



# Langcliffe International

NEWLY ENGAGED BUYERS  
WITH SUB £1M EBITDA CRITERIA

JULY 2020

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

## 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](mailto:helen.postlethwaite@langcliffeinternational.com)

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

Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- GENERALIST

## 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>• Project sectors include property development, infrastructure and marine;</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 tunnelling businesses;</li><li>• Infrastructure renovators and refurbishers;</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>• Located in France, Benelux and the UK;</li><li>• Sales from €5m-€100m+.</li></ul>

**Location: Belgium**

### 269920 - AERIAL WORK PLATFORMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Supplier of aerial work platforms and telescopic forklift trucks to buy &amp; rent;</li><li>• Provides maintenance, repair and delivery services;</li><li>• Operates a fleet of around 8000 machines;</li><li>• Designed for the construction and maintenance of industrial or commercial buildings;</li><li>• Located in France.</li></ul>	<ul style="list-style-type: none"><li>• Rental of traditional scaffolding alternatives and heavy lifting machinery;</li><li>• For the construction and industrial markets;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: France**

## 269850 - METAL FRAMEWORKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Manufacturer and supplier of metal frameworks and safety platforms;</li><li>• Provides technical support and training to the construction industry;</li><li>• Located in France.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of safety solutions equipment (working from height);</li><li>• Safety equipment rental and maintenance provider;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: France**

## 6547 - REFRIGERATION & AIR CONDITIONING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Provider of maintenance, repair and installation for refrigeration and air conditioning systems;</li><li>• Within the retail, hospitality and commercial sectors;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Maintenance, repair and inspection of industrial installations;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**

## 15610 - M&E CONTRACTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Contractor supplying M&amp;E services;</li><li>• Part of a wider, listed gas and electricity group;</li><li>• Contracted for a range of energy infrastructure projects;</li><li>• Services offered across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of grounded M&amp;E services;</li><li>• Contracted for projects of varying complexity;</li><li>• Public and private sector clients;</li><li>• Located across Europe;</li><li>• Any size.</li></ul>

**Location: UK**

**256437 - PVC-U PRODUCTS** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of PVC-U windows, doors and conservatories;</li><li>• Supplies and installs for clients in the commercial and new build sectors;</li><li>• Also serves a UK-wide trade network of installers active in the retail sector;</li><li>• Two manufacturing plants and an in-house sealed unit production line and spray shop.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of PVC-U/UPVC products;</li><li>• Active across a range of sectors;</li><li>• Located across the UK;</li><li>• Particular interest in distressed deals;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**

## ICT

### 269944 - SAAS PLATFORM PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• SaaS platform provider of integrated software solutions for the insurance industry;</li><li>• Provides e-Trade support for insurers and brokers;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Digital platform providing solutions for the insurance industry;</li><li>• For use in travel insurance and assistance markets in the technology sector;</li><li>• Located in the US and Europe;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**

### 269902 - HR SAAS SOFTWARE PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• SaaS software provider for HR management and payroll solutions;</li><li>• Provides training and recruitment services.</li></ul>	<ul style="list-style-type: none"><li>• Digital platform that provides HR and payroll resources;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**

### 11760 - CLOUD SERVICE PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Provider of cloud services;</li><li>• Services include cyber security, software provision and IT infrastructure;</li><li>• Offers managed services;</li><li>• SAP and IMB Platinum Partner;</li><li>• Clients in public, retail and manufacturing sectors;</li><li>• National service offering.</li></ul>	<ul style="list-style-type: none"><li>• Providers of managed cloud services;</li><li>• Cyber security businesses;</li><li>• Offering software solutions such as SAP enterprise and services, business analytics, data management, integration and asset management;</li><li>• Located in Europe;</li><li>• Turnover up to £50m.</li></ul>

**Location: UK**

## 267170 - TECH-LED INVESTMENT CONSORTIUM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Tech-led investment consortium;</li><li>• Aims to consolidate small software companies under one parent company;</li><li>• Actively acquisitive.</li></ul>	<ul style="list-style-type: none"><li>• Software companies;</li><li>• Must own their software;</li><li>• Turnover in the range of £1m-£20m;</li><li>• Ongoing secured revenue streams;</li><li>• Max 20% revenue from the largest client;</li><li>• EBITDA in the range of £250k-£1m;</li><li>• Located in the South and South East.</li></ul>

