

HEALTHCARE BUYERS

ACQUISITIVE IN THE NORDICS

OCTOBER 2020

Sectors Featured Include: Health/Pharma and Healthcare

Providers

SECTORS

To view our buyers targeting Nordic-based opportunities in the Health/Pharma and Healthcare Providers sectors, 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

- HEALTH/PHARMA
- HEALTHCARE PROVIDERS

HEALTH/PHARMA

8639 - CHEMICALS, PLASTICS & PHARMA (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• Overseas;	Chemical, plastics and pharma companies;
 Investment management company; 	 Located in the US or Europe;
 More than 20 current investments; 	• EBITDA >£3m.
 Headquartered in the US; 	
Global locations.	

Location: USA

268466 - PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Overseas; Importer, exporter and distributor of synthetic resins, pharmaceuticals, electronic components, chemicals and industrial machinery; 	 Distributors of synthetic resins, pharmaceuticals and electrical components; Located worldwide; EBITDA >£1m.
 Manufacturer of active pharmaceutical ingredients; 	
 Located in Japan. 	

Location: Japan

17190 - AGROCHEMICALS & PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• PE-owned;	Pharmaceuticals and agrochemicals;
 Manufacturer and distributor of chemicals, agrochemicals and pharmaceutical materials; 	 Located in the UK and Europe; Turnover in excess of £5m.
 Acquisitions both directly as well as with support of PE owner; 	
Based in the UK.	

11369 - PRECISION MEDICAL COMPONENTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
PE-owned;	Nano-scale precision medical businesses;
Manufacturer of precision micro-components	Related niche medical businesses;
for the medical sector;	Based in Europe;
 Owners have wide experience of international acquisitions; 	• Turnover <£10m;
Based in the North.	Must be profitable.

Location: England

266831 - SPECIALITY CHEMICALS & PHARMACEUTICAL INGREDIENTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Overseas;	 Distributors of specialty chemicals and pharmaceutical ingredients;
 Distributor of chemicals and pharmaceutical ingredients; 	 Animal feed and food ingredients considered;
Strong history of acquisitions;Located in Switzerland;	Located in Europe;
Operates across Europe.	EBITDA in the range of £1m-£10m;EV up to £30m.

Location: Switzerland

165 - HEALTHCARE CONSUMABLES & INSTRUMENTATION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Main Market-listed; International group of businesses supplying specialised technical products and services; Product sectors include life sciences, seals and controls; Based in the UK. 	 Distributors of healthcare consumables, instrumentation and related services; Located in the UK, continental Europe and the US; Turnover in the range of £3m-£100m.

264469 - HAEMOSTATIC PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Manufacturers of haemostatic products;
 Manufacturer of haemostatic products; 	Headquartered in Europe;
 Used in military, healthcare and first response settings; 	• EBITDA >£1m.
Headquartered in the US.	

Location: USA

266577 - HEALTHCARE BUSINESSES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Main Market-listed; Manufacturer of products relating to the healthcare/medical and environmental sectors; 	 Businesses relating to healthcare and the environment; Particularly interested in technology and software;
 Operations across North & South America, Europe and Asia; Actively acquisitive with a strong track record. 	 Located globally; Turnover >£5m, ideally £10m+; Will look smaller for bolt-ons; Profitable businesses (20%).

Location: England

10269 - HEALTH-RELATED PRODUCTS (CLICK REFERENCE TO ENQUIRE)

 UK privately-owned; Manufacturer and supplier of healthcare products; Owned by a listed company; Parent account has strong track record of acquisitions. Manufacturers of health-related products; Keen to expand product portfolio and manufacturing facilities; No/low proportion of supermarket private label sales; Located in the UK, ROI and continental Europe; Turnover above £2m.

264465 - DIABETIC MEDICAL SUPPLIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; 	Distributors of diabetic medical supplies;
 Direct-to-patient distributor of continuous glucose monitors, insulin pumps and other advanced medical supplies to diabetics; 	Located in Europe or the US;Turnover >£5m.
Headquartered in the US.	

Location: USA

264467 - ORTHODONTICS & DENTAL SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Orthodontics and other dental services
 Orthodontics-focused dental services 	providers;
provider;	 Located in Europe or the US;
Headquartered in the US.	• Turnover >£5m.

