



CLEANING PRODUCT BUYERS

APRIL 2020

SECTORS

To view our cleaning product buyers, 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

- [DISTRIBUTION](#)
- [MANUFACTURING](#)

- [INVESTORS](#)

DISTRIBUTION

266831 *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Distributor of chemicals and pharmaceutical ingredients;• Strong history of acquisitions;• Located in Switzerland;• Operates across Europe.	<ul style="list-style-type: none">• Distributors of specialty chemicals and pharmaceutical ingredients;• Located in Europe;• EBITDA in the range of £1m-£10m;• EV up to £30m.

Location: Switzerland

264292 *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Distributor of consumables;• Serves the care home sector;• Products include incontinence care, gloves, trolleys, aprons, wipes, cleaning chemicals and bed pans.	<ul style="list-style-type: none">• Suppliers of healthcare consumables;• Located in the UK;• Turnover up to £15m.

Location: UK

254280 *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• National consumable and washroom services provider;• Provides rented washroom services from feminine hygiene to entrance matting;• Services offered nationwide.	<ul style="list-style-type: none">• Wholesalers or distributors of hygiene and janitorial supplies;• Located across the UK;• Turnover in the range of £5m-£10m.

Location: UK

261795 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Manufacturer and distributor of speciality chemicals;• Serves clients in the life sciences, pharmaceutical, industrial and cosmetics sectors;• Headquartered in Belgium;• Worldwide operations.	<ul style="list-style-type: none">• Distributors of chemicals;• Products include speciality chemicals, food ingredients/oils, chemicals for pharmaceutical applications and chemicals for use in personal care;• Located worldwide;• Focus on Europe, in particular Italy;• Any size.

Location: Belgium

267465 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Producer of laundry and cleaning products;• Home and commercial use;• Distributes to high profile retailers across the world;• UK-based.	<ul style="list-style-type: none">• Similar cleaning and/or laundry product manufacturers and distributors;• Ideally sell via supermarket retailers;• Any turnover and EBITDA considered;• UK-based.

Location: UK

265307 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Specialty chemical manufacturer and distributor;• Markets include industrial, household cleaning, institutional cleaning and personal care;• Global operations.	<ul style="list-style-type: none">• Manufacturers and distributors of surfactants and speciality chemicals;• Located in the UK;• Turnover above £10m if they need to employ management.

Location: UK

265689 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Distributor of cleaning supplies to the life sciences industry;• Products include disinfectants, wipes, disposable garments;• Located in the Netherlands.	<ul style="list-style-type: none">• Value-added distributors of contamination control supplies;• Suppliers of cleaning supplies to the healthcare sector;• Located in Europe;• Minimum EBITDA £500k.

Location: Netherlands

255588 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of infection control systems to healthcare companies;• Products contain and dispose of infectious waste (single-use systems);• Headquartered in the UK.	<ul style="list-style-type: none">• Manufacturers of disposable/single-use surgical instruments;• Products to limit the spread of healthcare associated infections;• Located in Europe;• Minimum EBITDA £500k.

Location: UK

MANUFACTURING

268620 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Manufacturer of personal hygiene products;• Provides toothpaste, detergent, soap, and hair & skin care products;• Located in Japan.	<ul style="list-style-type: none">• Manufacturers of personal hygiene products;• Located globally;• EBITDA >£1m.

Location: Japan

263425 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Distributor of chemicals;• Other services include sample management, storage and blending;• Exports to over 75 countries;• Market focus includes automotive, precision cleaning, emission reduction, flavours and fragrances.	<ul style="list-style-type: none">• Manufacturers of specialist chemicals;• Focus on ingredients for personal care, household industrial & institutional, and pharma;• Ideally has a distribution arm;• Located in the UK, Europe, Asia and North America;• Revenue between £5m-£30m.

Location: UK

4002 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of chemical companies;• Develops, manufactures and distributes chemical products;• Includes toiletries, cosmetics and household products.	<ul style="list-style-type: none">• Designers and manufacturers of specialised chemicals;• Personal care, cleaning and household products;• Located in the UK;• Turnover above £10m.

Location: UK

268608 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Developer of consumer products;• Product categories include cosmetics, skin & hair care, health care and fabric & home care;• Located in Japan;• Global operations.	<ul style="list-style-type: none">• Manufacturers of household cleaners;• Located globally;• EBITDA above £1m.

Location: Japan

16926 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Family-run manufacturer of cleaning products;• Product categories includes bathroom, kitchen, floor & carpet, laundry and car;• Based in the North.	<ul style="list-style-type: none">• Manufacturers of cleaning products;• Located in the UK;• Turnover up to £10m.

Location: UK

263193 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Naturally derived speciality chemicals provider;• Products used in the personal care, industrial, consumer products and food industries;• Speciality chemicals and ingredients are produced inhouse and also outsourced;• Operates globally.	<ul style="list-style-type: none">• Chemical ingredient providers;• Processors and formulators of natural oils for the consumer, food and chemical industries;• Located globally;• Minimum EBITDA of \$1m.

Location: UK

261071 (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; • Sells through a network of distributors across the UK, Ireland and Dubai; • Manufactures 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**267465** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • PE-owned; • Producer of laundry and cleaning products; • Home and commercial use; • Distributes to high profile retailers across the world; • UK-based. 	<ul style="list-style-type: none"> • Similar cleaning and/or laundry product manufacturers and distributors; • Ideally sell via supermarket retailers; • Any turnover and EBITDA considered; • UK-based.

Location: UK**265307** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • Specialty chemical manufacturer and distributor; • Markets include industrial, household cleaning, institutional cleaning and personal care; • Global operations. 	<ul style="list-style-type: none"> • Manufacturers and distributors of surfactants and speciality chemicals; • Located in the UK; • Turnover above £10m if they need to employ management.

Location: UK

255588 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of infection control systems to healthcare companies;• Products contain and dispose of infectious waste (single-use systems);• Headquartered in the UK.	<ul style="list-style-type: none">• Manufacturers of disposable/single-use surgical instruments;• Products to limit the spread of healthcare associated infections;• Located in Europe;• Minimum EBITDA £500k.

Location: UK

INVESTORS

263923 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK family office;• Invests in UK small cap private businesses and commercial real estate;• Over £45m of assets under direct management.	<ul style="list-style-type: none">• Businesses operating in a variety of industries;• Industries include household products & services, personal care, food products, consumer staples, aerospace & defence, healthcare services and equipment;• EBITDA >£500k;• EV in the range of £2m-£10m;• UK-based.

Location: UK

269737 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE firm;• Investing growth capital;• Back OBOs, MBOs and MBIs;• Invests across Belgium.	<ul style="list-style-type: none">• Producers and distributors of cleaning chemicals & products;• Various vertical markets, particularly industry and private label products to professional wholesalers;• Turnover >€10m;• EBITDA >€3m;• Will consider smaller companies as bolt-ons;• Located in Europe.

Location: Belgium