




Langcliffe International

CURRENTLY ACQUISITIVE

BUYERS IN THE UK

JUNE 2020

Sectors Featured Include: Construction, ICT, Marketing
Communications, Soft FM and Support Services



SECTORS

To view our buyers targeting opportunities in the UK despite the current situation, 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

- CONSTRUCTION
- ICT
- MARKETING COMMUNICATIONS
- SOFT FM
- SUPPORT SERVICES

CONSTRUCTION

97 - INFRASTRUCTURE GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Main Market-listed;• International infrastructure group;• Provides engineering, construction and support services;• Main sectors include transport, power and water;• Operations all over the world.	<ul style="list-style-type: none">• Services surrounding larger non-residential buildings and/or infrastructure;• Ideally the minimum contract size is >£10m;• Located in the UK, US and Hong Kong;• Turnover up to £30m.

Location: UK

259557 - ENGINEERING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• International engineering group;• Services include engineering, architecture, urban planning and consulting;• Markets include road, civil, urban development, water and environment;• Headquartered in France.	<ul style="list-style-type: none">• Engineering services;• Located globally;• Any size.

Location: France

266640 - ENERGY INFRASTRUCTURE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Leader in low carbon energy infrastructure;• Areas of focus are energy management, utilities, renewables and M&E engineering;• UK-based.	<ul style="list-style-type: none">• Energy management, installation, engineering and infrastructure businesses;• UK-based;• Turnover up to £5m.

Location: UK

268956 - BUILDING SERVICES & MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK investment company;• Building a group of building services and facilities management businesses;• Aiming to build a group generating £300m turnover;• Targets will retain autonomy and identity.	<ul style="list-style-type: none">• Businesses in the building services and facilities management sector;• Public sector contracts;• UK-based;• Cash generative;• Strong management;• Contracts between £500k-£5m in value;• Turnover between £15m-£30m.

Location: UK

258037 - ROOFING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Supplier of roofing solutions to the housebuilding sector;• Along with traditional services, the company offers leadwork, roofline and renewables services;• Operates across the UK.	<ul style="list-style-type: none">• Roofing solutions provider;• Solutions for pitched roofing;• Located in the UK;• Minimum EBITDA £500k.

Location: UK

255953 - EXCAVATIONS & DEMOLITION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Excavations and demolition business;• Services include bulk earthworks, demolition, aggregate recycling, soil stabilisation and site clearance/reclamation;• UK-based.	<ul style="list-style-type: none">• Excavation, demolition and site clearance businesses;• Also looking at niche recycling businesses;• Located in the UK;• Any size.

Location: UK

260175 - UNDERFLOOR HEATING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Supplier of underfloor heating and integrated renewable systems;• Products include underfloor heating, heat pumps, solar panels and thermostats;• UK-based.	<ul style="list-style-type: none">• Complementary renewable heating businesses;• Located in the UK;• Any size.

Location: UK

268417 - HVAC PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• HVAC and climate control products and solutions provider;• Designs and manufactures equipment for heating, cooling, drying and ventilation;• Headquartered in Denmark;• Global operations.	<ul style="list-style-type: none">• Portable and installed products for heating, cooling, drying, humidification, air cleaning and ventilation;• Activities relating to the design, manufacture and/or sales, installation and service;• Located worldwide;• EBITDA >£800k.

Location: Denmark

259732 - SURVEYING, TESTING & MEASUREMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Chartered surveying company;• Offers a range of measurement services to public and private sectors;• Experience in major re-development programmes, prestigious property portfolios, national heritage measurement projects, existing and new-build shopping centres and mixed-use assets and developments;• Projects across the UK and Europe.	<ul style="list-style-type: none">• Surveying, testing and measurement businesses;• Serving public and/or private clients;• Located across Europe;• Minimum EBITDA £500k.

Location: UK

270100 - PASSIVE FIRE PROTECTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Fire protection and air integrity sealing contractor;• Services include passive & structural fire protection, air integrity & acoustic sealing, firestopping, intumescent coatings, fire rated ductwork systems and cavity barriers;• Operates across Western Europe.	<ul style="list-style-type: none">• Contractors specialising in passive fire protection products and systems;• Providers of air integrity services; Services to include design, installation, maintenance and consulting;• Serving a range of customers including commercial, public, industrial, hospitality, education, healthcare and facilities management;• Located across Europe;• Minimum EBITDA £500k.