Location: USA

264471 - RESEARCH ORGANISATION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Research organisations with a focus on
 Research organisation with a focus on neuroscience and other specialist 	neuroscience or other specialist conditions;
populations;	 Located in Europe or the US;
Headquartered in the US.	• Turnover >£5m.

Location: USA

268618 - PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• Overseas;	Manufacturers of pharmaceuticals;
 Pharmaceuticals manufacturer; 	Located globally;
Located in Japan.	• EBITDA >£1m.

269458 - VALVES & PUMPS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Overseas; 	Connector, valve and flow control
 Manufacturer of engineered components and technology solutions; 	companies in the aerospace & defence sector;
 For the energy, transportation and industrial 	 Located in Europe and Asia;
markets;	 Sales in the range of €30m-€300m;
 Located in the US. 	Will consider smaller.

Location: USA

271047 - MEDICAL EQUIPMENT RESELLER (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 PE-owned; Supplier of preowned medical devices and asset managers; Resells equipment such as ultrasound scanners and MRI machines; Located in the UK. 	 Medical equipment resellers; Asset managers in the healthcare sector; Located in Europe; Minimum EBITDA £250k.

Location: England

268466 - PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Overseas; Importer, exporter and distributor of synthetic resins, pharmaceuticals, electronic components, chemicals and industrial machinery; 	 Distributors of synthetic resins, pharmaceuticals and electrical components; Located worldwide; EBITDA >£1m.
 Manufacturer of active pharmaceutical ingredients; 	
• Located in Japan.	

268433 - PHARMACEUTICALS & PHARMA INGREDIENTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Japanese-listed; Group of pharmaceutical and healthcare businesses; 	 Manufacturers, distributors and wholesalers of pharmaceuticals and pharmaceutical ingredients;
 Manufacturers, distributors and wholesalers of pharmaceuticals and pharmaceutical ingredients; 	Located globally;EBITDA >£1m.
Operates in the Far East.	

Location: Japan

269348 - EYECARE PRODUCTS & OPTICAL ACCESSORIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; 	Distributors of branded and consumable professional eyecare products and optical
 Distributor of branded and consumable professional eyecare products and 	accessories;
accessories;	Located in Europe;
Global operations.	• Turnover >£5m.

Location: USA

268622 - OTC PHARMACEUTICALS & THERAPEUTIC PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Overseas; Manufacturer of OTC pharmaceuticals and therapeutic products; 	 Manufacturers of OTC pharmaceuticals and therapeutic products; Located globally;
 Products include body warmers, cooling gels and air fresheners; 	• EBITDA >£1m.
 Located in Japan; 	
• Operates across South-East Asia and the US.	

268462 - PHARMACEUTICALS & COSMETICS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Japanese-listed; 	Manufacturers of branded and unbranded
 Pharmaceuticals manufacturer; 	pharmaceuticals and cosmetics;
Products include general pharmaceuticals &	 Located globally;
medicines, cosmetics and food ingredients.	• EBITDA >£1m.

Location: Japan

264083 - MEDICAL & BIOTECHNOLOGY PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Manufacturer of products for the medical and biotechnology industries; Capabilities include injection moulding. 	 Manufacturer of medical and biotechnology products; Specific industries include cardiovascular, neurology, ophthalmology and orthopaedics; Located in Europe and the US; EBITDA in excess of £1m.

Location: USA

258947 - SCIENTIFIC EQUIPMENT & DRUG MANUFACTURING SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Manufacturer of laboratory tools and production equipment; 	 Manufacturers of scientific equipment, biological drug manufacturing solutions and precision labware;
 Used in development and manufacturing of life sciences and pharmaceutical products. 	 Businesses serving the pharmaceutical, biotechnology, scientific, university, healthcare and industrial sectors;
	Located globally;
	• Turnover >£5m.

Location: USA

261439 - DNA SEQUENCING & SAMPLE PREPARATION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Provider of high-quality nucleic acid sample preparation and clean-up products for DNA sequencing; Located in the US. 	 DNA sequencing and sample preparation providers; Located in Europe; Turnover >£5m.

