



Langcliffe International

NEWLY ENGAGED BUYERS
WITH SUB £1M EBITDA CRITERIA

JULY 2020

Sectors Featured Include: Aerospace & Defence, Agriculture, Automobiles & Parts, Chemicals, Electronic, Financial General, Industrial/Manufacturing, Recruitment and Transport/
Distribution

SECTORS

To view our most recent buyers targeting opportunities with an EBITDA below £1m, please click the title link below.

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AEROSPACE & DEFENCE

269883 - ROTATIONALLY SYMMETRICAL PARTS & TECHNOLOGIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swiss PE-owned;• Manufacturer of rotationally symmetrical parts and high technology solutions;• Located in Germany.	<ul style="list-style-type: none">• High technology and highly engineered products;• In the drive, control and medical technology industries;• Located in Europe;• Minimum EBITDA £250k.

Location: Germany

269888 - RADIO FREQUENCY EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer of radio frequency distribution equipment;• To the satellite communications industry;• Located in UK.	<ul style="list-style-type: none">• Manufacturers of radio frequency distribution equipment;• Used in the oil & gas, satellite operator and marine sectors;• Located in Europe;• Minimum EBITDA £250k.

Location: UK

269921 - CENTRIFUGALLY CAST PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Manufacturer of centrifugally cast products;• For the mechanical and industrial engineering industries;• Located in the UK.	<ul style="list-style-type: none">• Manufacturers of centrifugally cast products;• Used in aerospace and petrochemicals markets;• Located in Europe;• Minimum EBITDA £250k.

Location: UK

269936 - CUSTOM METALLIC HOSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Designer, manufacturer and system integrator for gas and fluid transportation;• Manufactures custom-made metal hoses and artery systems;• Provides cleaning and validating services for their products;• Located in the Netherlands and France.	<ul style="list-style-type: none">• Manufacturers of customised bespoke components for new and existing machinery;• Build-to-print (providing applications and systems specific to individual specifications);• Located in Europe;• Minimum EBITDA £500k.

Location: Netherlands & France

AGRICULTURE

270299 - FOOD PRODUCTION MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Food production management;• Provides farm management and agricultural advisory services;• Located in the UK.	<ul style="list-style-type: none">• Agricultural advisors and farm management providers;• Forestry businesses;• Located in the UK;• Minimum EBITDA £200k.

Location: UK

AUTOMOBILES & PARTS

268774 - FINISHED COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Producer and supplier of finished metal components;• Serves the automotive, taps and fittings sectors;• Active across Italy.	<ul style="list-style-type: none">• Manufacturers of parts and components for the automotive sector;• Also interested in companies offering CAD/CAM co-design services to OEM/tier 1/tier 2 suppliers;• Located in Europe;• Turnover in the range of €5m-€15m.

Location: Italy

268997 - AUTOMOTIVE TECHNOLOGY GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Automotive technology group;• Develops and manufactures body exteriors & structures, power & vision products, seating systems and complete vehicles;• Also offers engineering services in the sector;• Headquartered in Canada.	<ul style="list-style-type: none">• Manufacturers and providers of engineering services in the automotive sector;• Products and services focused around lighting, LED technology, adhesive & hybrid material technologies and video & camera technology;• Located in Europe;• Turnover between C\$5m-C\$150m.

Location: Canada

CHEMICALS

270206 - E-LIQUID & VAPING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer and distributor of e-liquid to the vaping sector;• Own label and white label e-liquids;• Located in the UK.	<ul style="list-style-type: none">• Manufacturers of e-liquid or e-hardware;• Located in the Europe;• EBITDA between £500k-£5m.

Location: UK

ELECTRONIC

269807 - ELECTRONIC & ELECTRICAL EQUIPMENT *(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

12536 - ELECTRICAL EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of AV, video and collaboration services;• Offers design, installation and support services;• Products include screens, projectors, digital signage, touch screens, meeting rooms, boardrooms, mission control rooms, etc.;• Partnered with leading video conference and audio visual brands;• Active globally.	<ul style="list-style-type: none">• Audio-visual products and services; Video products and services;• Event space provision and management; Network solutions;• Located globally;• Minimum EBITDA £500k.

Location: UK

269840 - ELECTRICAL COMPONENTS & EQUIPMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer of electrical components and equipment to be used in harsh environments;• Located in the UK, Europe and US.	<ul style="list-style-type: none">• Manufacturer of electrical components and equipment used to withstand harsh environments;• Products used in the industrial, oil & gas, automotive sectors;• Located in the UK, Europe and US;• Minimum EBITDA £250k.

Location: UK

FINANCIAL GENERAL

270064 - INVESTMENT BANK *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Investment bank;• Services offered include ECM advice, M&A corporate finance, cross-border advisory services and strategy advice;• Past investments have had placing values between £500k-£40m.	<ul style="list-style-type: none">• Sector agnostic;• Experience in FinTech, Media and TMT;• Located across Europe;• Will consider distressed;• Minimum EBITDA £500k.

Location: UK

269983 - PRICE COMPARISON *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Price comparison enabler of insurance and financial offers (mortgages, TV, telephone, internet, electricity and gas);• Located in Italy.	<ul style="list-style-type: none">• Insurance and financial products comparison providers;• Insurance brokers;• Located in Europe;• Minimum EBITDA £250k.

Location: Italy

270066 - FINANCIAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Financial services holding company;• Offering technology-based professional services;• Invests in start-ups.	<ul style="list-style-type: none">• Businesses offering financial services, legal services or services in the property sector;• Technology focus;• Located across the UK;• Interested in distressed.

