



# Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

MARCH 2020

**Sectors Featured Include:** Building Products, Construction, Food & Beverages, Industrial/Manufacturing, Marketing Communications, Recruitment, Retail/Consumer, Support Services, Transport/Distribution, Travel 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](mailto:mark.eardley@langcliffeinternational.com)

- BUILDING PRODUCTS
- CONSTRUCTION
- FOOD & BEVERAGES
- INDUSTRIAL/MANUFACTURING
- MARKETING COMMUNICATIONS
- RECRUITMENT
- RETAIL/CONSUMER
- 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"><li>• PE-owned;</li><li>• Manufacturer of PVCu windows and doors, composite and glass solutions;</li><li>• Serves specifiers, fabricators and installers across the UK;</li><li>• Vertically integrated;</li><li>• Active across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Door and window manufacturers;</li><li>• Frame manufacturers;</li><li>• Distributors of windows, doors and conservatories;</li><li>• Located in the UK;</li><li>• Distressed, stressed and turnarounds will be considered;</li><li>• Asset focus.</li></ul>

**Location: UK**

### 267480 - BUILDING MATERIALS MANUFACTURER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer of manufacturing building materials;</li><li>• Headquartered in Belgium;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of gypsum and plasterboard;</li><li>• For the construction industry;</li><li>• Turnover &gt;€25m;</li><li>• Located worldwide.</li></ul>

**Location: Belgium**

## CONSTRUCTION

### 268148 - CONSTRUCTION GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Construction group;</li><li>• Projects sectors include property development, infrastructure and marine;</li><li>• Actively acquisitive;</li><li>• Headquartered in Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Designers and manufacturers of modular construction units;</li><li>• Micro and macro tunneling businesses;</li><li>• Renovators and refurbishers of infrastructure;</li><li>• Cabling businesses active in infrastructure and buildings;</li><li>• Mechanical, electrical and plumbing service providers;</li><li>• Green field construction projects;</li><li>• Water treatment and waste recycling;</li><li>• Sales from €5m-€100m+ depending on service offering and sector;</li><li>• Located in France, the Benelux or UK.</li></ul>

**Location: Belgium**

## FOOD & BEVERAGES

### 261095 - INSTANT FOOD SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Provider of private label and branded instant food solutions;</li><li>• Products include drink toppings, sweeteners, dietary products, sports nutrition and supplements;</li><li>• Supplied in sachets, tins, plastic tubs and refill bags;</li><li>• Sells B2B to retailers and brand owners;</li><li>• Headquartered in the Netherlands with a UK office.</li></ul>	<ul style="list-style-type: none"><li>• Instant food solutions providers;</li><li>• Products in the hot drink and sport supplement sectors;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Netherlands**

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

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

**Location: UK**

**252496 - CAKES & BISCUITS MANUFACTURER** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer of biscuits and cakes;</li><li>• Products include caramelised biscuits and gingerbread;</li><li>• Actively acquisitive;</li><li>• Located in Belgium;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of cakes and biscuits;</li><li>• Interested in healthy snacks;</li><li>• Branded products with international potential;</li><li>• Any location;</li><li>• Any size.</li></ul>

**Location: Belgium**

## INDUSTRIAL/MANUFACTURING

### 268903 - WATER METERS & WATERWORK FITTINGS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• KLSE-listed;</li><li>• Manufacturer and supplier of water meters and waterworks fittings;</li><li>• Located in Malaysia.</li></ul>	<ul style="list-style-type: none"><li>• Metering and smart solutions;</li><li>• Manufacturers of water or flow control and measurement instruments;</li><li>• Rail industry or infrastructure assets;</li><li>• Utilities or facilities management service providers;</li><li>• Digital or new technology related to the energy and renewable resources;</li><li>• Located globally, with a focus on Europe;</li><li>• EBITDA in the range of RM5m-RM10m.</li></ul>

