



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

JULY 2020

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

SECTORS

To view our most recent buyers targeting opportunities with an EBITDA above £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

- [FOOD & BEVERAGES](#)
- [HEALTHCARE PROVIDERS](#)
- [HEALTH/PHARMA](#)
- [LEISURE](#)
- [RETAIL/CONSUMER](#)

FOOD & BEVERAGES

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

261181 - FISH PRODUCER *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none">• Dutch PE-owned;• Producer of fresh fish products;• Manages the entire production process; Products include seafood, crayfish, smoked fish, mussels, squid and crustaceans;• Operations across Europe and in Morocco. | <ul style="list-style-type: none">• Producers of fresh fish and seafood products;• Located globally;• Minimum EBITDA €1m. |

Location: Netherlands

270111 - TRADITIONAL BISCUITS & PASTRIES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• Austrian PE-owned;• Manufacturer of traditional Viennese biscuits and pastries;• Products sold to consumers from a store connected to the bakery and also from an external online retailer of branded confectionery;• Products distributed to wholesalers and retailers internationally;• Bakery located in Austria. | <ul style="list-style-type: none">• Manufacturer of biscuits and other baked goods;• Operating B2C and B2B;• Located in the DACH region;• Turnover up to €50m. |

Location: Austria

270114 - URBAN BAKERY CHAIN *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none">• Austrian PE-owned;• Urban bakery chain;• Selling breads, sandwiches, pastries, desserts and coffee;• Also have an online store that delivers locally;• Bakeries have stores and cafes attached. | <ul style="list-style-type: none">• Independent bakeries or bakery chains;• Products based around fresh bread;• Operating B2C;• Located in the DACH region;• Turnover up to €50m. |

Location: Austria

270342 - FOOD PRODUCTS & CONCEPTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• Overseas;• Part of a wider Belgian industrial holding group;• Importer of food products and creator of food concepts;• Imports and distributes a range of branded Mediterranean and Italian products;• Serves the retail, food service and industrial sector;• Distributes across the Benelux and France. | <ul style="list-style-type: none">• Importers of high-quality food products;• Strong focus on Mediterranean products with a preference for Italian;• Serving B2B and B2C customers;• Distributing across Europe with a focus on the Netherlands;• Minimum EBITDA €1m. |

Location: Belgium

267477 - FLOUR & MULTIGRAIN PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• Overseas;• Food producer;• Products include flour, farina and multigrains;• Multi-million-euro turnover. | <ul style="list-style-type: none">• Frozen bakery products manufacturers;• Products include croissants, pastries and pain au chocolat;• Located in Europe, excluding France;• Turnover in the range of €15m-€20m. |

Location: Belgium

267504 - WATER-BASED DRINKS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• Overseas;• Family-owned manufacturer of natural water-based drinks;• Products include spring water, mineral water, flavoured water, still and sparkling lemonades;• All ingredients are 100% natural;• Production sites across Europe;• Products sold under own brands. | <ul style="list-style-type: none">• Producers of branded mineral waters;• Wider product range including flavoured waters and other soft drinks;• Located globally;• Turnover between €20m-€50m. |

Location: Belgium

HEALTHCARE PROVIDERS

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">• Care homes;• 35-80 rooms;• Both residential and nursing;• Located in the North. |

Location: UK

268240 - INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• Overseas;• Equity-based investment firm;• Current investments operate in the textile space;• Headquartered in Pakistan. | <ul style="list-style-type: none">• Care homes with freehold property;• Occupancy of above 80% and over 20 beds;• Minimum of 10 years' experience in the sector;• CQC rating of good;• Management partner to stay for 1-3 years;• UK-based;• Turnover in the range of £10m-£100m;• 20%-40% EBITDA margin. |

Location: Pakistan

8464 - HOME SUPPORT SERVICES (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• Overseas;• Provider of home support services;• Offers a range of services to meet the specific needs of families;• Services include cleaning/ironing, childcare, home support, gardening and cleaning professional spaces. | <ul style="list-style-type: none">• Providers of home support services;• Preference for cleaning, childcare and gardening;• Based in Europe, UK or North America;• Turnover up to €20m. |

Location: France

HEALTH/PHARMA

268572 - ONLINE PHARMACY *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• Belgian PE-owned;• Online pharmacy distributing OTC and healthcare products;• Operates across continental Western Europe. | <ul style="list-style-type: none">• Online distributors of OTC medicines and healthcare products;• Located across Europe;• Minimum EBITDA €2m. |

Location: Belgium

268403 - PHARMACEUTICALS & MEDICINES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• Overseas;• Manufacturer of pharmaceuticals and medicines;• Serves therapeutic areas including cardiology, gastroenterology, neurology and psychiatry;• Located in Belgium. | <ul style="list-style-type: none">• Manufacturers of generic pharmaceuticals;• Located in Europe;• EBITDA above €1m. |