Location: USA

268337 - PHARMACEUTICAL CHEMICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• Overseas;	Pharmaceutical chemicals;
 Niche chemicals manufacturer; 	 Production and wholesale;
 Located in the Netherlands; 	Located in Europe;
Operates in Europe and Asia.	• EBITDA in the range of €2m-€6m.

Location: Netherlands

258936 - COLLAGEN-BASED ABSORBABLE MEDICAL DEVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Dutch PE-owned; Developer and manufacturer of collagen-based absorbable medical devices for biosurgery; 	 Developers and manufacturers of collagen-based absorbable medical devices for biosurgery; Based in Europe;
 Serves the medical industry and hospitals; 	EBITDA above €1m.
 Carries out R&D to produce biopolymers to be used in 'ready-for-application' dry powders, haemostatic sealants, and membranes; 	
Based in France with subsidiaries in Germany and Europe.	

Location: France

269655 - **OTC HEALTH & PHARMACEUTICAL BRANDS** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Over-the-counter health and
 Marketer of iconic over-the-counter personal health brands; 	pharmaceutical brands;Located in Europe;
 Categories include skincare, feminine hygiene and gastrointestinal care. 	• Turnover >£5m.

Location: USA

266531 - MEDICAL IMAGING SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• PE-owned;	Medical imaging software developers;
 Developer of medical imaging software; 	 Located in Europe and the US;
Located in the UK.	Minimum EBITDA £500k.

Location: England

269559 - SURGICAL PRODUCTS & ACCESSORIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Manufacturers of surgical products and
 Manufacturer of branded and private label single-use surgical products; 	accessories;Located in Europe;
• Located in the US.	• Turnover >£5m.

Location: USA

261445 - IN-VITRO DIAGNOSTIC PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	In-vitro diagnostic product providers;
 Provider of in-vitro diagnostic products; 	Located in Europe;
 Disciplines of mycobacteriology, parasitology, bacteriology and mycology; 	• Turnover >£5m.
Located in Canada.	

Location: Canada

261444 - STRUCTURAL BIOLOGY CONSUMABLES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Manufacturer and distributor of modern screens, reagents, other consumables and instruments used for protein crystallography in structural biology research; Located in the UK. 	 Providers of structural biology consumables; Includes screens and reagents; Located in Europe; Turnover >£5m.

Location: England

260321 - OPTHALMIC SURGICAL EQUIPMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Provider of branded precision ophthalmic surgical instruments, devices, and therapeutics; 	 Providers of branded precision ophthalmic surgical instruments, devices, and therapeutics; Located in Europe;
 Headquartered in the US with European operations. 	• Turnover >£5m.

Location: USA

268180 - CATHETERS & DRUG DELIVERY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Dutch PE-owned;Supplier of medical devices;	 Developers of catheters and drug delivery devices;
 Developed a drug delivery catheter used in renal denervation; 	Located in the US and Europe;Minimum EBITDA €500k.
 In the process of initiating two clinical trials in the US and Europe; 	
 Headquartered in the US with facilities in the Netherlands. 	

Location: USA

263504 - HEALTHCARE WORKFLOW PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Manufacturers of healthcare workflow
 Leading designer and manufacturer of healthcare workflow products; 	products, e.g. workstations, carts and automated pill counters;
Headquartered in the USA.	Located in Europe;
·	• Turnover >£5m.

Location: USA

261429 - LIFE SCIENCE PRODUCTS (CLICK REFERENCE TO ENQUIRE)

 US PE-owned; Buy-and-build platform in the life sciences; Comprising of 14 discrete brands; Producers or suppliers of life science products; Located in North America or Europe; 	The Acquirer	Acquisition Criteria
Operates across the US and Europe.	 Buy-and-build platform in the life sciences; Comprising of 14 discrete brands; 	products;

Location: USA

258916 - THERAPEUTIC COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Dutch PE-owned; 	Therapeutic companies;
 Carve-out from an international therapeutics company; 	 Undertaking R&D specialising in inhalation therapies for severe respiratory diseases;
 Undertakes R&D specialising in inhalation therapies for severe respiratory diseases; 	 Based in Europe and the US; Minimum EBITDA €1m.
 Focuses on clinical development, registration and commercialisation of drug-aerosol therapeutics; 	
Based in Germany.	