**Location: Malaysia**

### 268213 - INDUSTRIAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Industrial holding company;</li><li>• Specialises in automobile distribution, vehicle glass repair and stationery;</li><li>• Seeking new platform companies to pursue a buy-and-build strategy;</li><li>• Headquartered in Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Industrial and service sector businesses;</li><li>• Businesses in the following sectors are of particular interest:<ul style="list-style-type: none"><li>○ Automation (robotics e.g. warehouse automation and logistics),</li><li>○ B2B machine tools;</li></ul></li><li>• Also interested in purchasing a new platform for a new cluster (buy-and-build);</li><li>• Headquartered in Europe;</li><li>• Equity investment of around €400m;</li><li>• Looking to retain and incentivise management.</li></ul>

**Location: Belgium**

## 269482 - INDUSTRIAL HOLDING COMPANY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Industrial holding company;</li><li>• Experience in a wide range of industries;</li><li>• Located in Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Majority stakes in new platforms/add-ons for existing portfolio companies in the following areas:<ul style="list-style-type: none"><li>○ Point of sale cooling cabinets for drinks and food products,</li><li>○ Business event centres,</li><li>○ Analytical software for asset-based lending companies,</li><li>○ Designers of kitchen products,</li><li>○ Developers, renters and manages of warehouses &amp; distribution centres,</li><li>○ Omni-channel supply chain solutions for suppliers and retailers,</li><li>○ Importers of high-quality food products (particularly Italian),</li><li>○ Coin producers for over 60 central banks,</li><li>○ Staffing companies specialising in the food production industry;</li></ul></li><li>• Located in Europe;</li><li>• EBITDA &gt;€3m.</li></ul>

**Location: Belgium**



## MARKETING COMMUNICATIONS

### 269453 - CONSULTING & COMMUNICATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Consulting and communications group;</li><li>• Focus on healthcare and medicine;</li><li>• Headquartered in Belgium;</li><li>• Further offices in France.</li></ul>	<ul style="list-style-type: none"><li>• Healthcare and pharma consultancies;</li><li>• Multimedia products developers focusing on the healthcare, health and pharma sector;</li><li>• Digital health businesses;</li><li>• Located globally;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Belgium**

## RECRUITMENT

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

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

**Location: Belgium**

## RETAIL/CONSUMER

### 269536 - FRAGRANCES & COSMETICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Producer of fragrances and cosmetics;</li><li>• Manufactures products under its own brand, as well as numerous other brands for which it has purchased the license;</li><li>• Controls the entire product life cycle;</li><li>• Operates across Europe;</li><li>• Headquartered in France.</li></ul>	<ul style="list-style-type: none"><li>• Cosmetic and fragrance brands;</li><li>• Distributors and manufacturers of cosmetics and fragrances;</li><li>• Located in Europe;</li><li>• Minimum turnover €10m.</li></ul>

**Location: France**

### 269291 - LUGGAGE & BAGS *(CLICK REFERENCE TO ENQUIRE)*

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

**Location: Canada**

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

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

**Location: Netherlands**

## 267482 - TEXTILES & CHEMICALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Group of companies involved in textiles and chemicals;</li><li>• Headquartered in Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Global producers of geotextiles;</li><li>• Producers of protective clothing;</li><li>• Located in DACH and CEE;</li><li>• Any size.</li></ul>

**Location: Belgium**

## SUPPORT SERVICES

### 267609 - RENEWABLE ENERGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Provider of renewable energy sources;</li><li>• Supplies electricity to homes and businesses;</li><li>• Develops a range of smart meters, heat &amp; solar technology and solar battery storage;</li><li>• Serves European clients.</li></ul>	<ul style="list-style-type: none"><li>• Businesses in the energy service market;</li><li>• Providers of services to the utilities market and their customers;</li><li>• Gas producers;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: France**

### 269465 - RECYCLING COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Recycling company;</li><li>• Activities in plastic, metal, electronic and car recycling;</li><li>• Headquartered in Belgium;</li><li>• Recycling plants across Belgium, France and the Netherlands.</li></ul>	<ul style="list-style-type: none"><li>• Industrial recycling businesses;</li><li>• Focus on metals, plastics and electricals;</li><li>• Specialist synthetics recyclers;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Belgium**

