



# Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

DECEMBER 2019

**Sectors Featured Include:** Financial General, Food & Beverages, Healthcare Providers, ICT, Industrial/Manufacturing, 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 [helen.postlethwaite@langcliffeinternational.com](mailto:helen.postlethwaite@langcliffeinternational.com)

- [FINANCIAL GENERAL](#)
- [FOOD & BEVERAGES](#)
- [HEALTHCARE PROVIDERS](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
- [RETAIL/CONSUMER](#)
- [SUPPORT SERVICES](#)
- [TRANSPORT/DISTRIBUTION](#)

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

- [GENERALIST](#)

## FINANCIAL GENERAL

### 252510 - PROFESSIONAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Professional services firm;</li><li>• Services include tax solutions, corporate finance, family office, offshore services, wealth management and other specialist services;</li><li>• Services offered across the UK and the Middle East.</li></ul>	<ul style="list-style-type: none"><li>• Financial services providers;</li><li>• UK-based;</li><li>• Deal size up to £6m.</li></ul>

**Location: UK**

## FOOD & BEVERAGES

### 267863 - DAIRY COMPANY *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Dairy company;</li><li>• Part of a larger cooperative of dairy farmers;</li><li>• Products sold under numerous brands;</li><li>• Products manufactured in the UK and distributed globally.</li></ul>	<ul style="list-style-type: none"><li>• Dairy farms, manufacturers of dairy products and dairy brands;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: UK**

## HEALTHCARE PROVIDERS

### 13599 - ELDERLY CARE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Healthcare home operator;</li><li>• Includes 23 elderly residential homes;</li><li>• Offer homecare services from 10 domiciliary care branches and two-day centres;</li><li>• Homes are located across the South.</li></ul>	<ul style="list-style-type: none"><li>• Elderly nursing and residential care homes;</li><li>• Learning difficulty care providers at entry level;</li><li>• Homecare service providers;</li><li>• Homes must have a minimum of 25 beds;</li><li>• Must have buy and build/expansion opportunities e.g. have land, turnaround situations, freehold property;</li><li>• South of England (below East Anglia) but outside of the M25;</li><li>• Minimum EBITDA of £500k.</li></ul>

**Location: UK**

## ICT

### 14920 - IT MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of scalable IT managed services;</li><li>• Offers public, private and hybrid cloud solutions;</li><li>• Serves businesses across a range of sectors;</li><li>• Active across the UK.</li></ul>	<ul style="list-style-type: none"><li>• IT managed service providers;</li><li>• UK-based;</li><li>• Turnover up to £10m.</li></ul>

**Location: UK**

### 259568 - SOFTWARE DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• AIM-listed;</li><li>• Software developer;</li><li>• Provides an advanced automation platform;</li><li>• Platform extracts, aggregates, improves and organises data and documents for analysis business processes;</li><li>• Offices in the UK and US.</li></ul>	<ul style="list-style-type: none"><li>• Software developers;</li><li>• Focussed on business development, process management software and analytics;</li><li>• Located in Europe, the UK and US;</li><li>• Minimum turnover of £1m.</li></ul>

**Location: UK**

**268336 - SOFTWARE DEVELOPMENT** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of software development and technical consultancy services;</li><li>• Delivers services to a core set of industries, including aerospace &amp; defence, finance and telecommunications;</li><li>• Design and build software for systems used across defence, government and private sector industries;</li><li>• Provide technical cyber security consulting and penetration testing services;</li><li>• Services offered globally.</li></ul>	<ul style="list-style-type: none"><li>• Cyber security consultants;</li><li>• Software developers;</li><li>• Simulation, modelling and virtual reality services;</li><li>• Serving the aerospace &amp; defence industry, governments and other private sectors;</li><li>• Computer game developers;</li><li>• Certification providers;</li><li>• Located in the UK;</li><li>• Maximum turnover £10m.</li></ul>

**Location: UK**

## INDUSTRIAL/MANUFACTURING

### 267734 - INDUSTRIAL CONGLOMERATE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Industrial conglomerate;</li><li>• Acquires and develops small and medium-sized businesses;</li><li>• Located in Sweden.</li></ul>	<ul style="list-style-type: none"><li>• Businesses operating across industrial, construction and infrastructure sectors;</li><li>• Located in Northern Europe;</li><li>• Couple of smaller acquisitions with a turnover up to £10m;</li><li>• One larger acquisition with a turnover up to £50m.</li></ul>

**Location: Sweden**

### 256433 - ACOUSTIC & THERMAL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• AIM-listed;</li><li>• Manufacturer of acoustic and thermal products;</li><li>• Primarily in the automotive sector, but branching out;</li><li>• Operates across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Acoustic and thermal efficiency capabilities;</li><li>• Non-automotive markets with acoustic or thermal needs;</li><li>• Complimentary technologies would be of interest;</li><li>• Located in Europe;</li><li>• Enterprise value up to £10m.</li></ul>

**Location: UK**

## RETAIL/CONSUMER

### 7072 - WINE GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Group of companies involved in distributing, bottling and retailing wine;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Online retailers of wines and related products;</li><li>• Located across the UK and Europe;</li><li>• Turnover up to £10m.</li></ul>

**Location: UK**

### 256107 - LUXURY CONFECTIONERY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Luxury confectionery business;</li><li>• Supplies independent retailers and visitor attractions;</li><li>• Sales and warehousing facilities across Europe and the Middle East.</li></ul>	<ul style="list-style-type: none"><li>• Confectionery suppliers;</li><li>• Clients include high-end retailers;</li><li>• Located across Europe;</li><li>• Turnover above £1m.</li></ul>

