



Langcliffe International

DISTRESSED TRADE BUYERS

MARCH 2020

Sectors Featured Include: Building Products, Construction, Electronic, Healthcare Providers, ICT, Industrial/Manufacturing, Legal, Leisure, Media, Print, Recruitment, Retail/Consumer, Support Services, Transport/Distribution and Travel

SECTORS

To view our trade buyers that will consider distressed acquisitions, 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

- BUILDING PRODUCTS
- CONSTRUCTION
- ELECTRONIC
- HEALTHCARE PROVIDERS
- ICT
- INDUSTRIAL/MANUFACTURING
- LEGAL
- LEISURE
- MEDIA
- PRINT
- RECRUITMENT
- RETAIL/CONSUMER
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION
- TRAVEL

BUILDING PRODUCTS

261896 - COMMERCIAL DOORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer and installer of commercial steel doors & shutters;• Covers the process end to end from design and installation to servicing and repairs;• Products include steel hinged doors and varieties of roller shutter doors;• UK-based.	<ul style="list-style-type: none">• Commercial door businesses;• Any size, including distressed or asset sales;• UK-based.

Location: UK

252810 - PVCU WINDOWS & DOORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer of PVCu windows and doors, composite and glass solutions;• Serves specifiers, fabricators and installers across the UK;• Vertically integrated;• Active across the UK.	<ul style="list-style-type: none">• Door and window manufacturers;• Frame manufacturers;• Distributors of windows, doors and conservatories;• Located in the UK;• Distressed, stressed and turnarounds will be considered;• Asset focus.

Location: UK

CONSTRUCTION

259676 - CONSTRUCTION VEHICLE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK special purpose vehicle;• Focus on construction companies;• Track record of acquisitions.	<ul style="list-style-type: none">• Construction-related businesses;• UK-based;• Turnover >£5m, unless the business is distressed.

Location: UK

10794 - MEZZANINE MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer and installer of mezzanine;• Owners have wide experience of international acquisitions;• Located in the UK.	<ul style="list-style-type: none">• Manufacturers of mezzanine, industrial flooring, handrails, etc.;• Specifically interested in the Midlands, but will consider UK-wide;• Turnover up to £5m;• Complex acquisitions will be considered, e.g. turnarounds, new management needed, and shareholder complexity.

Location: UK

ELECTRONIC

3949 - ELECTRONICS DISTRIBUTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• IT product and components distributor;• Products include computers, CCTV and hardware;• Located in the North of England.	<ul style="list-style-type: none">• Distributors of electronic products;• Distressed and retirement sales of interest;• Located within the UK;• Turnover up to £10m.

Location: UK

269807 - ELECTRONIC COMPONENTS MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Electronic and electrical equipment manufacturer;• Supplies inductors and coils to businesses;• Headquartered in Germany.	<ul style="list-style-type: none">• Electronic components and assemblies manufacturers;• Medical electronics manufacturers and suppliers;• Located in the UK;• Will look at distressed deals;• Turnover in the range of \$5m-\$10m.

Location: Germany

HEALTHCARE PROVIDERS

264791 - NURSING HOMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Specialist nursing home provider;• High acuity care for residents with neuro-degenerative illnesses;• Works alongside the NHS;• Located in the South East.	<ul style="list-style-type: none">• Nursing homes;• Minimum of 20 beds and capacity to expand;• Focus on dementia care/high acuity residents;• Minimum weekly fee of £1,000;• Purpose built properties;• Turnarounds and closed homes;• Located in the Midlands and South;• Minimum EBITDA £1m.

Location: UK

13599 - RESIDENTIAL HOMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Healthcare home operator;• c.25 elderly residential homes;• Offers home care services from 10 domiciliary care branches and two-day centres;• Homes located across the South of England.	<ul style="list-style-type: none">• Elderly nursing and residential care homes;• Learning difficulty care providers at entry level;• Homecare service providers;• Minimum of 40 beds;• Homes with buy&build/expansion opportunities e.g. have land, turnaround situations, freehold property;• South of England but outside of the M25;• Minimum EBITDA £500k.

Location: UK

ICT

255188 - MANAGED IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Managed services provider;• Services include cloud and security;• Track record of acquisitions.	<ul style="list-style-type: none">• Providers of cyber security, managed IT and cloud services;• Turnover up to £3m;• Preferably located in the South;• Will consider distressed opportunities.

Location: UK

16267 - IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• IT-focused conglomerate;• Track record of acquiring growing businesses;• Operations throughout Europe.	<ul style="list-style-type: none">• IT services in any or all of the following technologies:<ul style="list-style-type: none">○ ServiceNow,○ BMC,○ Sailpoint,○ AppDynamics,○ Atlassian;• Turnover sweetspot is up to £20m;• Larger turnovers will be considered;• Interested in distressed;• Located globally.