### 10469 - ENABLING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Specialist enabling services;</li><li>• Asbestos removal, demolition and remediation;</li><li>• Operates nationally.</li></ul>	<ul style="list-style-type: none"><li>• Asbestos removal, demolition and remediation providers;</li><li>• Located in the UK;</li><li>• EBITDA over £1m.</li></ul>

**Location: UK**

## 269250 - LIFE-CYCLE CONSULTING & ENGINEERING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Provider of life-cycle consultancy and engineering services;</li><li>• Serves the power, nuclear, gas, industrial and infrastructure sectors;</li><li>• Headquartered in Belgium;</li><li>• Global operations.</li></ul>	<ul style="list-style-type: none"><li>• Engineering consultancies and service providers;</li><li>• Active across industrial- and construction-related sectors;</li><li>• R&amp;D businesses in water, renewable energy and power;</li><li>• Urban and infrastructure design consultancies;</li><li>• Located globally;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Belgium**

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

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

**Location: US**

## TRANSPORT/DISTRIBUTION

### 253486 - REFRIGERATION PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Wholesalers of refrigeration products;</li><li>• Distributes products and technologies in the fields of refrigeration and air conditioning;</li><li>• Commercial products are installed in supermarkets, restaurants and retail outlets;</li><li>• Also offers domestic products;</li><li>• Distributes across Europe, Australasia, Asia and Africa.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of refrigeration, heating, ventilation and cooling products;</li><li>• Will consider targets with a small aspect of manufacturing;</li><li>• Power racks and condensing units;</li><li>• Commercial and domestic ice systems, including those used for ice rinks;</li><li>• Located globally;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Sweden**

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

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

**Location: UK**

## 269418 - WORK PLATFORMS & HOISTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Specialists in the rental and sale of work platforms and hoists;</li><li>• Exclusive distributor for a blue-chip European brand;</li><li>• Distributes across Belgium and Luxembourg.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of hoists and work platforms;</li><li>• Active in Benelux;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Belgium**

## 267671 - HANDLING EQUIPMENT DISTRIBUTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Supplier and distributor of spare parts for handling equipment;</li><li>• Also offers new and second-hand equipment, rental, service and repair.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of spare parts for forklifts and powered access;</li><li>• Turnover &gt;€20m;</li><li>• Located in Europe.</li></ul>

**Location: UK**



## TRAVEL

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

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

**Location: UK**

## GENERALIST

### 269351 - BELGIAN INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Investment company;</li><li>• Focus on the mid-market;</li><li>• Located in Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Sectors with high barriers to entry;</li><li>• Public and private companies;</li><li>• Headquartered in Europe;</li><li>• Equity cheque in the value of €100m-€250m.</li></ul>

**Location: Belgium**

### 269537 - CONSUMER FOCUSED INVESTMENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Belgian PE-firm;</li><li>• Focus on branded consumer product investments;</li><li>• Invests in both brands and businesses;</li><li>• Active across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Consumer brands;</li><li>• Branded technologies in the consumer and medical sector;</li><li>• Healthcare distribution platforms;</li><li>• Located in Europe;</li><li>• Turnover between €5m-€100m.</li></ul>

**Location: Belgium**

### 203805 - US PRIVATE EQUITY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE firm;</li><li>• Specialises in acquiring multiple businesses in a single transaction;</li><li>• Transactions completed since inception with a value of approximately \$2bn;</li><li>• Offices in the UK and US.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest are manufacturing, services &amp; distribution, technology, media &amp; telecoms and consumer;</li><li>• Carve outs, divestment, public to private, financial portfolio secondary direct;</li><li>• Located in Europe, Asia and the US;</li><li>• Combined EV between \$50m-\$500m.</li></ul>

**Location: US**

**269300 - FCA REGULATED INVESTMENT MANAGER** *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• PE firm;</li><li>• FCA regulated investment manager;</li><li>• Provides long-term value for their investors and shareholders;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic but with a focus on health or consumer;</li><li>• Small/medium sized businesses;</li><li>• Distressed or mismanaged businesses of interest, as well as healthy profitable ones;</li><li>• Value rather than growth opportunities;</li><li>• Equity requirement of up to £20m;</li><li>• UK-based.</li></ul>

**Location: UK**