Location: Belgium

LEISURE

270082 - MEXICAN FAST FOOD *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• French PE-owned;• Premium Mexican fast food brand;• Operates restaurants and food trucks across France. | <ul style="list-style-type: none">• Similar restaurant concepts;• Located across Europe;• French businesses should be early stage;• Average spend per person €10-€20;• Investments between €1m-€10m. |

Location: Paris

270081 - PIZZA CHAIN *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• French PE-owned;• Pizza restaurant chain;• Operates restaurants across France. | <ul style="list-style-type: none">• Similar restaurant concepts;• Located across Europe;• French businesses should be early stage;• Average spend per person €10-€20;• Investments between €1m-€10m. |

Location: France

270080 - BURGER CHAIN *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• French PE-owned;• Premium burger brand;• Operates food trucks and restaurants across France. | <ul style="list-style-type: none">• Similar restaurant concepts;• Located across Europe;• French businesses should be early stage;• Average spend per person €10-€20;• Investments between €1m-€10m. |

Location: France

RETAIL/CONSUMER

3136 - PET PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• UK privately-owned;• Pet products manufacturer and distributor;• Customers include pet retailers and wholesalers;• Located in the UK. | <ul style="list-style-type: none">• Pet products manufacturer, distributor or retailer;• Products include pet accessories;• Located globally;• Turnover c£10m. |

Location: UK

268566 - SECOND-HAND CAR AUCTION *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• Belgian PE-owned;• Second-hand car auction company;• Services are provided both from a network of physical premises and online;• Located in France. | <ul style="list-style-type: none">• Second-hand car auctioneers;• Located across Europe;• Minimum EBITDA €2m. |

Location: France

269755 - HOME DECOR PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• Belgian PE-owned;• Manufacturer and retailer of ceramic, wood, wicker and glass products;• Products include plant pots, candle holders, vases, baskets, tableware and cushions;• Products sold online, through concept stores and partnered stores, garden centres and florists;• Distributes products across Europe. | <ul style="list-style-type: none">• Manufacturers and retailers of decorative house and garden products;• Online and physical distribution channels;• Located across Europe;• Minimum EBITDA €1m. |

Location: Belgium

260304 - DIY RETAIL CHAIN *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• Swedish PE-owned;• DIY retail chain;• Offers branded products for home and garden fitting, repairs and maintenance;• Over 40 physical stores and an online shop;• Stores located across Denmark. | <ul style="list-style-type: none">• Distributors of DIY, home and garden products;• Online retailers of DIY products;• Located across Europe;• EBITDA margin above 15%. |

Location: Denmark

252958 - PHOTOGRAPHY & VIDEO EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• Dutch PE-owned;• Omni-channel retailer for photography and video equipment;• Serves professionals and amateurs;• Sold online and in physical stores;• Stores located across Europe. | <ul style="list-style-type: none">• Retailers of photography, videography and film equipment;• Located globally;• EBITDA margin 15%. |

Location: UK

270344 - KITCHEN PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• Overseas;• Kitchen lifestyle brand;• Manufactures a range of designer kitchen products from ovens, cookers and fridges to toasters, coffee machines and kettles;• Products sold globally;• Part of a wider Belgian industrial holding group. | <ul style="list-style-type: none">• Manufacturers, dealers and retailers of non-branded lifestyle products;• Interested in expanding its outdoor product range;• Located across Europe;• Minimum EBITDA €1m. |

Location: Netherlands

270079 - TOURISM PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none">• French PE-owned;• Distributor and publisher of cultural and tourism products;• Operates stores in cultural, tourist establishments;• Manages ecommerce sites for partners;• Distributes products across a network of global stores;• Offers branding, store design and merchandising services;• Also offers product sourcing, HR, event and licensing services;• Stores across Europe. | <ul style="list-style-type: none">• Stores linked with cultural and tourist attractions and buildings;• Located across Europe;• Investments between €1m-€10m. |

Location: France

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

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

| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none">• Overseas;• 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

270345 - E-COMMERCE PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• Overseas;• Omni-channel platform and market place;• Connects over 200 brands with over 1000 retailers;• Also offers services to manage the ecommerce activities of retailers, including marketing and logistics;• Part of a wider Belgian industrial group. | <ul style="list-style-type: none">• E-Commerce platforms and marketplaces;• Distribution, fulfilment and marketing platforms;• Distributors combining on- and offline shopping;• Activities across all consumer sectors; Located across Europe;• Minimum EBITDA €1m. |

Location: Belgium