Location: UK

INDUSTRIAL/MANUFACTURING

266351 - GLASS MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of glass and solar panel products;• Operates globally.	<ul style="list-style-type: none">• Glass manufacturing;• No interest in installation;• Primarily distressed businesses;• Based in the UK and Europe;• Turnover up to £10m.

Location: UK

17380 - PRECISION ENGINEERING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Supplier of metal products;• Metals include stainless steels, carbon steels, nickel, brass, copper, aluminium and titanium;• Customers in the aerospace, petrochemical and automotive industries.	<ul style="list-style-type: none">• Precision engineering companies;• Products such as specialist wire;• Interested in distressed opportunities;• Focus on UK but would look at continental Europe;• Turnover up to £10m.

Location: UK

5140 - MANUFACTURER OF RUBBER & PLASTIC *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer of specialist thermoset and thermoplastic seals;• Owners have wide experience of international acquisitions;• Based in the South of England.	<ul style="list-style-type: none">• Manufacturers of rubber or thermoplastic mouldings;• Most likely compression mouldings;• Located in the UK;• Turnover in excess of £5m;• Will consider complex acquisitions (turnaround, new management needed, shareholder complexity etc.).

Location: UK

10796 - AEROSPACE & AUTOMOTIVE PRECISION ENGINEERING ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer of automotive turbo charger components;• Owners have wide experience of international acquisitions;• UK-based.	<ul style="list-style-type: none">• Precision engineering and castings businesses;• Aerospace or automotive industries;• Located in the UK;• Turnover >£5m;• Complex acquisitions considered, e.g. turnaround, new management needed, and shareholder complexity.

Location: UK

251242 - MANUFACTURER OF GLASS ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Glass merchant and processor;• Treatments include processing, laminating, toughening and heat.	<ul style="list-style-type: none">• Glass designers, manufacturers, suppliers and installers;• Turnover up to £10m;• Interested in distressed;• UK-based.

Location: UK

261891 - STEEL STOCKHOLDER ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Steel stockholder and supplier;• Products include structural steel section, sheet, plate, mesh, flooring, stainless, aluminium and tubing;• Services include shot blasting, painting, shearing, folding, de-coiling and plasma/laser cutting;• UK-based.	<ul style="list-style-type: none">• Steel stockholders and processors;• Distressed assets welcomed;• UK-based.

Location: UK

7545 - PLASTIC MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK group of investors;• Main focus is the plastic moulding market;• Track record of acquisitions in rotational plastic moulding;• Based in the North-West.	<ul style="list-style-type: none">• Any type of plastic manufacturers;• Located in the UK and Ireland;• Turnover of £500k-£20m;• EV in the range of £100k-£3m;• Interested in distressed opportunities;• Do not require management to stay in place long-term.

Location: UK

262150 - MANUFACTURING TURNAROUNDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US private investment group;• Main focus is industrials;• Global portfolio;• Billion-dollar turnover.	<ul style="list-style-type: none">• Distressed manufacturing turnarounds;• Particularly interested in industrial and aerospace;• Located globally;• Turnover >£20m.

Location: US

266951 - GENERAL PRECISION ENGINEERING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Precision machining services provider;• Customers in the oil & gas, aerospace & defence, rail and food sectors;• Owners have wide experience of international acquisitions;• Located in the UK.	<ul style="list-style-type: none">• Precision engineering generalists;• No interest in sector specific precision engineering;<ul style="list-style-type: none">○ Ideally not oil and gas;• Located in the UK;• Turnover c.£8m-£10m;• Will consider complex acquisitions (turnaround, new management needed, shareholder complexity etc.).

Location: UK

261890 - STEEL STOCKHOLDER (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Steel stockholder and supplier;• Products include merchant bars, channels, plates, sheets, tubes, grating, rebar, stainless and aluminium;• Can be supplied shot blasted, painted or galvanised and cut to size on site;• Client industries include construction, fabrication, oil & gas, security and general manufacturing;• UK-based.	<ul style="list-style-type: none">• Steel stockholders and suppliers;• Distressed opportunities and special situations welcomed;• UK-based.

Location: UK

LEGAL

11207 - LAW FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Law firm;• Track record of acquisitions.	<ul style="list-style-type: none">• Law firms;• Outside of London;• Turnover in excess of £3m;• London-based law firms have no minimum turnover;• Interested in distressed legal businesses.

Location: UK

254646 - LEGAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Wills, estate planning and probate services provider;• Actively acquisitive.	<ul style="list-style-type: none">• Legal services relating to wills, probate and estate;• Located within the UK;• Distressed opportunities of interest;• Turnover up to £10m.

Location: UK

LEISURE

260893 - TRAMPOLINE PARKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Operator of trampoline parks;• Sites across the UK.	<ul style="list-style-type: none">• Trampoline parks;• Distressed businesses of interest;• Located in the UK and Europe;• Turnover up to £10m.