Location: UK

269858 - ENERGY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Maintenance and repair services of industrial steam boilers and other mechanical engineering installations;• Located in the Netherlands.	<ul style="list-style-type: none">• Energy service providers;• Maintenance, repair and inspection of hot mechanical industrial installations;• Located in Europe;• Minimum EBITDA £250k.

Location: Netherlands

ICT

9357 - SAAS & BUSINESS SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Media group specialising in consumer, business and travel publishing;• Backed by high net worth individuals;• £50m cash available for acquisitions;• Active acquirer with 25 acquisitions in the last 10+ years.	<ul style="list-style-type: none">• Specific focus on SaaS and business software;• Located globally;• History of generating profits for 3+ years;• No over-reliance on single/small group of customers;• Will purchase businesses which are suffering from slow growth, no growth or gentle decline;• EBITDA in the range of £500k-£10m;• Will consider lower EBITDAs for an asset purchase.

Location: UK

267781 - INTEGRATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of software implementation services;• Offers support to businesses during digital transformation periods;• Partnered with Microsoft and PTC;• Two companies, one specialising in ERP systems and one specialising in Microsoft Dynamics 365;• Clients in the services, trade & logistics, distribution and maintenance industries;• Strong presence in Belgium, France and the Netherlands.	<ul style="list-style-type: none">• Integration service providers;• Specialising in Microsoft Dynamics and PTC;• Located in Western Europe;• Minimum EBITDA €1m.

Location: Belgium

266808 - DIGITAL TECHNOLOGY TRANSFORMATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Digital technology transformation service provider;• Offers a range of technology-related consultancy services and solutions;• Clients include start-ups, fast growing businesses and established corporate organisations;• Solutions include CRM, ERP, HR management, telecoms, cyber security and Office 365 services.	<ul style="list-style-type: none">• Providers of digital transformation services;• Infrastructure and network services;• Cyber security businesses;• IT consultancy firms;• Located across the UK;• Minimum EBITDA £250k.

Location: UK

255539 - CYBER SECURITY CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European PE-owned;• Network and security integrator for service providers and network operators;• Headquartered in the Netherlands;• Operates across Europe.	<ul style="list-style-type: none">• Cyber security consultancies;• Managed service providers focused on cyber security;• Recurring subscriptions or licenses;• Located in the DACH region and the UK;• EBITDA above €500k.

Location: Netherlands

268311 - IT HARDWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Distributor of new and refurbished IT hardware to clients in the private and public sectors along with IT resellers;• Operates in the Netherlands.	<ul style="list-style-type: none">• Distributors or retailers of IT hardware (new, end-of-life, refurbished);• Based in Europe;• Any size.

Location: Netherlands

15204 - SOFTWARE & TELECOMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Growth management firm;• Investing primarily in the technology and telecoms sector;• Looking to build a buy and build platform in the sector;• Backs MBOs;• Takes a majority stake with the potential to reduce to a minority stake over time;• Personal funds with an investor partner for larger deals;• Headquartered in the UK.	<ul style="list-style-type: none">• Software-based businesses;• Telecoms businesses;• Located in the UK or Netherlands;• Looking to acquire a number of smaller businesses to build a platform;• Like distressed;• Can move funds quickly;• Minimum £1m recurring revenue.

Location: UK

267803 - IT MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• IT managed service provider;• Services include 24/7 IT infrastructure, cloud and helpdesk;• Located in the UK.	<ul style="list-style-type: none">• Providers of IT support services, business software and cloud solutions;• Located in the UK;• Minimum EBITDA £250k.

Location: UK

266962 - SOFTWARE DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Software developer;• Active in facilities management, maintenance management, IT services, infrastructure and fleet management;• Offices in the UK and Europe.	<ul style="list-style-type: none">• Software developers;• Active in a range of industries;• Located globally with a focus on Europe;• Minimum EBITDA €500k.

Location: UK

261994 - DATA & ANALYTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Data and analytics services provider;• Services include data management, data integration, big data analytics, data visualisation, database management and data warehousing;• Operates across Europe.	<ul style="list-style-type: none">• Data and analytics businesses;• Located in Europe;• Turnover up to €200m.

Location: Netherlands

266332 - VERTICAL MARKET SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Vertical market software developer;• Strong presence in the healthcare and local government sectors;• Offers software products in the automotive, real estate, legal and accounting sectors;• Located in the Netherlands.	<ul style="list-style-type: none">• Developers of vertical market software;• Focus on adding value to vertical markets by building industry-leading software solutions;• Based in Europe;• Minimum turnover of €2m.

