



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

JULY 2020

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

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

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

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

- GENERALIST

CONSTRUCTION

269116 - OFFICE INTERIOR DESIGN *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK limited liability partnership;• Office interior designer;• Services include office design, space planning, workspace study, 3D modelling, project management, construction, office refurbishment, etc.;• Services offered across the UK.	<ul style="list-style-type: none">• Interior designers;• Main contractors;• Project management firms;• Focusing on office and corporate spaces;• Located in Europe;• Minimum EBITDA £1m.

Location: UK

268999 - INDUSTRIAL CONTRACTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Industrial contractors;• Dredging, infrastructure, contracting and real estate;• Operates internationally.	<ul style="list-style-type: none">• Industrial contractors;• Located in Europe;• EBITDA above €1m.

Location: Belgium

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

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

Location: UK

268148 - CONSTRUCTION GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Construction group;• Project sectors include property development, infrastructure and marine;• Headquartered in Belgium.	<ul style="list-style-type: none">• Designers and manufacturers of modular construction units;• Micro and macro tunnelling businesses;• Infrastructure renovators and refurbishers;• Cabling businesses active in infrastructure and buildings;• Mechanical, electrical and plumbing service providers;• Green field construction projects;• Water treatment and waste recycling;• Located in France, Benelux and the UK;• Sales from €5m-€100m+.

Location: Belgium

270112 - PAINTING & COATING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Austrian PE-owned;• Provider of painting and coating solutions;• The company manufactures and 'lays down' road, floor and street markings;• Also offers corrosion and fire protection coating solutions for infrastructure;• Offers exterior and interior building painting services;• Advertising division offers services including graphic implementation, digital printing and the production of promotional items;• Services offered across Austria.	<ul style="list-style-type: none">• Manufacturers of paints and coatings;• Products developed for use on roads, buildings and outdoor advertising;• Services around the marking, painting and coating of roads, buildings and outdoor advertising;• Located across Europe;• Turnover up to €50m.

Location: Austria

266444 - INFRASTRUCTURE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European PE-owned;• Provider of essential infrastructure services;• Services offered fall into the utilities, transport, telecoms and data capture sectors;• Installation, design, maintenance and repair services;• Committed credit facility to fund acquisitions;• Quick to move funds, sign and close acquisitions;• Active across the UK and Ireland.	<ul style="list-style-type: none">• Infrastructure repair and maintenance services;• Majority of turnover under long-term framework agreements as opposed to projects;• Will consider project work if there is very clear 'essential nature' of services;• Majority of turnover with end-clients and not just tier 1 contractors;• Located in the UK and Ireland;• Some international activity is okay;• Management team is willing to stay with the business or there is a clear succession plan in place if shareholders are exiting;• Good growth potential and clear growth strategy;• EBITDA in the range of £1m-£25m.

Location: UK

ICT

269638 - IT & IT TELECOMS SUPPORT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• IT and telecommunications support services;• Located in the South.	<ul style="list-style-type: none">• IT and telecoms support services providers;• Located in the UK;• EBITDA above £1m.

Location: UK

258655 - TELECOMS PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Telecoms provider;• Services include network installation and maintenance.	<ul style="list-style-type: none">• Telecoms infrastructure businesses;• Could be interested in businesses with Ofcom Power Code approval;• Located in the UK;• EBITDA above £1m.

Location: UK

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

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

Location: UK

262467 - IT MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Managed IT service provider;• Clients in the professional services sector;• Located in the UK.	<ul style="list-style-type: none">• Managed service providers (IT managed services/support/cloud) with a number of legal and/or financial services clients;• Service contracts with legal and financial services firms from managed service providers;• Cyber security consultancies or managed service providers with a professional services sector focus;• Azure/cloud consultancies or managed service providers with a professional services sector focus;• Located in the UK;• Turnover up to £10m.

Location: UK

259786 - FACILITIES & SERVICE SECTOR SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Software provider active in the facilities and services sector;• Cloud-based software for property management and soft & hard FM service provision;• Used by clients across the UK.	<ul style="list-style-type: none">• Software and technology companies;• Developed for use in property management, facilities management and other property services;• Technology-enabled contract management, compliance and health & safety solutions;• Located in the UK;• EV up to £50m.

Location: UK

MARKETING COMMUNICATIONS

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

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

Location: Belgium

263556 - LIVE & DIGITAL EVENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Live and digital events creative agency;• Organises corporate and media events such as awards ceremonies, economic forums and marketing events;• Clients include Red Bull, ITV and BMW.	<ul style="list-style-type: none">• Events agencies;• Media and digital marketing agencies;• Turnover up to £20m;• UK-based.