**Location: UK**

## 264853 - IT & CLOUD SERVICE RESELLER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Reseller of IT and cloud services, software and devices;</li><li>• Devices include computer monitors and interactive touch screens;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Suppliers of IT service providers in the technology and education sectors;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**

## 269880 - INDUSTRIAL AUTOMATION SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Swiss PE-owned;</li><li>• Manufacturer, designer and distributor of industrial automation solutions in the robotics and automation sector;</li><li>• Provides testing and maintenance of automated systems;</li><li>• Supplier of EPC plants;</li><li>• Located in Italy.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturer and distributor of industrial automation solutions;</li><li>• Maintenance and testing of automated systems;</li><li>• Located in Europe and US;</li><li>• Minimum EBITDA €250k.</li></ul>

**Location: Italy**

## 269950 - ENTERPRISE SOFTWARE PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Enterprise software service provider;</li><li>• Software solutions include IPMS and patent analytics for law firms;</li><li>• Provides IP and business services;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Digital platform that provides innovation and intellectual property management solutions;</li><li>• Data analytics and tech-enabled services for law firms;</li><li>• Located in the US and Europe;</li><li>• Minimum EBITDA €250k.</li></ul>

**Location: USA**

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

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

**Location: UK**

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

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

**Location: UK**



## 269979 - CLOUD HOSTING PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Cloud hosting platform provider for webhosting and storage used by developers;</li><li>• Data centre area over 2000m<sup>2</sup>;</li><li>• Located in Germany.</li></ul>	<ul style="list-style-type: none"><li>• Cloud infrastructure platform provider;</li><li>• Providers of renting webspace and servers;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: Germany**

## 270034 - COMMUNICATION & IT SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Communication and IT solutions provider for small to enterprise businesses in the private and public sectors;</li><li>• Provides IT, mobile and cloud-based services;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of communications and IT solutions;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**

## 270025 - FINTECH SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Investment advice provider and FinTech software;</li><li>• Used by corporates, wealth managers and charities;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of investment advice, research and technology;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**

## 10423 - ACCOUNTANCY SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Provider of software services and solutions to the UK accountancy market;</li><li>• Services include payroll management, education management, business accounting;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Developers and providers of software to the education (schools, nurseries, higher education) and accounting market;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £200k.</li></ul>

**Location: UK**

## MARKETING COMMUNICATIONS

### 269925 - BROADCASTING EQUIPMENT & SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• Overseas;</li> <li>• Manufacturer of broadcasting equipment and video servers, primarily for live sporting events;</li> <li>• Offers a wide range of broadcasting and new media products and solutions for live events;</li> <li>• Products are manufactured across Belgium, France and Germany;</li> <li>• Sales and support offices located across the US, Europe and Asia.</li> </ul>	<ul style="list-style-type: none"> <li>• AI-based solutions for the broadcasting and new media industry;</li> <li>• Equipment used for broadcasting live events;</li> <li>• Video technology used in all aspects of sporting events;</li> <li>• VAR systems;</li> <li>• Located globally;</li> <li>• Sales above €10m.</li> </ul>

**Location: Belgium**

### 4689 - MEDIA & ENTERTAINMENT GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• UK privately-owned;</li> <li>• Media and entertainment group;</li> <li>• Works with brand owners, media owners and agencies with advertising;</li> <li>• Also operates a number of restaurants and bars;</li> <li>• Offers media buying services and music label management and production;</li> <li>• Publishes an online fashion magazine;</li> <li>• Active across Europe, the UK, US and Australia.</li> </ul>	<ul style="list-style-type: none"> <li>• Restaurants club and bar groups;</li> <li>• Late night and wet-led operations;</li> <li>• Located globally;</li> <li>• Turnover c.£1.5m.</li> </ul>

**Location: UK**

### 269395 - MEDIA GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Media group;</li><li>• Provide stories, news and entertainment to the public;</li><li>• Located in Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Media brands;</li><li>• Multimedia forms;</li><li>• Traditional and digital media channels;</li><li>• Located in Europe;</li><li>• EBITDA up to €250m.</li></ul>