Location: Netherlands

270207 - RECRUITMENT SOFTWARE PROGRAMMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer of recruitment software programmes;• Programmes are specialised for future talent recruitment (apprentices, school leavers and interns);• Located in the UK.	<ul style="list-style-type: none">• Recruitment software developers;• Software which provides candidate assessments, psychometric testing, employer branding solutions and candidate attraction;• Located in the UK;• EBITDA between £250k-£2m.

Location: UK

267693 - MISSION-CRITICAL VERTICAL MARKET SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Overseas; • Group of vertical software companies; • Highly acquisitive; • Operates across the US, Canada, Europe and Australia. 	<ul style="list-style-type: none"> • Mission-critical vertical market software; • New or legacy technology; • Strong customer base; • Owner to remain post-acquisition; • Will consider distressed; • Located in the US, Europe and Australia; • Established businesses and market leaders with a turnover in the range of US\$3m-US\$50m; • Will look smaller (>US\$1m) for companies with a growth rate of 20%; • Specific interest in profitable US-based companies with an EBITDA of US\$1m-US\$5m.

Location: US

250264 - CLOUD COMMUNICATIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • PE-owned; • Provider of cloud communications solutions for small and mid-sized businesses; • Communication technologies include hosted VoIP, cloud-based contact centres, inbound call management; • Located in the UK. 	<ul style="list-style-type: none"> • Providers of communication/cloud computing solutions; • Services to include cloud security, cloud video conferencing, collaboration/workplace messaging; • Microsoft Gold partner/Oe65 and Azzure; • Located in the UK; • Average revenue per customer £5k-£50k per annum; • Minimum EBITDA £250k (£500k post synergy).

Location: UK

264149 - MOBILE NETWORK MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• IT managed services provider;• Integrates multiple mobile networks and technologies through one provider;• Located in the UK.	<ul style="list-style-type: none">• End to end resellers of managed services (roaming connections);• Number of networks and technologies in a single package;• Located in the UK;• Minimum EBITDA £500k.

Location: UK

269235 - SOFTWARE & ENTERPRISE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer of software and enterprise solutions to sectors including financial services, retail and automotive;• Services include IoT, data analytics, software solutions and automation;• Operates across Europe.	<ul style="list-style-type: none">• Software developers;• Providing data analysis and digital strategy services;• Located in Europe;• Minimum EBITDA of £250k.

Location: UK

6099 - OUTSOURCED IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Outsourced IT provider of application migration for businesses;• Provides digitalisation of manual processes, reduces costs and improves the end users experience;• Located in the UK.	<ul style="list-style-type: none">• Providers of centralised application management;• Service offerings to include digital transformation, digital workplace (process automation), lifecycle management (IT compliance testing);• Located in the UK;• Minimum EBITDA £250k.

Location: UK

263271 - IT NETWORK INFRASTRUCTURE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• IT network infrastructure provider;• Offers design, installation and maintenance;• Blue chip client base of public and private companies;• UK-based.	<ul style="list-style-type: none">• Intelligent building solution businesses;• Operating in energy management, cabling, asset tracking, datacentres and smart lighting;• Turnover >£1m;• UK-based.

Location: UK

16525 - IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• IT services provider;• Services include protective system monitoring, telecommunications, cyber security;• Operates across the UK.	<ul style="list-style-type: none">• IT managed services (cyber security provider);• Microsoft software provider;• Located in the UK;• Minimum EBITDA £500k.

Location: UK

267494 - IT SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• IT solutions provider;• Services include cloud infrastructure, network infrastructure, security, disaster recovery and business intelligence;• Also offers services in software development and business support;• UK-based.	<ul style="list-style-type: none">• IT solutions;• Located in the UK;• Any size.

Location: UK

268924 - B2B COMMUNICATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• B2B communications and internet service provider;• Cloud, voice and data security services;• Located in the UK.	<ul style="list-style-type: none">• B2B communications and internet service providers;• Telecoms and connectivity services;• UK-based;• Minimum EBITDA £250k.

Location: UK

266813 - MANAGED IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Managed IT services provider;• Based in UK.	<ul style="list-style-type: none">• Provider of IT services (cloud solutions and IT security);• Located in the UK;• EBITDA in the range of £500k-£3m.