Location: UK

270077 - MEDIA GROUP *(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.	<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

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

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

Location: Belgium

SOFT FM

6938 - FALL PROTECTION SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Supplier of components and bespoke systems for fall protection solutions, safety railing systems, and safe access equipment for working at height;• Products include safety barrier systems, personal fall protection systems, steel to steel connections and work wear;• Global operations and distribution activities.	<ul style="list-style-type: none">• Providers of fall prevention, roof edge protection, barrier & guardrail systems and safe access solutions;• Provision of solutions and products;• Located in Europe;• EBITDA up to €40m.

Location: UK

265136 - FIRE & SECURITY SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of fire security systems and services;• Specialises in the design, installation, commissioning and maintenance of fire systems;• All systems in line with third party approved schemes;• Systems include fire alarms, passive fire protection, fire barriers, engineering support and portable extinguishers;• Also offers security systems including CCTV and access control;• Clients include major names in leisure, travel, healthcare and government bodies;• Services offered across the UK.	<ul style="list-style-type: none">• Providers of fire security systems;• Providers of security systems;• Located across the UK;• Minimum turnover c.£3m.

Location: UK

SUPPORT SERVICES

261088 - FACILITY CLEANING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of facility cleaning services;• Focusing on the hospitality sector;• Serves hotels, offices, healthcare facilities and high traffic areas in general;• Activities across the Netherlands and Belgium.	<ul style="list-style-type: none">• Providers of cleaning services;• Specialist maintenance providers;• Handyman providers and services;• Reception services;• Providers of sanitary supplies;• Located in Europe;• EBIT up to €50m.

Location: Netherlands

269055 - HVAC SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• HVAC products manufacturer;• Products include water heaters, radiators, boilers, tanks, air conditioners and ventilation systems;• Located in France.	<ul style="list-style-type: none">• Manufacturers of HVAC products;• Located in Europe;• EBITDA above €1m.

Location: France

269459 - WASTE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Waste services;• Recycles metals, plastics, paper and batteries;• Operates across Europe and Asia.	<ul style="list-style-type: none">• Waste services;• Recycling metals, plastics, paper and batteries;• Located in Europe and Asia;• EBITDA above €1m.

Location: Netherlands

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

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

Location: Belgium

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

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

Location: France

270155 - SUSTAINABLE WASTE MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Provider of sustainable waste management services;• Offers services throughout the whole waste management chain;• Serving industrial clients and public authorities;• Deals with hazardous and non-hazardous waste;• Facilities and operations in over 30 locations across Europe.	<ul style="list-style-type: none">• Providers of a range of services throughout the waste management chain;• Services include on-site recycling, in-house processing, logistics and final treatment;• Located across Europe;• Minimum EBITDA €1m.

Location: Belgium

257150 - TECHNOLOGICAL SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Developer of technological solutions for preserving natural resources;• Services and associated equipment are offered to businesses, governments and communities;• Sectors served include energy, defence, industry, the environment, transport and infrastructure;• Services include consultation, project management, equipment rental, repair, operation and maintenance;• Equipment includes heat recuperation boilers, ballistics, mechatronics, thermal treatment and water treatment equipment;• Global activities.	<ul style="list-style-type: none">• Providers of large scale technology solutions;• Aimed at preserving natural resources, making mobility greener, sustainable production and facilitating access to renewable energy;• Serving enterprises, states and public bodies;• Providers of equipment for use in the chemical, steelmaking, petro-chemical, rail, maritime, industry, construction and manufacturing sectors;• Located globally;• Minimum EBITDA €1m.

Location: Belgium

270115 - EARTHWORKS & RECYCLING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Austrian PE-owned;• Specialists in earthworks, demolition and recycling;• Mobile plant for recycling of rubble on site;• Earthworks include road & path construction, excavation & levelling work and stone arbitration;• Offers a range of services around the production of different gravels, recycling rubble & construction waste and disposal of these products;• Services offered across Austria.	<ul style="list-style-type: none">• Providers of demolition and earthwork services;• Renters of recycling equipment for construction and groundwork waste;• Located in the DACH region;• Turnover up to €50m.