Location: Germany

265422 - DENTAL PRODUCTS & EQUIPMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; 	Companies serving the dental market;
 Developer and manufacturer of dental products, supplies and equipment; 	 Development or manufacture of products, supplies and equipment;
 Products used by dentists, hygienists, dental assistants and consumers. 	Located in Europe or North America;Profits in excess of \$2m.

Location: USA

263511 - **MEDICATION ADVICE** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Provider of medication advice and learning solutions for pharmacies and associated 	 Providers of medication advice and learning solutions to the healthcare industry;
clinicians;	Located in Europe;
Headquartered in the US.	• Turnover >£5m.

Location: USA

267049 - HEALTHCARE SECTOR (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Overseas; Pharmaceutical services provider; Clients include hospitals and pharmacies; 	 Providers of a range of support, design, production, supply and distribution services; Providers of raw materials and equipment
 Located in Belgium; 	for inhouse compounding of medication;
Global client base.	Third party pharmaceutical compounding;
	Serving the pharmaceutical sector;
	 Located globally;
	 Turnover up to €25m.

Location: Belgium

268572 - OTC MEDICINES & HEALTHCARE PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Belgian PE-owned;	Online distributors of OTC medicines and
 Online pharmacy distributing OTC and healthcare products; 	healthcare products;Located across Europe;
 Located in Belgium, operates across continental Western Europe. 	Minimum EBITDA €2m.

Location: Belgium

269926 - HEALTHCARE PROVIDERS & REAL ESTATE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Belgian investment firm;	Real estate;
 Five divisions active across Marine Engineering & Contracting, Private Banking, 	 Healthcare providers and healthcare real estate;
Real Estate & Senior Care, Energy & Resourcing and Growth Capital;	Tropical agriculture businesses;
 Currently active in over 150 countries; 	 Family owned businesses requiring growth capital;
 Headquartered in Belgium. 	Headquartered in Western Europe;
	 Investment between €10m-€250m.

Location: Belgium

270497 - PRIVATE DENTAL CARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Belgian PE-owned;	Private dental care facilities;
 Dental care service provider; 	Providing affordable, high quality dental
 Operates 17 clinics; 	care;
Headquartered in Italy.	Located in Europe;
, , , , , , , , , , , , , , , , , , ,	• EBITDA >€1m.
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Location: Italy

261778 - PHARMACEUTICALS & HEALTH PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Swedish PE-owned; 	Distributors of nutritional, wellbeing and
 Supplier of over the counter pharmaceutical and health products; 	beauty products;Online retailers selling pharmaceuticals
 Products are sent directly to consumers via a subscription process; 	and health products;Located across Europe;
 Products cover digestion, nutrition, supplements, vitamins, beauty and wellbeing; 	• EBITDA up to €50m.
 Operates through an ecommerce site; 	
Products manufactured in Norway.	

Location: Norway

266083 - MEDICAL STANDARD PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
German PE-owned;	 Natural cosmetics and personal care products with medical standards;
 Leading provider of therapeutic cosmetics and health products; 	 Brands and cosmetic/OTC businesses;
 Activities include the production and 	Located globally;
development of new products;	 Turnover in the range of €3m-€100m;
Located in Germany.	EBITDA in the range of €500k-€15m.

Location: Germany

267382 - MEDICINES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Belgian PE-owned;Developer, manufacturer and distributor of	 Developers, marketers, distributors and retailers of medicines;
medicines;	Keen to expand outside Benelux;
Distributed throughout Europe and China;Headquartered in the Netherlands.	 Focus on assets with >€10m sales potential.

Location: Netherlands

263150 - ELECTRONIC HEALTHCARE REFERRALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Provider of electronic healthcare referrals; Headquartered in the Netherlands. 	 Providers of electronic healthcare referrals; Located in Europe; Turnover >£5m.

Location: Netherlands

13999 - CROS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK privately-owned;	Phase 2 and Phase 4 CROs;
 Clinical research organisation; 	Clinical trial service providers;
 Provides clinical trial management and resourcing solutions; 	 Located in Europe with a focus on CEE; Minimum EBITDA £500k.
 Services offered across all phases of clinical research; 	
Clients in the pharmaceutical, biotechnology and medical device markets.	