Location: UK

263395 - CYBER SECURITY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Cyber security provider;• Provides ultra-secure hosting/ managed services / IT security consultancy;• Risk assessment services to SMEs;• Located in the UK.	<ul style="list-style-type: none">• Offensive cyber security providers:<ul style="list-style-type: none">○ Penetration testing, investigation of intrusions,○ More than 10 employees,○ EBITDA of £100k-£500k;• Defensive cyber security providers:<ul style="list-style-type: none">○ Secure operating centres, security information and event management systems,○ EBITDA up to £2m:• Cyber security consultancies:<ul style="list-style-type: none">○ EBITDA c.£1m;• Located in the UK.

Location: UK

267456 - E-LEARNING MANAGEMENT SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of cloud-based eLearning management systems (LMS);• Sectors include retail, finance, construction and recruitment;• UK-based.	<ul style="list-style-type: none">• Other LMS and IT businesses;• Any turnover and EBITDA considered;• UK-based.

Location: UK

261585 - TEMPORARY WORK SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Online software solutions for the temporary work market;• Owns a cloud-based SaaS solution which facilitates candidate screening, pay statements, contracts and invoices;• Based in France.	<ul style="list-style-type: none">• Software developers and providers operating in the temporary workspace;• Located across Europe;• Revenues up to £20m.

Location: France

255959 - CONTACT CENTRE TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Contact centre technology specialist;• Provides telecommunication solutions and managed services;• Workforce management, call recording, quality monitoring, systems support;• Operates across the UK.	<ul style="list-style-type: none">• Contact centre technology;• Digital customer service including virtual assistants and voice automation;• Located in Europe;• Minimum EBITDA £500k.

Location: UK

7267 - AUTOMOBILE TELEMATICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Commercial vehicle telematics software distributor;• Vehicle tracking and management software;• Located in the UK.	<ul style="list-style-type: none">• Automobile telematics;• Fleet management software provider;• Located in Europe;• Minimum EBITDA £500k.

Location: UK

10268 - TECHNOLOGY PRODUCTS & SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of consumer and enterprise technology products & services to retailers and resellers;• Worldwide operations.	<ul style="list-style-type: none">• Distributors of technology products and services;• To traditional and catalogue retailers, e-tailers and IT resellers;• Must have strong supplier and customer relationships;• Bolt-ons to existing operations in Europe;• Turnover in the range of £5m-£200m.

Location: UK

4954 - IT MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• IT managed services;• Digital workplace (communication), cloud & platforms (hosting), network & connectivity, security, managed services;• Operates across the UK.	<ul style="list-style-type: none">• IT managed services;• Unified comms, hosting, data protection, public cloud, security, network & connectivity etc.;• Located in the UK and Germany;• Minimum EBITDA £1m.

Location: UK

268938 - ENTERPRISE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Supplier of enterprise software;• Products include business and accounting software;• Operates globally.	<ul style="list-style-type: none">• Suppliers/installers of enterprise software;• Services include project management, implementation and support;• Located globally;• Minimum EBITDA £250k.

Location: UK

260837 - 3D DESIGN SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Reseller of 3D design software;• Provides support and training to designers;• Located in the UK.	<ul style="list-style-type: none">• Resellers of design software;• Located in the UK;• Minimum EBITDA £250k.

Location: UK

266955 - EDUCATION SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Educational and corporate software;• Helps students and employees with reading, writing and numeracy difficulties;• Located in the UK.	<ul style="list-style-type: none">• Education software;• Assistive technology for individuals with learning difficulties;• Located in Europe;• Minimum EBITDA £250k.

Location: UK

269232 - VEHICLE TELEMATICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer and supplier of telematics technology to commercial vehicle fleets;• Located in the UK, US and Australia.	<ul style="list-style-type: none">• Vehicle telematics software developers and suppliers;• Fleet management software;• Located in Europe and the US;• Minimum EBITDA £500k.

Location: UK

MARKETING COMMUNICATIONS

265488 - DIGITAL MARKETING & STRATEGIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Dutch PE-owned; • Consultant for digital marketing and strategies; • Services range from lead nurturing, SEO, SEA and social media to remarketing and marketing automation; • Headquartered in Belgium. 	<ul style="list-style-type: none"> • Digital consultants focused on brand, creative and CRM strategy; • Located across Europe; • Minimum EBITDA €1m.

Location: Belgium

262771 - MARKETING & COMMUNICATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • International marketing and communications group; • Three business arms focused around technology driven marketing, secure identification & traceability solutions and digital print production & support services; • Present in 15 countries with a global sales reach. 	<ul style="list-style-type: none"> • Marketing communications: <ul style="list-style-type: none"> ○ e-Commerce and tech, ○ Data analytics, ○ Consulting, ○ System development; • Identification technologies: <ul style="list-style-type: none"> ○ Graphic design, ○ Scanning solutions; • Print: <ul style="list-style-type: none"> ○ Payment technology; • Located globally, with a focus on Europe; • Any size; • E-commerce and e-logistics must have a deal size of €10m-€100m.

