vehicle repairs, Kitemark approved repairs and fast track minor repairs;Multiple repair centres across the North of England.	<ul style="list-style-type: none">Car body repair centres;Located nationwide;EBITDA up to £5m.

Location: UK

ELECTRONIC

267674 - CONTRACT ELECTRONICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Privately-owned contract electronics manufacturer;• Offers full design, bare board manufacturing, tooling and assembly services;• Products offered to a wide range of industries;• UK-based.	<ul style="list-style-type: none">• Manufacturers of printed circuit boards, flexible circuits and other electronic equipment;• Located across the UK;• Turnover up to £15m.

Location: UK

FINANCIAL GENERAL

266836 - TAX CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Privately-owned tax consultancy;• Offers capital allowance, research & development services and the patent box tax reliefs;• Tax relief services are offered to clients across the UK.	<ul style="list-style-type: none">• Tax relief:<ul style="list-style-type: none">○ R&D,○ Capital allowance,○ Patent box;• UK-based;• Minimum EBITDA €250k.

Location: UK

FOOD & BEVERAGES

15995 - FOOD SERVICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Privately-owned food service provider;Sources and distributes chilled and fresh foods;Customers are a range of independent caterers;Operates across the North.	<ul style="list-style-type: none">Food service providers;Must have an independent customer base;Located across Northern England and Wales;Minimum EBITDA c.£1m.

Location: UK

14833 - INDEPENDENT BREWERY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Listed independent brewery producing eight different beers;Flagship brands that are now stocked in pubs across the South of England;Operations now include online sales and a brewery shop.	<ul style="list-style-type: none">Breweries;UK-based;EBITDA up to £10m.

Location: UK

HEALTHCARE PROVIDERS

7255 - CHILD CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Privately-owned provider of childcare services;Services include foster care, residential care, therapeutic crisis intervention, education services and assessment & therapy services;Based in the UK.	<ul style="list-style-type: none">Providers of a range of childcare services;UK-based;Minimum EBITDA £250k.

Location: UK

8462 - MULTI-REGIONAL CHILDREN'S CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">PE-owned care providers;Offers services for children with severe emotional and behavioural difficulties;13 residential care homes and 3 schools;Homes and schools located across the UK.	<ul style="list-style-type: none">Residential care for children with behavioural difficulties;High acuity;Located in the UK;EBITDA above £500k.

Location: UK

9828 - HEALTHCARE GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Privately-owned healthcare group;Comprised of care homes, sheltered apartments, domiciliary care and healthcare training;Services offered across the North East.	<ul style="list-style-type: none">Care providers and training businesses;Located across the North of England;Turnover in the range of £500k-£5m.

Location: UK

HEALTH/PHARMA

268180 - DRUG DELIVERY DEVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned supplier of medical devices;• Developed a drug delivery catheter used in renal denervation;• In the process of initiating two clinical trials in the US and Europe;• Headquartered in the US with facilities in the Netherlands.	<ul style="list-style-type: none">• Developers of catheters and drug delivery devices;• Located in the US and Europe;• Minimum EBITDA €500k.

Location: US & Europe

ICT

268026 - SAFETY SOFTWARE & SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned health and safety software provider;• Products and services for food safety, fire safety and health & safety;• Supplies to SMEs and larger corporates;• Located in the UK.	<ul style="list-style-type: none">• Health and safety software;• Services include monitoring, risk assessment, audit and training;• Located in the UK;• EBITDA above £500k.

Location: UK

268106 - CLOUD-BASED SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned cloud-based software for retailers;• Private label brand products;• Product performance, incident management and brand initiatives;• Located in the UK.	<ul style="list-style-type: none">• Providers of software solutions to the retail industry;• Located across the UK;• EBITDA above £500k.

Location: UK

PLASTICS/PACKAGING

260429 - CIRCULAR RETURN LOGISTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned provider of circular-return logistics services;• Services include reusable packaging and rental of plastic crates, pallets & boxes;• B2B operations;• Customers include food producers, supermarkets, catering businesses, floricultures and operators of pools of reusable packaging;• Multiple sites located across the Netherlands.	<ul style="list-style-type: none">• Crate washing and rental businesses;• Serving large retailers;• Located in Benelux;• EBITDA above €500k.