Location: England

263095 - PHARMACEUTICAL DISTRIBUTORS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK privately-owned;Subsidiary of a large Italian pharmaceuticals company;	 Pharmaceutical distributors in dominant international markets; Based in the UK and Europe;
 Branded pharmaceutical products to the NHS; 	EBITDA up to £5m.
 Specialises in primary care, secondary care and rare diseases; 	
 Located in the North West; 	
Operates nationwide.	

11970 - OCULAR PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK privately-owned;	Manufacturers of ocular pharmaceuticals;
 Manufacturer and distributor of ocular pharmaceuticals; 	Located in Europe;EBITDA above £250k.
 Develops and markets products for eyes; 	
• Located in the South East.	

Location: England

253313 - LIFE SCIENCE CONSULTANCY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 French PE-owned; Life sciences consultancy; Supporting the strategy development process by delivering market landscape analysis, insight generation and strategic recommendations; 	 Consultancies specialising in life sciences, helping firms make the right strategic decisions; Located globally; Minimum EBITDA €500k.
 Services cover product strategy, corporate strategy, research & development, business development, manufacturing & supply strategy and competitive analysis; Located in the UK. 	

Location: England

8820 - MANUFACTURER OF PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK privately-owned;	Pharmaceutical manufacturers;
 Pharmaceutical and toiletries manufacturer; 	Located globally;
 Located in the South East; 	EBITDA above £1m.
Operates globally.	

261855 - HEALTHCARE TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• PE-owned;	Healthcare technology developers;
 Healthcare technology developer and distributor; 	 Cloud software to provide efficiency to workforce;
 Allows patients to book appointments and access medical advice via the doctor's surgery website; 	Located in Europe;Minimum EBITDA £250k.
Located in the UK.	

Location: England

255191 - PATIENT ONLINE SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• PE-owned;	Online services to patients;
 Online services for general medical 	Healthcare software;
consultations and prescriptions;	Located in Europe;
 Providing video links direct and prescriptions issued to a pharmacy of the registered user's choice; 	Minimum EBITDA £250k.
Located in the UK.	

Location: England

268874 - MEDTECH & PHARMACEUTICAL SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• AIM-listed;	MedTech/pharmaceutical service
 Supplier of pharmaceutical products; 	providers;
 Develops connectivity between manufacturers and healthcare stakeholders; 	 Marketing, distribution, importation of pharmaceuticals or medical devices;
Located in Dublin.	 Located in Europe;
	EBITDA in the range of £1m-£5m.

Location: Ireland

262577 - DENTAL PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK privately-owned;	Dental implants, bone regeneration for
 Professional dental product manufacturer; 	dental membranes, associated dental products, dental CADCAM, manufacturing
 Focus on digital dentistry, research and development; 	facilities; • Located in Europe and the US;
 Manufacturing arm in Sweden; 	Turnover between £1m-£10m.
 Operates across Western Europe, Australia, the US, Africa and Middle East. 	

Location: England

268403 - GENERIC PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Overseas; Manufacturer of pharmaceuticals and medicines; 	 Manufacturers of generic pharmaceuticals; Located in Europe;
 Serves therapeutic areas including cardiology, gastroenterology, neurology and psychiatry; Located in Belgium. 	, ,

Location: Belgium

269965 - DRUG DELIVERY DEVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
French PE-owned;	Manufacturers of drug delivery devices to
Manufacturer and designer of electrical and	suit different needs;
drug delivery devices;	 Includes dermal, inhalation and nasal
For the pharmaceutical and biotechnology	treatments;
industries;	 Used in blue-chip pharmaceutical and
Electrical devices have an online cloud	biotechnology industries;
solution to store data;	 Located in the US and Europe;
Located in France.	Minimum EBITDA €250k.

Location: France

270029 - GENERIC PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• UK PE-owned;	Generic pharmaceutical companies;
 Generic drug supplier; 	Located in Europe;
 Supplies to pharmacies for the treatment of common medical conditions (cardiovascular, metabolic and neurological). 	Minimum EBITDA €250k.

Location: Italy

258203 - CAPSULES, TABLETS & LIQUID PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 UK privately-owned; 	Manufacturers and distributors of
 Manufacturer of pharmaceuticals; 	pharmaceuticals;
 Products include antibiotics, probiotics, supplements and IV solutions; 	 Capsules, tablets or liquid pharmaceuticals of interest;
Part of an international pharmaceutical	 Located internationally;
company.	Turnover up to £75m.