Location: UK

268915 - DIGITAL MARKETING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• International digital marketing business;• Services include analytics, paid search and search engine optimisation;• Headquartered in London;• Operates internationally.	<ul style="list-style-type: none">• Digital marketing companies;• Services to include paid search, programmatic and analytics services;• Located globally;• Minimum EBITDA £250k.

Location: UK

269981 - MULTIPLE MEDIA COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Media company;• Services include magazine publishing, online education platforms and professional training;• Target industries include education, publishing and entertainment;• Global operations;• Headquartered in Germany.	<ul style="list-style-type: none">• Media publishing companies;• B2B and B2C publications;• Preference for subscription-based business models and well developed digital offerings;• Located globally;• Revenue between €5m-€50m;• EBITDA margin >10%.

Location: Germany

269927 - MULTIMEDIA GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Multimedia group;• Operates through a number of media and advertising brands;• Active in Belgium, the Netherlands, the UK and Ireland.	<ul style="list-style-type: none">• Brands active across different forms of media;• Advertising and marketing brands;• Located across Europe;• Minimum EBITDA €1m.

Location: Belgium

SOFT FM

358 - TECHNICAL FM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Technical FM business;• Offers a range of services to commercial property and housing;• Services fall in to one of five sectors - planned maintenance, reactive maintenance, energy management, housing services and projects;• Mainly M&E maintenance, compliance testing, building fabric maintenance and minor works;• Services offered across the UK.	<ul style="list-style-type: none">• M&E maintenance, testing and compliance businesses;• Providers of building and technical FM services;• Little focus on contracts;• Located across the UK;• Minimum EBITDA £500k.

Location: UK

269018 - BESPOKE 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

SUPPORT SERVICES

264798 - RECYCLING & RE-COMMERCE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Recycling company;• Offers recycling and re-commerce solutions for mobile phones and other handheld electronic devices;• Services offered globally.	<ul style="list-style-type: none">• Recycling and re-commerce businesses;• Businesses in the electronics sector;• Located globally;• Minimum turnover of £7m.

Location: UK

7291 - OIL & ENVIRONMENTAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of oil and environmental services;• Supplier of risk reduction services including hazardous disposals, water treatment and preventative maintenance;• End-to end solution provider from design to processing;• Located in the UK.	<ul style="list-style-type: none">• Environmental risk reduction services providers;• Services to cover spill response, chemical hazmat response, environmental consultants, forecourt services, fuel services, processing of contaminated soils or hazardous waste;• Located in the UK;• Minimum EBITDA £250k.

Location: UK

259634 - FUNERAL HOME GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Group of 18 funeral homes;• Provides funeral services to clients;• UK-based.	<ul style="list-style-type: none">• Funeral services provider;• UK-based;• Turnover up to £10m.

Location: UK

263613 - SUPPLY CHAIN MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of supply chain management, stocktaking and merchandising services;• Serves the grocery and retail sectors;• Located in the UK.	<ul style="list-style-type: none">• Providers of supply chain management and stocktaking solutions;• Supply chain technologies developer;• Located in the UK;• Profits >£1m;• Smaller profit if offering new technologies.

Location: UK

261856 - SME UTILITIES COMPARISON *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• SME utilities comparison provider;• Compares available tariffs from a variety of suppliers;• Located in the UK.	<ul style="list-style-type: none">• Energy or insurance broker for SMEs;• B2B savings service provider;• Located in the UK;• Minimum EBITDA £500k.

Location: UK

10270 - HAZARDOUS WASTE & WATER SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of hazardous waste solutions and water services;• Recycling and waste management;• Sectors served include pharma, utilities, automotive, construction and industrials;• Operates across the UK.	<ul style="list-style-type: none">• Collectors and processors of waste materials, both specialist and wide ranging;• Dealing with either hazardous or non-hazardous waste;• Standalone businesses in urban locations;• Located in the UK;• Minimum EBITDA £500k.

Location: UK

255760 - ENERGY PRICE COMPARISON *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Business energy prices comparison provider;• Connects SME businesses with UK energy suppliers that offer the most appropriate tariff;• Located in the UK.	<ul style="list-style-type: none">• Energy, water, telecoms, insurance price comparison providers to SME businesses;• Smaller energy third party intermediaries which offer new products or technology;• Located in the UK;• Minimum EBITDA £250k.