Location: Netherlands

RECRUITMENT

268305 - OFFSHORE INSPECTION & RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned inspection and recruitment company;• Serves the global energy market;• Place candidates across Europe;• Inspection services offered across the UK.	<ul style="list-style-type: none">• Offshore, oil & gas and renewable recruitment firms;• Placing technical inspection, contract and design candidates;• Located internationally;• Size is dependent on contracts.

Location: UK

RETAIL/CONSUMER

337 - OUTDOOR TOYS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Privately-owned manufacturer of outdoor toys;Products include scooters, climbing frames, swings, trampolines, sandpits, etc;Sell via their website and through a wide network of retailers;Products sold across the UK.	<ul style="list-style-type: none">Manufacturers and retailers of outdoor toys and play structures;Located globally;Turnover up to £25m;EBITDA < £1m.

Location: UK

15482 - BED & BATH PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Privately-owned online retailer of bed and bath products;Product range includes duvets, pillows, toppers mattresses, bed linen and towels;Products sold across the UK.	<ul style="list-style-type: none">Online retailers of branded and non-branded bathroom products;Located internationally;Turnover above £1m.

Location: UK

SUPPORT SERVICES

13564 - UK CHARITY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK-based charity;• Offers community, employment and supported living services;• Help people to manage their mental health, employment goals and to live independently;• Services offered across the South of England.	<ul style="list-style-type: none">• Training companies delivering mental health awareness;• Adult mental health services providers;• Located in South-West England;• Minimum EBITDA of £250k.

Location: UK

TRAVEL

268108 - LUXURY TRAVEL EXPERIENCES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Privately-owned luxury travel experiences provider;Offers a range of travel experiences across Africa, Asia, Europe and Australasia;Located in the UK and US.	<ul style="list-style-type: none">Specialty travel businesses;Repeat/referral rate over 50%;Located globally;Revenues in the range of £1m-£2m;EBITDA of £150k-£300k.

Location: UK & US

GENERALIST

268278 - FAMILY WEALTH *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE firm;• Invests in family and established businesses;• Takes a longer term and flexible approach to Investments;• UK-based.	<ul style="list-style-type: none">• Family or established businesses;• Experienced management team in place;• Turnover in the range of £3m-£10m;• EBITDA up to £2m;• UK-based.

Location: UK

15668 - INTERNATIONAL BUSINESS LEADER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• International business leader;• Background in electronics, business consulting, industrial manufacturing and solar energy;• Equity from personal and family funds, as well as debt finance from banks;• UK-based but active internationally.	<ul style="list-style-type: none">• B2B manufacturing, project, services/solution businesses;• Must have proprietary technology/IP;• Ideally based in the South East;• Growth potential in the UK and Europe;• Revenue above £3m;• EV preferably in the range of £5m-£10m, but will consider any size.

Location: UK

261069 - CORPORATE FINANCE INVESTMENT ARM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-arm;• Part of an Irish corporate finance advisory firm;• Invested in 14 businesses totalling £42m;• Headquartered in Belfast.	<ul style="list-style-type: none">• Engineering, distribution, leisure and media businesses;• UK-based;• Investment size of £1m-£5m.

Location: UK

267469 - B2B INVESTOR (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • PE firm; • Focussed on B2B businesses; • Investments in SME opportunities across all industries; • Collaborates with firms to help them grow; • Succession protection, development capital, MBOs, carve-outs and buy & build; • UK-based. 	<ul style="list-style-type: none"> • Sector agnostic; • Preference for a B2B model; • UK-based; • Equity requirement of £1m-£10m; • Turnover in the range of £5m-£25m.

Location: UK**267982 - PRIVATE HOLDING COMPANY** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Privately-owned holding company; • Network of four franchises; • Active across the UK. 	<ul style="list-style-type: none"> • Blue collar service businesses; • Interested in distressed; • UK-based; • Turnover in the range of £500k-£5m; • Target value range of £250k-£1m.

Location: UK**267763 - PRIVATE INVESTMENT FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Privately-owned investment firm; • Uses their own money to invest as opposed to a fund; • Prefers to deploy money into a company as opposed to paying a premium upfront; • Headquartered in Scotland. 	<ul style="list-style-type: none"> • Online sales platforms; • Also interested in hydraulics, oil & gas and HVAC; • Located in Europe or South America; • EBITDA c.£1m.

Location: UK