Location: England

255232 - DIAGNOSTIC IMAGING SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
PE-owned;	 Providers of technology services to radiologists;
 Provider of diagnostic imaging services, particularly MRI; 	Located in Europe;
 Offers a range of managed services and IT services to radiologists; 	Minimum EBITDA £500k.
 Works in both the NHS and private sector; 	
• Located in the UK.	

260910 - OPTICAL SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK privately-owned;	 Optical treatment providers including cataracts and laser eye surgery;
Retail optical services brand;Also offers optical treatments;	Retailers of optical products;
 Located in Scotland. 	Located in Europe;
	EBITDA above £1m.

Location: Scotland

267680 - INJECTABLE PHARMACEUTICAL FORMULATIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• UK PE-owned;	Manufacturers of pharmaceutical
 Pharmaceutical contract manufacturing and services group; 	formulations in injectable forms; • Pharmaceutical ancillary services and
 Contract manufacturing of small and medium volume parental solutions; 	logistics; • Located in Europe;
 Packaging, storage and cold chain management; 	Minimum EBITDA £1m.
Located in Turkey.	

Location: Turkey

1577 - PRESCRIPTION & OTC MEDICINE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• PE-owned;	Prescription branded and OTC medicine
 Pharmaceutical group; 	manufacturers;
Owns or licenses the rights to a large number	Medicinal brands;
of healthcare and consumer products;	 Located internationally;
 Products are sold in more than 100 countries; 	Minimum EBITDA £1m.
Located in the UK.	

254815 - CONSUMER HEALTH BRANDS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 AIM-listed; 	Consumer health brands;
 Healthcare group; 	 Liquid, cream and gel formulations;
Develops and manufactures products for the	Located globally;
elderly;	 Turnover between £1m-£10m;
 Located in the South East. 	• EBITDA >£800k.

Location: England

261904 - MEDICAL DEVICE CROS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 UK PE-owned; 	CROs focused on medical devices;
 Provider of contract research for the medical device market; 	 Services include clinic trials and consultancy;
 Clients in the dermatology, aesthetics, orthopaedic sectors; 	Located in Europe;Minimum EBITDA £250k.
• Located in the Netherlands.	

Location: Netherlands

256538 - ORTHOPAEDIC & SPORTS MEDICINE DEVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
PE-owned;	Manufacturers and distributors of sterile
 Manufacturer and distributor of specialist medical devices; 	medical devices and products in the orthopaedic/sports medicine market;
Medical devices joint reconstruction, sport	Located in Europe;
medicine, surgical products and infection	 Primarily the UK and Germany;
control;	• Turnover >£1m;
Located in the UK.	EBITDA margin over 20%.

255386 - BRANDED & GENERIC MEDICINES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
PE-owned;	 Manufacturers of branded and generic medicines;
 Developer and manufacturer of pharmaceutical branded and generic products; 	 Located in Europe and the US; EBITDA in the range of £1m-£15m.
 Established in 35 countries including the US; 	zana/ini ine iunge oi zam zaami
Headquartered in the UK.	

Location: England

260880 - **NEUROLOGY DIAGNOSTIC MEDICAL DEVICES** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• French PE-owned;	Manufacturers and installers of neurology
 Manufacturer of electromedical devices; 	diagnostics medical devices;
 Also assembles and installs the devices; 	Located in Europe;
Located in Italy.	Minimum EBITDA €1m.

Location: Italy

268998 - MEDICAL EQUIPMENT (CLICK REFERENCE TO ENQUIRE)

Acquisition Criteria
Manufacturers and distributors of medical
equipment;
 Products include rehabilitation and
orthopaedic equipment;
Located in Europe;
Minimum EBITDA £500k.

Location: Poland

269093 - PROSTHETICS, ORTHOTIC DEVICES & SPECIALIST SEATING (CLICK

REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• PE-owned;	Manufacturers of prosthetics, orthotic
 Manufacturer of prosthetics, orthotic devices and specialist seating; 	devices and specialist seating;Providers of structured rehabilitation
 Products include prosthetics and accessories; 	services.
Located in the UK.	Located in Europe;
	Minimum EBITDA £500k.