Location: UK

266409 - HAZARDOUS MATERIALS TESTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Testing, inspection and certification for hazardous materials;• Located in the UK.	<ul style="list-style-type: none">• Testing, inspection and certification of building services, asbestos, clean water;• Scientific lab-based testing of hazardous materials;• Located in the UK;• Turnover <£20m.

Location: UK

259193 - BUSINESS SUPPORT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Certification services in international environmental testing, inspection and consultancy;• Health and safety services in relation to water safety, asbestos and other hazardous materials;• Located in the UK.	<ul style="list-style-type: none">• End-to-end service regarding certified risk and commercial audits, monitoring programmes, remedial recommendations and project management;• Training and education to help businesses stay compliant with health and safety laws;• Located in Europe;• Minimum EBITDA £500k.

Location: UK

265148 - OUTSOURCED COMMUNICATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Outsourced communication provider to more than 130,000 clients;• Based in the US and UK.	<ul style="list-style-type: none">• Customer service technology providers;• Domain registration and chat service services;• Located in the UK;• Minimum EBITDA £500k.

Location: US

269097 - DRIVING SCHOOL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Driving school and driver training provider;• Located in the UK.	<ul style="list-style-type: none">• Providers of driving courses and training;• E-learning courses;• Located in the UK;• Minimum EBITDA £500k.

Location: UK

265619 - ALL-THROUGH SCHOOLS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• International schools' operator;• Over 20 campuses located across Asia;• Well-funded and actively acquisitive.	<ul style="list-style-type: none">• All-through schools (kindergarten/nursery through to Year 12);• If not, then age 3-16;• Preferably day schools with limited boarding;• Will also consider groups of primary schools;• Based in South-East Asia, the Middle East, Europe and the Americas;• Turnover of at least £5m;• Enterprise value up to £100m.

Location: Singapore

7250 - EDUCATIONAL & RESIDENTIAL CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Education and residential care services provider for children with special needs;• 100+ residential care facilities, 20 schools and a leaving care business;• Services include bespoke care, psychological assessments and residential outdoor activities;• Located in the UK.	<ul style="list-style-type: none">• Schools and residential care homes for children with special needs;• Family assessment centres;• Located in the UK;• Minimum EBITDA £200k.

Location: UK

267580 - FLEET MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Fleet management provider to utilities, emergency and business services;• Provides service, maintenance, repair and car/ truck rental.	<ul style="list-style-type: none">• Fleet management service providers;• Located in the UK;• Minimum EBITDA £250k.

Location: UK

269286 - TRAFFIC MANAGEMENT EQUIPMENT *(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

7919 - SPECIALIST CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Specialist care for people with learning disabilities;• Supports individuals with physical disabilities, autistic spectrum disorders, acquired brain injury and other complex needs;• Located in the UK.	<ul style="list-style-type: none">• Specialist adult care (18-65 years old);• Stable staff teams;• Located in the UK, but key focus on the Midlands, North of England and Scotland;• Minimum EBITDA £250k.

Location: UK

264541 - CONTRACT MANAGEMENT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of contract management services into the education sector;• Management of energy procurement and invoice validation;• Located in the UK.	<ul style="list-style-type: none">• Energy service providers to the education sector;• Located in the UK;• Minimum EBITDA £150k.

Location: UK

267337 - NURSERY GROUPS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Childcare and nursery group;• Provides daily care for over 60,000 children between the ages of six weeks to 12 years;• 650 locations across the Netherlands.	<ul style="list-style-type: none">• Nursery groups;• Minimum of 10 nurseries in the group;• Located across Europe with a focus on the UK and Germany;• Minimum EBITDA c.€3m.

Location: Netherlands

4661 - SALES, MARKETING & SUPPORT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Main Market-listed;• Group of companies;• Involved in sales, marketing and support services;• Based in Northern Ireland.	<ul style="list-style-type: none">• Businesses involved in sales, marketing and support services;• Larger acquisitions would be considered;• Located in the UK, ROI and wider Europe;• Turnover in the range of €20m-€50m.

Location: UK

256184 - EDUCATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Group of education services;• Includes sixth form colleges, summer schools and tuition providers;• UK-based.	<ul style="list-style-type: none">• Premium schools or education providers;• UK-based;• Any size.

Location: UK