Location: UK

INDUSTRIAL/MANUFACTURING

269924 - GEOTEXTILES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Manufacturer and supplier of woven and nonwoven geotextiles and technical textiles used in civil engineering projects;• Located in Belgium.	<ul style="list-style-type: none">• Manufacturers and suppliers of geosynthetics textiles to the construction sector;• Located in Europe;• Minimum EBITDA €250k.

Location: Belgium

5527 - BLADES & TOOLS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Famous brand for hacksaw blades and other tools;• Products include blades, saws, chisels and drills;• Manufactured in India and France;• Distributed globally.	<ul style="list-style-type: none">• Manufacturers or brands of sawing and cutting technologies;• Producers and suppliers of a large variety of cutting tools;• Located globally;• Turnover in the range of £5m-£15m.

Location: India

269361 - WATER TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Water technology company;• Services include treatment of wastewater and its by-products;• Headquartered in Belgium;• Operates globally.	<ul style="list-style-type: none">• Water technology companies;• Designers and manufacturers of wastewater treatment infrastructure;• Located globally;• Turnover between €2m-€5m.

Location: Belgium

269858 - INDUSTRIAL BOILER 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

255577 - LASER CUTTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Laser cutting services provider;• Offers traditional flat-bed, tube & box section and fibre laser cutting services;• Also provides sheet metal work and coded welding services;• Services offered across the nuclear, aerospace, oil & gas, defence, rail and marine sectors;• Active across the UK.	<ul style="list-style-type: none">• Engineering and fabrication businesses;• Offering fabrication, laser cutting, precision machining, waterjet cutting, powder coating and CCTV mounting;• Located across the UK;• Minimum EBITDA £500k.

Location: UK

269992 - STAINLESS STEEL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer and supplier of high quality stainless steel;• Manufactures steel stencil foils which are supplied to the electronics industry;• Located in the UK.	<ul style="list-style-type: none">• Manufacturers and suppliers of precision stainless steel components for niche applications;• Suppliers to the surface mount technology industry;• Located in the UK;• Minimum EBITDA £250k.

Location: UK

265105 - ENGINEERING SUPPORT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Portfolio of companies who provide engineering support services;• Work predominantly in the construction sector;• Can act very quickly.	<ul style="list-style-type: none">• Metal fabricators;• Capacity to produce industrial stairs, handrails and gantries;• Located in the North;• Some flexibility if on a well-connected road network;• Distressed niche businesses in the engineering and construction sectors;• Turnover in the range of £1m-£20m.

Location: UK

RECRUITMENT

269874 - SPECIALIST RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Specialised recruitment service provider for global energy and infrastructure;• Located in UK.	<ul style="list-style-type: none">• Recruitment agencies for global energy and infrastructure;• Located globally;• Minimum EBITDA £250k.

Location: UK

11244 - ONLINE JOB SITE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Part of a wider US group;• Online job site and provider of human capital solutions;• Majority of clients are Fortune 1000 companies;• Offers jobs across a range of sectors.	<ul style="list-style-type: none">• Recruitment and HR technology;• No interest in agencies or recruitment firms;• Located globally;• Minimum EBITDA £500k.

Location: UK

251250 - RECRUITMENT & OUTSOURCING GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Recruitment and outsourcing group;• Primarily serves the infrastructure and transport sectors;• Has invested in branches in health & pharma, energy, property and aviation;• Candidates placed across the UK.	<ul style="list-style-type: none">• Recruitment firms;• Provision of permanent, contract and temporary staff at all levels of the infrastructure industry;• Providers of staff, labourers and support services to contractors and subcontractors;• Located across the UK;• Minimum turnover £2m.

Location: UK

TRANSPORT/DISTRIBUTION

269006 - AUTOMOTIVE WHOLESALER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• B2B distributor and wholesaler active in the automotive market;• Serves wholesalers, branded distributors, online dealers and repair centres;• Warehouses located across Benelux and France.	<ul style="list-style-type: none">• Automotive part distributors;• B2B;• Located across Europe;• Minimum EBITDA €500k.

Location: Belgium

269922 - WATER TRANSPORT SYSTEM COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Distributor of components for water transport systems and pool equipment;• Provider of water efficiency solutions in agriculture, swimming pools, geothermal energy markets.	<ul style="list-style-type: none">• Products and solutions developed for water efficiency and renewable energy;• Located in Europe;• Minimum EBITDA €250k.

Location: Netherlands

270083 - FLOWER & GIFT DISTRIBUTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Online flower distributor;• Also operates business lines offering chocolates, scented candles and gift hampers;• Delivers across Europe and the US;• Headquartered in France.	<ul style="list-style-type: none">• Distributors of specialised gifts;• B2B and B2C;• Located across Europe;• Turnover between €5m-€20m.

Location: France

270458 - INDUSTRIAL MACHINERY & SUPPLIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Manufacturer and distributor of industrial machinery;• Offers over 150,000 products for use in industrial hydraulics, welding & cutting, cleaning & vacuuming, fluid handling, power transmission, lubricants, adhesives, seals and packaging;• Manufactures their own products as well as partnering with a network of global manufacturers;• Headquartered in Spain.	<ul style="list-style-type: none">• Suppliers of industrial products and machinery;• Active across the industrial, oil, electric and mining sectors;• Will consider targets serving other sectors;• Preference for UK, France and Portugal but will also consider Benelux;• Deal size up to €5m.

Location: Spain

270070 - CIRCULAR IT SPECIALIST *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Circular IT specialist;• Service offering includes long and short-term rental, IT services, leasing, warehouse sales, IT repurchases and approved selection;• Serves both private and public clients;• Headquartered in the Netherlands;• Active across Europe.	<ul style="list-style-type: none">• Distributors and refurbishers of IT hardware;• Circular IT service providers;• Located across Europe;• Any size.

Location: Netherlands