



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

NOVEMBER 2019

Sectors Featured Include: Automobiles & Parts, Chemicals, Construction, Electronic, Financial General, Food & Beverages, Healthcare Providers, Health/Pharma, ICT, Industrial/Manufacturing, Leisure, Marketing Communications, Plastics/Packaging, Recruitment, Retail/Consumer, Support Services 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

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- [CHEMICALS](#)
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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

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

CHEMICALS

261071 - COMMERCIAL CLEANING FLUIDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned manufacturer of commercial cleaning fluids;• Products include cleaners, dispensers and laundry, floor care & washroom products;• Used by pubs, hotels, laundrettes and industrial sites;• Sold through a network of distributors across the UK, Ireland and Dubai;• Manufactured in Northern Ireland.	<ul style="list-style-type: none">• Manufacturers of commercial chemicals and powders;• Located in the UK;• EBITDA in the range of £1m-£10m.

Location: UK

CONSTRUCTION

267272 - CONSULTING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas provider of management, engineering and development consulting services;• Services include commissioning, construction management, procurement, management consultancy, project implementation and process control;• Serves the mining metallurgical, energy and infrastructure sectors;• Headquartered in Canada.	<ul style="list-style-type: none">• Engineering and construction consulting services;• Operating in a range of sectors;• Located globally;• Minimum EBITDA of £1m.

Location: Canada

ELECTRONIC

260453 - BROADCAST NETWORK INFRASTRUCTURE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned designer and B2B distributor of broadcast network infrastructure;• Three core product areas:<ul style="list-style-type: none">○ Modular AV processing,○ Monitoring & control systems,○ Compliance recording;• Global distribution network;• Offices located worldwide.	<ul style="list-style-type: none">• Designers and distributors of network infrastructure;• Located globally;• Minimum EBITDA of €2m.

Location: Netherlands

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

267804 - INDEPENDENT INSURANCE INTERMEDIARY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned independent insurance intermediary group;• National network of insurance brokers operating in global, specialty insurance and re-insurance;• Operates across the UK.	<ul style="list-style-type: none">• Brokers, MGAs and non-commoditised businesses;• Looking to benefit from operational support in regulatory compliance, IT and finance;• UK-based;• Minimum deal size £3m.

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

257769 - CRAFT BREWERY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Privately-owned craft brewery;Products sold in pubs and bars as well as in their own store;UK-based;Multi-million-pound turnover.	<ul style="list-style-type: none">Small craft brewers;Located within the UK with a preference for Northern England;Turnover sweet spot in the range of £5m-£6m.

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

10519 - CARE HOME GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">Privately-owned group of care homes;Range of services from residential, nursing and dementia care;Also offer domiciliary care services;Homes located across the East of England, including the East Midlands and Yorkshire.	<ul style="list-style-type: none">Care homes offering a range of care services;Minimum of 40 beds;UK-based.

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

263970 - EUROPEAN HEALTHCARE INVESTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas healthcare investor;• Manages two business lines;• One lower-mid market buyout fund;• One venture and growth capital fund;• Portfolio companies located across Europe and the US.	<ul style="list-style-type: none">• Healthcare businesses including suppliers of medical products;• MedTech, digital health, therapeutics and digital health;• Headquartered in Europe but can have an international presence;• EBITDA in excess of €2m.

Location: Netherlands

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

268287 - EUROPEAN DRUG DISCOVERY CROS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned drug discovery CROs;• Clients include large European pharma and biotech companies;• Offers tailor-made synthetic solutions for the design and synthesis of small molecules;• Headquartered in the Netherlands with services offered across Europe.	<ul style="list-style-type: none">• Drug discovery CROs;• Located in Benelux and CEE;• Minimum EBITDA of €2m.

Location: Netherlands

ICT

260439 - B2B TELECOM SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned B2B provider of telecom services;• Provides IP, cloud, UC, VPN and networking solutions;• Headquartered in Belgium with operations in eight countries.	<ul style="list-style-type: none">• Cloud and IT services;• Integration into systems;• Located in Benelux, Germany and the UK;• Minimum EBITDA of €2m.

Location: Belgium

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

INDUSTRIAL/MANUFACTURING

260467 - DRILLING EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned developer and provider of drilling equipment and services;• Serves the horizontal drilling markets;• Proprietary radar technology;• Global contracts;• Headquartered in the Netherlands with additional offices in the UK, USA and Canada.	<ul style="list-style-type: none">• Drilling equipment and services providers;• Located internationally;• Revenues in excess of €2m.

Location: Netherlands

259869 - HIGH PERFORMANCE SEALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas group of companies involved in the manufacture of seals;• Operates in Europe and the US.	<ul style="list-style-type: none">• Manufacturers of fluid sealing solutions;• End markets include renewable energy, aerospace, semiconductor, pharma, industrials and food processing;• Located in Europe and the US;• Turnover up to €100m.