**Location: Europe & Middle East**

## SUPPORT SERVICES

### 3130 - PRODUCT SOURCING *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Product sourcing and design service provider;</li><li>• Identifies top selling products and provides solutions to retailers;</li><li>• Activities across 15 product areas with product lines displayed in showrooms;</li><li>• Showrooms in the UK and Asia.</li></ul>	<ul style="list-style-type: none"><li>• Businesses with their own proprietorial brands;</li><li>• Located in the UK or Asia;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK & Asia**

### 257700 - RELOCATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of small relocation services;</li><li>• Specialises in international relocations;</li><li>• Services include shipping, insurance and domestic &amp; international removals;</li><li>• UK branches offer a storage service;</li><li>• Operates internationally.</li></ul>	<ul style="list-style-type: none"><li>• Relocation service providers;</li><li>• Operating domestically and cross-border;</li><li>• Located in Europe;</li><li>• Maximum turnover c.£10m.</li></ul>

**Location: UK**

## TRANSPORT/DISTRIBUTION

### 253603 - LOGISTICS PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• JSE-listed;</li><li>• Logistics provider;</li><li>• End-to-end supply chain;</li><li>• Located in South Africa;</li><li>• Offices located globally.</li></ul>	<ul style="list-style-type: none"><li>• Third-party logistics providers;</li><li>• Non-asset based;</li><li>• Located globally;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: South Africa**

### 256158 - TIMBER & BUILDING MATERIALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Supplier of timber and building materials;</li><li>• Products range from bricks and mortar to heating, kitchens and bathrooms;</li><li>• Two depots located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Builders' merchants and suppliers of home interior;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: UK**

### 267672 - ENGINEERED COMPONENTS & ASSEMBLIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Distributor of engineered components and assemblies;</li><li>• Products include castings, fasteners, forgings, bearings and welded constructions;</li><li>• Offers a wide range of CNC high-precision and manual processing;</li><li>• Client sectors include transport, construction, maritime, offshore and manufacturing;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Designers, distributors and importers of fasteners and fixings;</li><li>• Focussed on critical components that are welded into machinery;</li><li>• High precision;</li><li>• Located in DACH, Benelux, the UK or China;</li><li>• Revenues above €5m.</li></ul>

**Location: Netherlands**

**263909 - GLOBAL E-COMMERCE** *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Mail, parcel and e-commerce corporation;</li><li>• Global e-commerce solutions include B2C parcel delivery, mail, parcel and return solutions to businesses and consumers;</li><li>• Headquartered in Holland with global operations.</li></ul>	<ul style="list-style-type: none"><li>• Parcel couriers;</li><li>• B2B and B2C mail and parcel delivery;</li><li>• Electronic mailing businesses;</li><li>• E-commerce technologies;</li><li>• Located in Europe, excluding the UK;</li><li>• Turnover above €5m.</li></ul>

**Location: Netherlands**

## GENERALIST

### 268632 - TARGETED INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Investment firm;</li><li>• Focussed on vehicle rental and fleet management;</li><li>• Invests across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Fleet management and vehicle rental &amp; hire;</li><li>• UK-based;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**

### 267822 - FAMILY OFFICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK family office;</li><li>• Focussed on small mid-cap opportunities;</li><li>• Invests with own capital.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Preferably LBO;</li><li>• Interested in complex situations and shareholdings;</li><li>• UK-based;</li><li>• Value range £3m-£20m.</li></ul>

**Location: UK**

### 268507 - FAMILY-OWNED INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-firm;</li><li>• Family-owned investment company;</li><li>• Current investments in the automotive, interior design, pharmaceutical and real estate sectors;</li><li>• Headquartered in Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Industrial companies;</li><li>• With a product or distribution component;</li><li>• Headquartered in Belgium;</li><li>• EBITDA in the range of €10m-€15m.</li></ul>

**Location: Benelux**

## 267852 - SEARCH FUND *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK-based entrepreneur;</li><li>• Backed by 16 experienced investors;</li><li>• Operating as a search fund.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Located in the UK;</li><li>• Revenue between £5m-£25m;</li><li>• EBITDA in the range of £1m-£5m;</li><li>• Businesses in need of a succession solution e.g. a retirement sale.</li></ul>

**Location: UK**

## 11735 - MID-MARKET GROWTH CAPITAL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-firm;</li><li>• Mid-market growth capital, buy-outs and buy-ins;</li><li>• Previously invested in service, industrial and technology businesses;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Sectors include financial services, healthcare, consumer &amp; leisure, industrials and technology;</li><li>• UK-based with international operations;</li><li>• Minimum EBITDA of £4m.</li></ul>

**Location: UK**

## 263779 - INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch investment firm;</li><li>• All funds are contributed by the founders and team members;</li><li>• Invest pre-exit;</li><li>• Develops family and entrepreneur owned businesses into professional businesses;</li><li>• Headquartered in Amsterdam with activities across North West Europe.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Experience in B2B services, trading and manufacturing operations;</li><li>• Headquartered in Benelux, Germany or Denmark;</li><li>• EBITDA in the range of €3m-€20m.</li></ul>

**Location: Netherlands**

**260427 - LOW-MID MARKET** (CLICK REFERENCE TO ENQUIRE)

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

**Location: Netherlands**