




Langcliffe International

NEWLY ENGAGED BUYERS
WITH SUB £1M EBITDA CRITERIA

JULY 2020

Sectors Featured Include: Food & Beverages, Healthcare Providers, Health/Pharma, Legal, Leisure, Real Estate, Retail/Consumer and Travel



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 helen.postlethwaite@langcliffeinternational.com

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FOOD & BEVERAGES

268738 - EXPERIENCED INDIVIDUAL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK MBI;• Previous CFO of a cider manufacturer;• Actively acquisitive.	<ul style="list-style-type: none">• Food and beverage businesses;• Manufacturing businesses in any sector that are being held back through lack of leadership/owner engagement;• Located in the North West;• Equity value up to £2m.

Location: UK

3510 - WHOLESALE FOOD *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Wholesale food distributor;• Ethnic, continental and English groceries;• Located in the Midlands.	<ul style="list-style-type: none">• Food wholesale providers;• Also interested in distressed opportunities in the printing industry;• Located in the UK;• EBITDA above £500k.

Location: UK

270005 - HEALTHY SNACK PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer of healthy snack products;• Healthy snack brand that produces naturally flavoured fruit, nut and seed snacks;• Located in the UK.	<ul style="list-style-type: none">• Manufacturers of healthy, vegan snacks;• Located in the UK;• Minimum EBITDA £250k.

Location: UK

263955 - MBI CANDIDATE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK MBI candidate;• Former director of major food supplier;• Personal funds and private equity relationships.	<ul style="list-style-type: none">• Branded food and drink products;• No interest in microbreweries;• UK-based;• Any size.

Location: UK

HEALTHCARE PROVIDERS

17071 - CHILDREN'S RESIDENTIAL CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of children's residential care, transition and fostering services;• Residential homes supporting children and young people aged 12-17;• Transition homes supporting those aged 16-25;• Foster care support offered up to 18 years old;• Services for children or young people with or without learning disabilities;• Active across the UK.	<ul style="list-style-type: none">• Children's homes and care providers;• Schools and education providers focused on children with learning disabilities;• Located across the UK;• Minimum EBITDA £250k.

Location: UK

269292 - CARE HOME PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Care home provider;• Specialises in dementia, mental health conditions and physical disabilities;• Homes located across the North.	<ul style="list-style-type: none">• Residential and nursing care homes;• 35-80 rooms;• Located in the North.

Location: UK

17748 - CARE PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Care provider;• Located in the South.	<ul style="list-style-type: none">• Healthcare providers;• Located in the UK;• EBITDA above £500k.

Location: UK

5278 - SPECIALIST SCHOOL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of specialist schools;• Focus on autism and communication disorders;• Located in the South.	<ul style="list-style-type: none">• Specialist schools and homes;• Located in the UK;• EBITDA above £500k.

Location: UK

263139 - LEARNING DIFFICULTIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Healthcare provider;• Focus on learning disabilities;• Located in the South East.	<ul style="list-style-type: none">• Residential care homes and supported living services;• Small group of homes or single unit;• Located in the South;• EBITDA up to £500k.

Location: UK

16825 - VETERINARY GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Large group of veterinary practices and animal hospitals;• Headquartered in the UK;• European operations.	<ul style="list-style-type: none">• Veterinary clinics:<ul style="list-style-type: none">○ Located in the UK and ROI,○ Minimum revenue £800k;• Allied services such as crematoria, medicine manufacturers & distributors, digital businesses in the animal health space and pet insurance;<ul style="list-style-type: none">○ No interest in groomers, kennels, catteries, physios, ambulatory vets, etc.;○ Located across Europe with a focus on the UK and ROI;○ Substantially larger operations.

Location: UK

HEALTH/PHARMA

269864 - PHARMACEUTICAL DISTRIBUTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Distributor of pharmaceutical products;• Provides training and quality control services;• Located in Germany.	<ul style="list-style-type: none">• Distributors of pharmaceutical products;• Services for compounding pharmacies and outpatient care;• Located in Europe;• Minimum EBITDA £250k.

Location: Germany

269965 - DRUG DELIVERY DEVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Manufacturer and designer of electrical and drug delivery devices;• For the pharmaceutical and biotechnology industries;• Electrical devices have an online cloud solution to store data;• Located in France.	<ul style="list-style-type: none">• Manufacturers of drug delivery devices to suit different needs;• Includes dermal, inhalation and nasal treatments;• Used in blue-chip pharmaceutical and biotechnology industries;• Located in the US and Europe;• Minimum EBITDA €250k.

Location: France

7605 - DERMATOLOGY CLINICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Dermatology clinic group;• Services include laser hair/tattoo removal, dermatology and rejuvenation;• Located in the UK.	<ul style="list-style-type: none">• Dermatology clinics (group or individual);• Surgical treatment providers;• Weight loss or nutritional advice clinics;• Located in the UK;• Minimum EBITDA £250k.

Location: UK

262701 - MEDICAL MANAGEMENT SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Medical management solutions provider;• Services include pharmacy support and supply of medication;• Located in the UK.	<ul style="list-style-type: none">• Healthcare SaaS services;• Pharmaceutical warehousing and distribution infrastructure;• Located in the UK;• Minimum EBITDA £250k.

Location: UK

270029 - DRUG SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Generic drug supplier to pharmacies for the treatment of common medical conditions.	<ul style="list-style-type: none">• Generic pharmaceutical companies;• Located in Europe;• Minimum EBITDA £250k.

