



Langcliffe International

NEWLY ENGAGED BUYERS
WITH SUB £1M EBITDA CRITERIA

MARCH 2020

Sectors Featured Include: Building Products, Food & Beverages,
Recruitment, Retail/Consumer, Soft FM, Support Services,
Transport/Distribution, 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

- BUILDING PRODUCTS
- FOOD & BEVERAGES
- RECRUITMENT
- RETAIL/CONSUMER
- SOFT FM
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION
- TRAVEL

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

- GENERALIST

BUILDING PRODUCTS

252810 - WINDOW & DOOR MANUFACTURER *(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

FOOD & BEVERAGES

3548 - FOOD PRODUCE SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of companies supplying food produce;• Products include potatoes, vegetables and dairy products;• Grows and distributes their own produce across the UK.	<ul style="list-style-type: none">• Producers and distributors of fresh food produce;• Providers of technical support and solutions to the food produce industry;• Located in the UK;• Turnover up to £100m.

Location: UK

RECRUITMENT

269539 - TEMPORARY RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Temporary recruitment firm;• Operates under numerous brands across Belgium, the Netherlands and Poland;• Also offers HR & payroll services, service checks and care in the home;• Headquartered in Belgium.	<ul style="list-style-type: none">• Providers of HR solutions and temporary staffing;• HR and payroll technologies;• Located in Europe;• EV up to €500m.

Location: Belgium

RETAIL/CONSUMER

269504 - PHARMACY CHAIN *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Pharmacy chain and central compounding facility;• 40 pharmacies across the Netherlands;• Offers 24-hour prescription services and consultations;• Compounding facility prepares prescriptions for hospitals, pharmacies and general practitioners;• Stocks Z-index pharmaceuticals.	<ul style="list-style-type: none">• Chains and single pharmacies;• Pharmaceutical distributors;• Third party pharmaceutical compounding;• Providers of raw materials and equipment for inhouse compounding;• Located globally, with a focus on Europe;• EBIT up to €50m.

Location: Netherlands

SOFT FM

255468 - SOFT FM FRANCHISE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Franchise offering cleaning, restoration and lawn care;• Services offered to commercial and domestic clients;• Headquartered in the UK;• US operations.	<ul style="list-style-type: none">• Soft facilities management businesses;• Serving a domestic or commercial client base;• Franchised or ability to be franchised;• Located across the Midlands and South UK;• Minimum EBITDA £500k.

Location: UK

SUPPORT SERVICES

269018 - FACILITIES MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Bespoke facilities management services provider;• Customers in the retail, logistics and public sector;• Located in the UK.	<ul style="list-style-type: none">• Integrated facilities management providers;• Technology-led solutions;• Located in the UK;• Minimum EBITDA £500k.

Location: UK

269260 - CHILDCARE & EDUCATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Childcare and education provider;• Educates children between the ages of three months and five years;• Active across the UK.	<ul style="list-style-type: none">• Nurseries;• Providers of outstanding childcare and pre-school education to young children;• Minimum registration of 50 children;• Located in the UK;• Minimum turnover of £500k;• EBITDA in excess of £150k.

Location: UK

269286 - TRAFFIC MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer and distributor of traffic management equipment;• Located in the UK.	<ul style="list-style-type: none">• Traffic management solutions providers;• Distributors of traffic management equipment;• Located in the UK;• Minimum EBITDA £500k.

Location: UK

268907 - AIR QUALITY & EHS CONSULTANCY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Air quality and EHS consultancy firm;• Provides environmental and business solutions to clients;• Located globally.	<ul style="list-style-type: none">• Environmental consultancy firms;• Providers of a broad range of environmental services;• Located globally;• EBITDA in the range of \$500k-\$2m.

Location: US

TRANSPORT/DISTRIBUTION

267536 - OFFICE & STATIONERY SUPPLIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Office and stationery supplier;• Products and services include provision of office & stationery supplies, office furniture, print suppliers/services, procurement solutions and IT products;• Serves a range of clients across public and private sectors;• Operates nationally.	<ul style="list-style-type: none">• Office, print and stationery distributors;• Suppliers of PPE and workwear;• Located in the UK;• EBITDA above c.£1m.

Location: UK

TRAVEL

269227 - ONLINE TRAVEL MARKETPLACES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-backed;• Group of online travel marketplaces;• Accommodation includes self-catered cottages, apartments, lodges and/or hotels;• Last minute holiday focus;• Located in the UK.	<ul style="list-style-type: none">• Marketplace platforms for holiday and hotel rentals;• Preferably organic, last minute and/or deal-based traffic;• Located in Europe;• Turnover up to £10m.

Location: UK

GENERALIST

265762 - HEALTHCARE INVESTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE firm;• Focuses on the care space;• Operates across the UK.	<ul style="list-style-type: none">• Specialist care facilities and residential care;• Elderly care is not of interest;• Located in the UK;• Minimum EBITDA £500k.

Location: UK