Location: England

255588 - DISPOSABLE SURGICAL INSTRUMENTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
US PE-owned;Manufacturer of infection control systems to	 Manufacturers of disposable/single-use surgical instruments;
healthcare companies;	Products to limit the spread of healthcare
 Products contain and dispose of infectious waste (single-use systems); 	associated infections;Located in Europe;
• Located in the UK and US.	Minimum EBITDA €500k.

Location: England

270911 - PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• PE-owned;	Manufacturers and distributors of
 Manufacturer of liquid pharmaceuticals; 	pharmaceuticals;
 Products include medicines for therapeutic areas such as cardiovascular and the central nervous system; 	Located in Europe and the US;Minimum EBITDA £250k.
Located in the UK.	

252050 - MEDICAL REPORTING & TESTING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• PE-owned;	Medical reporting/testing providers;
 Remote radiology reporting provider; 	 Medical imaging technologies;
 MC, CT and X-ray out-of-hours reporting; 	 Located across Europe;
Operates across the UK.	Minimum EBITDA £500k.

Location: England

264003 - DRUG DEVELOPMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• Dutch PE-owned;	Drug development services providers;
 Drug development, manufacturing, logistics and bioanalytical services; 	Based in Europe;Turnover in excess of €3m.
Located in Belgium.	

Location: Belgium

259838 - TESTING LABORATORIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• UK PE-owned;	Testing laboratories for genetic diseases;
 Genetic testing laboratory services provider; 	Located in Europe;
 Testing services include pre-natal, cancer, cardiovascular and personal genomic; 	Minimum EBITDA €500k.
Located in Spain.	

Location: Spain

260882 - BIOSAFETY TESTING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 French PE-owned; 	Biosafety testing services providers;
 Developer of transfection reagents for biological research; 	 Located in Europe or North America; Minimum EBITDA €1m.
Worldwide distribution network.	

Location: France

269864 - PHARMACEUTICAL DISTRIBUTION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK PE-owned;	Distributors of pharmaceutical products;
Distributor of pharmaceutical products;Provides training and quality control services;	 Services for compounding pharmacies and outpatient care;
 Located in Germany. 	Located in Europe;
	Minimum EBITDA £250k.

Location: Germany

HEALTHCARE PROVIDERS

267305 - HEALTH, PERSONAL & AGED CARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• Overseas;	Health, personal and aged care;
 Sub-division of a PE firm; 	Located in Europe;
 Focus on health, personal and aged care sectors; 	 Platforms with a minimum EBITDA of €3m.
Located in Belgium.	

Location: Belgium

259957 - ELDERLY PATIENT HEALTHCARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK PE-owned;	Healthcare providers for elderly patients;
Residential care homes for the elderly;	 Residential care: short stay or daytime visits;
Dementia and Alzheimer's care; 234 facilities agrees France Spain	Located in Europe excluding the UK;
 334 facilities across France, Spain, Switzerland and China; 	Minimum EBITDA €1m.
Located in France.	

Location: France

268677 - CARE SECTOR (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Japanese-listed;Group of companies operating in the HR,	 Companies operating in the HR, education and care sectors;
education and care sectors;	 Located globally;
 Multi-billion-Japanese Yen turnover (multi- million-pound turnover). 	• EBITDA >£1m.

262716 - VETERINARY & HUMAN TELE-HEALTH (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
PE-owned;	 Veterinary and human tele-health opportunities;
Veterinary business;UK-based.	Located globally;
	Any EBITDA or turnover considered.

Location: Scotland

16825 - VETERINARY CLINICS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Swedish PE-owned; 	Veterinary clinics;
 Large group of veterinary practices and 	 Located in the UK and ROI;
animal hospitals;	Minimum revenue £800k;
 Headquartered in the UK; 	Allied services such as crematoria,
European operations.	medicine manufacturers & distributors, digital businesses in the animal health space, pet insurance;
	 No interest in groomers, kennels, catteries, physios, ambulatory vets, etc.;
	 Located across Europe with a focus on the UK and ROI;
	 Substantially larger operations for these types of business.

Location: England

263833 - EYE CARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• PE-owned;	Eye care providers and clinics;
Eye care clinics;	Located in Europe;
 International coverage with 30 dedicated eye hospitals. 	Minimum EBITDA £500k.