Location: US & Europe

268235 - PREMIUM FORENSIC EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned manufacturer of forensic equipment;• Products range across fingerprint evidence, light sources, document examination and trace evidence;• Distributes products globally;• Located in the UK, Germany and the US.	<ul style="list-style-type: none">• Forensic equipment manufacturer;• Located globally;• Minimum EBITDA of £3m.

Location: US & Europe

264043 - MACHINE VISION SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned developer and vendor of machine vision solutions;• Offers solutions primarily for the food & pharmaceutical packaging and distribution industries;• Solutions are typically used for quality inspection, guidance for robots, measurement and identification;• Headquartered in and located across the Netherlands.	<ul style="list-style-type: none">• Developers and vendors of machine vision solutions;• For the food & pharmaceutical packaging and distribution industries;• Based in the Netherlands;• Minimum EBITDA €1m.

Location: Netherlands

LEISURE

12692 - CARAVAN & HOLIDAY PARKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned operator of caravan and holiday parks;• Parks comprise of privately-owned lodges, holiday homes, holiday lettings, caravan pitches and touring facilities;• Parks located across Scotland and the North East of England.	<ul style="list-style-type: none">• Caravan parks or holiday home parks;• Located in the UK;• EBITDA above £1m.

Location: UK

MARKETING COMMUNICATION

264776 - MARKET RESEARCH (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned market research company;• Services include branding & communication, customer experience and innovation;• Two proprietary platforms:<ul style="list-style-type: none">○ One for connecting with customers,○ One for digital research;• Offices located globally.	<ul style="list-style-type: none">• Broad market research;• Large marketing firms that assist in bringing a product to market;• Europe with a preference for Benelux and DACH;• EBITDA above €1m.

Location: Belgium

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

260430 - YOUTH EMPLOYMENT AGENCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned employment agency;• Focus on students and young professionals;• Provides flexible staffing solutions to health Institutions, municipalities and housing associations;• Three offices across the Netherlands.	<ul style="list-style-type: none">• Healthcare recruitment;• Located in the UK, Germany and Benelux;• Minimum EBITDA €2m.

Location: Netherlands

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

265143 - JEWELLERY RETAIL CHAIN *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned jewellery retail chain;• Group of over 100 stores;• Wide range of gold and silver jewellery, watches and accessories;• Based in the Netherlands.	<ul style="list-style-type: none">• Jewellery retail chains;• Located internationally;• Revenue in excess of €2m.

Location: Netherlands

SUPPORT SERVICES

267391 - CHILDREN'S NURSERIES AND CARE CENTRES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned chain of children's nurseries and childcare centres;• Offers day care, pre-school care and after school care;• Operates across the Netherlands.	<ul style="list-style-type: none">• Nurseries or childcare providers;• Children of all ages;• Located across the Benelux region;• Minimum EBITDA €2m.

Location: Netherlands

260443 - CUSTOMS SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned provider of customs solutions;• Services include documentation converting import, export & transit, fiscal representation, customs consultancy, e-commerce support and certificates of origin;• Provide solutions for SMEs across North-West Europe.	<ul style="list-style-type: none">• Providers of physical officers and support businesses;• Located across the Benelux, Germany and the UK;• Minimum EBITDA of €2m.

Location: Netherlands

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**268067 - DUTCH PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Dutch PE firm; • Two funds with a value of €22m; • Third fund of €15m just opened. 	<ul style="list-style-type: none"> • Sector agnostic; • Netherlands headquarters but will bolt-on internationally; • EBITDA in the range of €1m-€4m.

Location: Netherlands**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

260427 - BENELUX PE HOUSE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE firm;• Active in the low-mid market;• Invests in companies with growth potential;• Takes controlling stakes;• Capital is a mix of institutional and family owned.	<ul style="list-style-type: none">• Sector agnostic;• Headquartered in Benelux;• EBITDA in the range of €2m-€15m.

Location: Netherlands

254155 - WESTERN EUROPEAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European PE firm;• Sector agnostic but have a keen interest in the technology, media & telecom, consumer and education sectors;• Offices in the UK and Germany.	<ul style="list-style-type: none">• Niche brands and technology;• Located across Europe;• Enterprise value between €40m-€150m;• Platforms must have a minimum EBITDA of €7m.

Location: Europe

261696 - MID-MARKET PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Spanish PE firm;• Mid-market;• Recently raised their fourth fund;• Make investments of between €10m-€100m.	<ul style="list-style-type: none">• Asymmetric deals in any sector;• Located internationally;• Enterprise value of €50m-€500m.

Location: Spain