**Location: Belgium**

### 270077 - MEDIA GROUP *(CLICK REFERENCE TO ENQUIRE)*

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

**Location: Germany**

### 268637 - SIGNAGE & PRINT GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Group of signage and printing companies;</li><li>• Offers design, manufacture, installation and maintenance;</li><li>• Products include fabricated signs, digital print signs and bespoke signs;</li><li>• Serves clients in the education, construction, retail and transport sectors;</li><li>• Active across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Print and signage solutions;</li><li>• Activities in events &amp; conferences, point of sale/retail, interior graphics, signage and exterior branding;</li><li>• UK-based;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**

## SOFT FM

### 3861 - MULTI-SERVICES PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Multi-services provider;</li><li>• Services include security, facilities management, cleaning, IT support, cyber security and server solutions;</li><li>• Located globally.</li></ul>	<ul style="list-style-type: none"><li>• Facilities management providers;</li><li>• Services include manned and static security, cleaning and IT support;</li><li>• Located globally;</li><li>• Turnover in the range of £1m-£5m.</li></ul>

**Location: UK**

### 256314 - WASTE REMOVAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of waste removal services;</li><li>• Specialises in surveys, drain repair and maintenance;</li><li>• Services offered across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Waste management services;</li><li>• Services include but are not limited to the collection, treatment and disposal of waste liquids;</li><li>• Located in the UK;</li><li>• Sweet spots are Wales, the South East and the South West;</li><li>• Turnover above £1m.</li></ul>

**Location: UK**

### 270581 - FIRE PROTECTION SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of commercial fire protection solutions;</li><li>• Offers fire suppression products, systems and services globally;</li><li>• Located in Germany.</li></ul>	<ul style="list-style-type: none"><li>• Installers of fire protection systems;</li><li>• Service providers of fire protection systems;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £500k.</li></ul>

**Location: Germany**

**261040 - CONTRACT CLEANING** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Daily contract cleaning of offices, industrial, education, healthcare, the arts and communal areas;</li><li>• Services include specialist cleaning, waste removal and recycling, feminine hygiene unit management and confidential shredding;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Daily contracted commercial cleaning;</li><li>• No interest in one-off specialist cleaning;</li><li>• Located across the UK;</li><li>• As far North as Manchester with a preference for London, Midlands, Bristol and Bath;</li><li>• Revenue up to c.£5m.</li></ul>

**Location: UK**

## SUPPORT SERVICES

### 267502 - CAR PARK MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Car park operator;</li><li>• Sites across Europe;</li><li>• Headquartered in Belgium;</li><li>• Multi-million-euro turnover.</li></ul>	<ul style="list-style-type: none"><li>• Car parks;</li><li>• Owned or long leases;</li><li>• Located in Europe;</li><li>• Any size.</li></ul>

**Location: Belgium**

### 269364 - ENVIRONMENTAL SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Provider of environmental solutions and services;</li><li>• Located in Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Environmental technology firms;</li><li>• Services include engineering, procurement and construction in the environmental field;</li><li>• Key focus on technological innovation;</li><li>• Located globally;</li><li>• Turnover between €2m-€5m.</li></ul>

**Location: Belgium**

### 269860 - RETAIL BUSINESS SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Outsourced business service provider to retail, e-commerce and not-for-profit sectors;</li><li>• Services provided include payment processing, document and storage facility;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Response handling, transaction processing and fulfilment services providers;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**

### 253417 - CHILDREN'S CARE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Group of children's care services;</li><li>• Operates care homes, EBD schools, young adult support and specialist non-residential schools;</li><li>• Located across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Care providers for children and young adults;</li><li>• Care homes, schools, social care and support;</li><li>• Therapeutic care providers;</li><li>• Focus on complex care and SEMH;</li><li>• Located across the UK;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**

### 269675 - ENGINEERING CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Engineering consultancy group;</li><li>• Provides support services to the oil &amp; gas, pharmaceutical and transportation sectors;</li><li>• Based in France.</li></ul>	<ul style="list-style-type: none"><li>• Engineering consultancy firms;</li><li>• Active in the oil &amp; gas, nuclear (new build, maintenance, dismantling), renewable energy set-up, public transportation and healthcare sectors;</li><li>• Located in Western Europe (mainly UK, Benelux and Germany);</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: France**