Location: UK

104 - PROMOTIONAL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Competitions provider;• Prizes are luxury cars;• Located at airports, events and shopping centres across the UK;• History of acquisitions.	<ul style="list-style-type: none">• Retail and promotional product providers;• Turnarounds/distressed situations are of interest;• Based in the UK or Europe;• Any size considered.

Location: UK

MEDIA

17335 - PRODUCTION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Production group;• Provides visual effects, sound restoration, 2D to 3D conversion, animation, post production project management services;• Located in the UK.	<ul style="list-style-type: none">• Digital intermediate services;• Production studio;• Will consider distressed businesses for sale;• Located in the UK;• Minimum EBITDA £500k.

Location: UK

PRINT

259539 - DIGITAL PRINT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of printing companies;• Services include publication & advertising, digital design, web development signage and office stationery;• History of acquisitions;• Operates throughout the UK and Ireland.	<ul style="list-style-type: none">• Print businesses;• Specifically digital print;• Interested in distressed sales;• Located in the UK;• Turnover in the range of £1m-£10m.

Location: UK

RECRUITMENT

3018 - RECRUITMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

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

Location: UK

RETAIL/CONSUMER

269291 - LUGGAGE RETAILER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Retailer of luggage and bags;• Products include retail luggage, handbags, backpacks, business bags, and travel accessories for women, men and children;• Stores stock a wide range of brands and also sell through an online store;• Operates in Canada.	<ul style="list-style-type: none">• Retailers and distributors of luggage, bags and other travel accessories;• Located globally;• Stressed, distressed, turnaround or underperforming businesses are of interest;• Minimum turnover \$5m.

Location: Canada

265632 - RETAILER/WHOLESALE/ECOMMERCE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Consultancy firm focusing on the retail sector;• Offers services to businesses facing liquidity issues or those with unprofitable stores;• Services offered across the UK.	<ul style="list-style-type: none">• Retail, wholesale or ecommerce businesses;• Distressed or stressed i.e. turnaround opportunities;• Stock financing requirement;• Based in UK, Northern Europe or Spain;• Turnover above £10m.

Location: UK

13997 - GIFT & STATIONERY RETAILER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Giftware and stationery wholesaler;• Products include calendars, mugs, games and cards.	<ul style="list-style-type: none">• Gifts and stationery retailers;• Distressed businesses of particular interest;• Turnover up to £20m;• Based in the UK.

Location: UK

15197 - CLOTHING MANUFACTURER & SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Supplier of retail products;• Includes women's, men's and children's clothing;• Operates across Asia and Europe.	<ul style="list-style-type: none">• Manufacturers, retailers and suppliers of clothing products;• Will consider distressed;• Located globally;• Any size.

Location: UK

SUPPORT SERVICES

250116 - DAY NURSERY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Group of day nurseries;• Providing childcare to children up to 5 years old;• Located in the UK.	<ul style="list-style-type: none">• Independent/group of nurseries;• Will consider distressed nurseries;• Based in North of England;• Minimum EBITDA £250k.

Location: UK

250361 - NURSERY & PRIMARY SCHOOL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Operator of independent nurseries and prep schools;• Operates 4 nurseries and 4 primary schools;• UK-based.	<ul style="list-style-type: none">• Nurseries and primary schools;• Distressed and special situations welcomed;• UK-based.

Location: UK

259023 - ASBESTOS MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Environmental services provider;• Services include asbestos removal & surveying, and civil engineering;• PE owners have wide experience of international acquisitions;• Operates across the UK.	<ul style="list-style-type: none">• Environmental and asbestos management;• Based in the UK;• Currently EBITDA must be less than £100k;• Complex acquisitions considered, e.g. turnaround, new management needed, and shareholder complexity.

Location: UK

TRANSPORT/DISTRIBUTION

265293 - HOME & LEISURE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Importer of consumer products;• Categories include home and leisure.	<ul style="list-style-type: none">• Etailers;• Only interested in heavily discounted opportunities i.e. distressed;• UK-based.

Location: UK

268099 - INDUSTRIALS DISTRIBUTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Austrian privately-owned;• Distribution group;• Focus on the industrial and construction sectors;• Comprising of 6 companies across DACH and Lichtenstein;• c.€200m in combined revenue.	<ul style="list-style-type: none">• Distribution sectors with the exception of fashion, consumer and technology;• Strong businesses and management teams;• Growth and turnaround cases;• Targets in the DACH region;• EBIT in the range of €1m-€10m.

Location: Austria

9963 - B2B WHOLESALE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Stock management and supply;• Varied product groups including workwear, office equipment and stock management services;• Located in the North East.	<ul style="list-style-type: none">• B2B and wholesale operations;• Including PPE, workwear, office products, packaging, welding products and electrical parts;• Interested in distressed;• Located in the North.

Location: UK

TRAVEL

269716 - TOUR OPERATOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK MBI;• CEO in the travel sector;• Looking for acquisitions.	<ul style="list-style-type: none">• Small tour operators;• Located in the UK;• Distressed and quick sale.

Location: UK