Location: Austria

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

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

Location: Germany

GENERALIST

269926 - BELGIAN INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian investment firm;• Five divisions active across Marine Engineering & Contracting, Private Banking, Real Estate & Senior Care, Energy & Resourcing and Growth Capital;• Currently active in over 150 countries;• Headquartered in Belgium.	<ul style="list-style-type: none">• Real estate;• Healthcare providers and healthcare real estate;• Tropical agriculture businesses;• Family-owned businesses requiring growth capital;• Headquartered in Western Europe;• Investments between €10m-€250m.

Location: Belgium

2984 - EUROPEAN MID-MARKET INVESTMENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE firm;• Invests in mature, mid-market Western European businesses;• Located in the UK.	<ul style="list-style-type: none">• Sectors include consumer, healthcare, industrial, engineering and services;• Located in Western Europe;• Minimum EBITDA £6m.

Location: UK

270108 - AUSTRIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Austrian PE firm;• Offers equity for corporate succession, MBOs & MBIs, spin-offs, carve-outs and changes in shareholder circles;• Focus on small to medium sized enterprises;• Look to take a majority stake.	<ul style="list-style-type: none">• Sector agnostic;• Businesses with a strong market position, solid earning and growth potential;• Will consider underperforming businesses if they have a positive cash flow;• Located across Europe;• Turnover between €5m-€50m.

Location: Austria

269694 - BELGIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE firm;• Investing in medium-sized businesses;• Fund managed by four partners;• Capital provided by institutional investors, family offices and entrepreneurs;• Invests between €2m-€10m;• Typically look to exit after 5-7 years.	<ul style="list-style-type: none">• Sector agnostic;• No interest in businesses where a product is still under development or there is an unproven market or customer potential;• Located across Europe;• Annual sales of €10m-€50m;• EBITDA in the range of €1.5m-€10m.

Location: Belgium

269975 - SCANDINAVIAN EQUITY FUND *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Scandinavian equity fund;• Subsidiary of a German PE firm;• Investing in European corporate spin-offs and medium sized businesses;• Take a majority stake and fund deals on an 'all equity basis';• Transaction volumes of up to €250m;• Equity investments of up to €5m-€80m per deal.	<ul style="list-style-type: none">• Sector agnostic;• Preference for IT & business services, industrial, chemical, lifestyle and consumer goods businesses;• Growth potential;• Below average profitability;• Located in Scandinavia;• Revenues between €50m-€1bn;• EBITDA margin 15%.

Location: Sweden

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

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

Location: UK

269977 - BENELUX EQUITY FUND *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas equity fund;• Subsidiary of a German PE firm;• Invests in European corporate spin-offs and medium sized businesses;• Takes a majority stake and fund deals on an 'all equity basis';• Transaction volumes of up to €250m;• Equity investments of up to €5m-€80m per deal;• Located in the Netherlands.	<ul style="list-style-type: none">• Sector agnostic;• Preference for IT & business services, industrial, chemical, lifestyle and consumer goods businesses;• Growth potential;• Below average profitability;• Located in Benelux;• Revenues between €50m-€1bn;• EBITDA margin 15%.

Location: Netherlands

269652 - PRIVATE INVESTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Private investor;• Acting on behalf of a number of European funds;• Located in Belgium.	<ul style="list-style-type: none">• Sector agnostic;• Located across Europe;• Minimum EBITDA €1m.

Location: Belgium

270077 - FRENCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE firm;• Provides growth capital directly and indirectly;• Backs LBOs, capital increase and turnarounds;• Equity tickets between €2m-€15m.	<ul style="list-style-type: none">• Businesses in the consumer, business service and digital sectors;• Particular interest in luxury packaging, tourism, brands, leisure and ecommerce;• Preference for management teams to be shareholders;• Located in France;• Turnover above €10m.

Location: France

269823 - SEARCH FUND *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Search fund;• Principal is a successful entrepreneur with experience in a range of industries;• Backed by high calibre investors, business professionals and funds from across Europe;• UK-based.	<ul style="list-style-type: none">• SaaS, renewables, veterinary, industrial distribution and predictive maintenance;• UK-based;• Turnover in the range of £3m-£10m;• EBITDA margin of 10%-15%.

Location: UK

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

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

Location: Netherlands

267043 - EUROPEAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European PE firm;• Targets businesses in the Benelux and DACH regions;• Capacity to write an equity cheque of up to €160m;• Offices in the Benelux and DACH.	<ul style="list-style-type: none">• Sector agnostic;• Strong, market leading positions;• Good growth potential and predictable, positive cash flow;• Located in the Benelux or DACH regions;• EV between €100m-€250m.