### 260746 - GLOBAL DAY SCHOOL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Independent global day school group;</li><li>• Offers private education;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Independent/group of day schools and nurseries;</li><li>• Located globally;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: UK**



## 270006 - WIND TURBINE CONVERTERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Manufacturer of converters and components used in wind turbines;</li><li>• Offers aftermarket services, including spare part sales, service contracts, training and software updates;</li><li>• Activities in protection relays and equipment for monitoring electrical parameters;</li><li>• Production sites in Germany and Poland.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and service providers active in the renewable energy space;</li><li>• Focus on wind turbines and wind energy;</li><li>• Located across Europe;</li><li>• EBITDA margin from negatives to +15%.</li></ul>

**Location: Germany**

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

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

**Location: UK**

## 14577 - BOILERS & CENTRAL HEATING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Installer of gas boilers and central heating systems;</li><li>• Offers a range of boilers and central heating options;</li><li>• Active across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Green energy boilers and central heating suppliers;</li><li>• Cavity wall and loft insulation providers;</li><li>• Will consider distressed plumbers merchants;</li><li>• Located across the UK;</li><li>• Minimum EBITDA £500k.</li></ul>

**Location: UK**

## UTILITIES

### 269847 - PASSIVE NETWORK EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Supplier of passive network equipment solutions for utility networks;</li><li>• Located in Europe.</li></ul>	<ul style="list-style-type: none"><li>• Supplier of passive network equipment solutions;</li><li>• Used in utilities industries;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €250k.</li></ul>

**Location: Belgium**

## GENERALIST

### 269862 - DUTCH HOLDING COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch holding company;</li><li>• Minority stakes in European businesses;</li><li>• Focus on early stage businesses.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Current focus on the oil and gas sector;</li><li>• Located across Europe;</li><li>• Minimum EBITDA €500k.</li></ul>

**Location: Netherlands**

### 255722 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE firm;</li><li>• Previously invested in the consumer, retail, energy and general industrials sectors;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest are consumer, retail, energy and general industrials;</li><li>• Located in the UK, Ireland and continental Europe;</li><li>• Any size.</li></ul>

**Location: UK**

### 253498 - DUTCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE firm;</li><li>• Targeting small and medium-sized businesses;</li><li>• Takes a majority stake and have direct operational involvement;</li><li>• Targets businesses with an EV of up to €100m;</li><li>• Has access to mezzanine funding;</li><li>• Typically invests for five-year periods.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• No interest in real estate;</li><li>• Located in Benelux and Scandinavia;</li><li>• Turnover between €10m-€400m;</li><li>• EBITDA from negative up to £30m.</li></ul>

**Location: Netherlands**

### 269377 - EXPERIENCED INDIVIDUAL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK experienced individual;</li><li>• Current MD of a management consulting business;</li><li>• Expertise in industrial &amp; general engineering, construction, recycling, defence, rail and equipment manufacturing;</li><li>• Active across the Midlands and North of England.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include industrial and general engineering, construction, recycling, defence, rail and equipment manufacture;</li><li>• Located in Yorkshire, Humberside, the East Midlands and the North West;</li><li>• Turnover in the range of £3m-£15m;</li><li>• EBITDA ideally &gt;£1m.</li></ul>

**Location: UK**

### 270348 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE firm;</li><li>• Focused on the B2B market;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Established B2B businesses;</li><li>• Turnaround/distressed businesses;</li><li>• Online e-commerce businesses and manufacturing companies with a strong IP;</li><li>• Located in the UK;</li><li>• EBITDA range between £250k-£2m.</li></ul>

**Location: UK**

### 269090 - PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE firm;</li><li>• Focus on acquiring owner-managed private businesses;</li><li>• Operates in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Businesses in the facilities management and support services sectors;</li><li>• Includes cleaning, electrical, security, IT and infrastructure services;</li><li>• Located in the UK;</li><li>• Equity cheque in the range of £500k-£10m.</li></ul>

**Location: UK**

**270521 - SPECIALIST PE FIRM** *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• PE firm;</li><li>• Focused on the facilities management/support services sectors;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Facilities management, fire safety and compliance businesses;</li><li>• Located in the UK;</li><li>• EBITDA £500k-£2m.</li></ul>

**Location: UK**