Location: Italy

269812 - HEALTHCARE PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE firm;• Specialising in the healthcare sector;• UK-based.	<ul style="list-style-type: none">• Specialist and elderly care homes;• UK-based;• Turnover >£1.5m;• Profitable.

Location: UK

270676 - DRUGS, PHARMACEUTICALS & PPE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Pharmacy and wholesale supplier;• Supplies specials, non-tariff and NP8 products to pharmacies and wholesalers.	<ul style="list-style-type: none">• Manufacturers of OTC drugs, pharmaceuticals and PPE;• Located across the UK;• Turnover up to £2m.

Location: UK

LEGAL

269933 - CREDIT MANAGEMENT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of credit management services including debt collection, debt purchases and a reminder service;• Legal proceedings services;• Located in Denmark.	<ul style="list-style-type: none">• Debt collection and purchase providers;• Credit control services;• Located in Europe;• Minimum EBITDA £250k.

Location: Denmark

269914 - GLOBAL ADVISORY FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Global advisory firm that provides assistance to companies on issues such as risk, investigations and business disputes;• Provides legal advice and assistance for clients under investigation;• Located in the UK.	<ul style="list-style-type: none">• Legal advisory firms for financial services, private equity and technology industries;• Located globally;• Minimum EBITDA £250k.

Location: UK

LEISURE

269995 - ROOFTOP CINEMA CHAIN *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Rooftop cinema chain;• Open-air cinema on the roof of city buildings;• Located in the US and UK.	<ul style="list-style-type: none">• Open-air cinemas (individual and chains);• Located in the US and UK;• Minimum EBITDA £250k.

Location: US

REAL ESTATE

270583 - ONLINE PROPERTY GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Online property group;• Markets properties via websites and apps;• Located in Luxembourg.	<ul style="list-style-type: none">• Online property portals;• Located in Europe;• Minimum EBITDA £500k.

Location: Luxembourg

RETAIL/CONSUMER

269854 - VENDING MACHINES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Distributor of vending machines for coffee, soft drinks and snacks;• Located in the Netherlands.	<ul style="list-style-type: none">• Distributors of vending machines for coffee, soft drinks and snacks;• Located in Europe;• Minimum EBITDA €250k.

Location: Netherlands

269970 - MEN'S FOOTWEAR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer of handmade, premium men's footwear;• Products include loafers, Chelsea boots and celebrity collaborations;• Located in the UK.	<ul style="list-style-type: none">• Manufacturers and suppliers of shoes;• Located in Europe;• Minimum EBITDA £250k.

Location: UK

270617 - LADIES FOOTWEAR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Purveyor of ballet pumps and ladies footwear;• Sold in own stores globally;• Also operates an online store;• Manufactured across Europe.	<ul style="list-style-type: none">• Manufacturers of ladies footwear;• High-end and high fashion products;• Located globally;• Interest in distressed;• Any size.

Location: UK

269986 - LUGGAGE & BAGS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer and distributor of a luxury, handcrafted luggage and bags brand;• Products include luggage, handbags, purses, briefcases and travel accessories;• Located in the UK.	<ul style="list-style-type: none">• Manufacturers and distributors of luggage, bags and other travel accessories;• Located in Europe;• Minimum EBITDA £250k.

Location: UK

258398 - COMPUTER GAMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• E-commerce technology company, active in the video game industry;• Offers games across multiple platforms;• Operates globally.	<ul style="list-style-type: none">• Technology platforms in the gaming industry;• Interested in distressed deals;• Located globally;• EBITDA above £500k.

Location: UK

261172 - HAIR & BEAUTY PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer and supplier of high quality hair and beauty products;• Service offering covers brand, formula and packaging conception through to product manufacture and supply;• Three associated brand names;• Products include skin care, male grooming, spa & wellbeing, haircare, bath and body care;• Manufacturing plant and distribution centre in Scotland.	<ul style="list-style-type: none">• Manufacturers in the personal care sector;• Located across the UK;• Turnover up to £8m.

Location: UK

270442 - MBI CANDIDATE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK MBI; • Former Chairman and MD; • Experience in the fashion and retail sectors. 	<ul style="list-style-type: none"> • Clothing retailers and manufacturers; • Online retailers; • Located across the UK; • Interest in distressed; • Minimum EBITDA £250k.

Location: UK**270261 - UK INVESTMENT VEHICLE** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK investment vehicle; • Belonging to a HNWI with experience in the consumer and beauty space; • Current offerings in retail and distribution; • Willing to undertake acquisitions into trading vehicles or investments. 	<ul style="list-style-type: none"> • Brands, distributors and retailers; • Active in the cosmetic and beauty space; • Located across the UK; • Minimum EBITDA £250k.

Location: UK**269907 - MEN'S APPAREL** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • PE-owned; • Retail company supplying designer men's apparel from various stores; • Products include business wear and formalwear; • Located in the US. 	<ul style="list-style-type: none"> • Suppliers and brands of business wear and formalwear; • Located globally; • Minimum EBITDA £250k.

Location: USA

TRAVEL

257924 - ONLINE TRAVEL AGENCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Online travel agency;• Specialises in luxury holidays.	<ul style="list-style-type: none">• Travel agencies;• Luxury holidays and experiences;• Located in the UK;• Turnover above £1m.

Location: UK