Location: Belgium

269700 - SWEDISH INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish investment firm;• Investing capital supplied by 120 friends and family members;• Fund size of €270m in 2020;• Takes a majority stake or a minority with a path to a majority;• 2020 portfolio has a revenue of c.€50m, EBTIDA of c.€10m and an EBITDA margin of 20%;• Offices across Scandinavia and Germany.	<ul style="list-style-type: none">• Sector agnostic but have experience in distribution;• No interest in real estate, asset heavy businesses, process heavy businesses and struggle with financial services;• Located across Scandinavia, the DACH region, Benelux, the UK and Italy;• Will potentially consider France and CEE;• EBITDA between €2m-€10m with potential to invest in larger targets;• EBITDA margin above 10%.

Location: Sweden

269002 - BELGIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE firm;• Focus on investments in the technology sector;• Currently has a total of over €300m AUM.	<ul style="list-style-type: none">• B2B technology businesses;• Headquartered in Europe and the UK;• Preference for minority stakes;• Enterprise value of €5m-€50m;• Investments of €500k-€25m.

Location: Belgium

259228 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Over 150 acquisitions completed;• Headquartered in the US with an office in London.	<ul style="list-style-type: none">• Sectors of interest include, software, technology, healthcare, services and industrial technology;• \$10m+ revenue but current profitability not a requirement;• All types of transaction considered.

Location: USA

264468 - BELGIAN FAMILY INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian investment firm;• Family-owned;• Managing assets over €1.6bn across multiple geographies;• Invests in private or public companies;• Four investment pillars - digital & ecommerce, food & beverages, healthcare and education;• Takes a minority or majority stake;• Equity ticket from €30m-€150m.	<ul style="list-style-type: none">• Strong consumer brand;• Little or no private label;• No interest in fresh products;• Minimum turnover €50m.

Location: Belgium

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

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

Location: UK

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

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

Location: UK

269552 - BELGIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE firm;• Family-owned investment company;• Provide growth and replacement capital;• Active across Belgium;• Equity tickets up to €6m.	<ul style="list-style-type: none">• Mature and profitable businesses;• Sector agnostic with a focus on food and agriculture;• Headquartered in Belgium;• EBITDA between €1.5m-€5m.

Location: Belgium

257264 - CANADIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Canadian PE firm;• Not required to sell their investments;• Committed capital focused on long-term investments;• Offices in Canada, the US and UK.	<ul style="list-style-type: none">• Sector agnostic;• Excluding real estate and turnarounds;• Located in the US and Europe;• EBITDA in the range of C\$5m-C\$15m.

Location: Canada

270145 - BENELUX INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Western European investment firm;• Benelux division;• 2019 fund of c.€150m;• Investment team and historical investors contributed to the fund;• Takes a majority stake;• Equity ticket of €5m-€25m;• Relationships with institutional investors to offer a higher ticket.	<ul style="list-style-type: none">• Sector agnostic;• Preference for B2B;• No interest in retail and little interest in wholesale;• Located in the Netherlands, Belgium and Germany;• Will consider light turnaround;• Turnover between €15m-€250m.

Location: Netherlands

265821 - UK PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • PE firm; • Supports companies in the lower mid market; • Two funds, one dedicated to restaurants and one sector agnostic; • Collectively invested c.\$5bn into 130 companies to date; • UK and US offices. 	<ul style="list-style-type: none"> • Business services; • Multi-unit healthcare services; • Consumer; • Industrial; • Located globally; • Minimum EBITDA \$5m.

Location: UK**269090 - PE FIRM** (CLICK REFERENCE TO ENQUIRE)

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

Location: UK**269193 - UK PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • PE firm; • Experienced investor and investment manager; • Focused on small scale private equity opportunities; • Management buy-ins/buy-outs, growth capital and corporate divesture; • Acquired over £1bn in assets across numerous transactions. 	<ul style="list-style-type: none"> • Sector agnostic; • Biased towards energy, transport and infrastructure; • Tangible balance sheet assets; • Underlying free cash generation; • Located in the UK; • EV up to £25m, sweet spot £5m-£15m.

Location: UK

269754 - BELGIAN INVESTMENT FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian investment firm;• Private equity and real estate activities;• 10 investee companies across a range of sectors;• 10 real estate projects across various types of living facilities and urban development projects;• Portfolio companies and real estate across Europe;• Typically invest up to €10m.	<ul style="list-style-type: none">• Sector agnostic;• Start-ups and mature companies;• Real estate activities in office buildings, student accommodation, residential projects, care facilities and urban development projects;• Located across the Benelux;• Minimum EBITDA €1m.

Location: Belgium