



Langcliffe International

PROFESSIONAL & GENERAL SERVICES
BUYERS

ACQUISITIVE IN BENELUX

OCTOBER 2020

Sectors Featured Include: Financial General, Legal, Marketing
Communications, Media, Real Estate, Recruitment, Transport and
Travel

SECTORS

To view our buyers targeting Benelux-based opportunities in the Financial General, Legal, Marketing Communications, Media, Real Estate, Recruitment, Transport and Travel 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.

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FINANCIAL GENERAL

17217 - INSURANCE BROKING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Insurance brokers providing health, motor, business, home, leisure, motorcycle, pet, travel, truck, specialist niche and life insurance;• Headquartered in the UK.	<ul style="list-style-type: none">• Providers of insurance broking or associated services;• Located in Europe and the US;• Turnover >£5m.

Location: England

268260 - MOTOR INSURANCE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Irish privately-owned;• Motor insurance provider;• Actively acquisitive;• Headquartered in Dublin.	<ul style="list-style-type: none">• Insurance brokers;• Strong growth history;• Preference for the UK;• Will consider Europe;• Turnover up to £10m.

Location: Ireland

262239 - SPECIALTY INSURANCE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Leading speciality insurance and benefits brokerage firm;• Headquartered in the US;• Offices in the US, Canada, Bermuda and the UK.	<ul style="list-style-type: none">• Specialty insurance brokers;• Located in Europe;• Turnover >£5m.

Location: USA

257777 - INSURANCE SECTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas limited liability partnership;• Insurance group;• Located in the US.	<ul style="list-style-type: none">• Insurance sector;• Located globally;• Looking to expand outside the US;• Turnover in excess of £1m.

Location: USA

269983 - INSURANCE COMPARISON *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Price comparison enabler of insurance and financial offers (mortgages, TV, telephone, internet, electricity and gas);• Located in Italy.	<ul style="list-style-type: none">• Insurance and financial products comparison providers;• Insurance broker;• Located in Europe;• Minimum EBITDA €250k.

Location: Italy

266860 - FUND ADMINISTRATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Financial services company looking after HNWIs;• Operating across Europe and areas of South America.	<ul style="list-style-type: none">• Trustee and corporate services of a non private client nature;• Secretarial governance and administration services;• Located in the UK and Benelux;• Income in the range of £1m-£10m;• Generating a net bottom line profit ratio of at least 20% or can reach 20%+ in a reasonably short length of time;• Annuity of at least 30%, ideally more.

Location: England

267758 - INSURANCE BROKER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Insurance broker;• Specialist in the finance and leasing industry;• Located in the UK.	<ul style="list-style-type: none">• Insurance brokers (independent and chains);• Located in Europe, preferably the Netherlands;• Minimum EBITDA £500k.

Location: Wales

265042 - FINANCIAL RISK MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of treasury and risk management solutions;• Clients include corporates, private equity and infrastructure funds;• Located in the UK.	<ul style="list-style-type: none">• Providers of financial risk management solutions;• Management of interest rates, foreign exchange, cash, banking;• Located in Europe;• Minimum EBITDA £250k.

Location: England

15937 - PAYMENT PROCESSING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of international money transfers;• Allows money to be transferred cross-border quickly;• Located in the UK.	<ul style="list-style-type: none">• Developers and providers of payment processing;• Located in Europe;• Minimum EBITDA £250k.

Location: England

LEGAL

264874 - LEGAL TECH *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Publisher of rankings and directories for the legal sector;• Located in the UK.	<ul style="list-style-type: none">• Developers of technology for the legal sector;• Provided on a subscription basis;• Located in Europe;• Minimum EBITDA £500k.

Location: England

5799 - PATENT & TRADEMARK ATTORNEYS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Patent and trademark attorney group;• Provides licencing, translation and paralegal services;• Operates across Europe and the US.	<ul style="list-style-type: none">• Patent and trademark attorneys;• Providers of attorney and support services;• Located in Europe and the US;• Minimum EBITDA £500k.

Location: Scotland

269914 - RISK & LEGAL ADVISORY *(CLICK REFERENCE TO ENQUIRE)*

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

Location: England

MARKETING COMMUNICATIONS

259386 - MARKETING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Irish privately-owned;• Software tools provider;• Looks at app engagement across a variety of industries;• Global operations.	<ul style="list-style-type: none">• Marketing solutions;• Aim to maximise revenue generation;• Located globally;• Turnover in excess of £1m.

Location: Ireland

269684 - ADVERTISING PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Out-of-home advertising platform operator;• Located in the US.	<ul style="list-style-type: none">• Operators of alternative, non-standard advertising platforms;• Located in Europe;• Turnover >£5m.

Location: USA

265480 - DIGITAL AGENCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• IT service management company;• Offers several technology-led services;• Operations across the UK and Nordics.	<ul style="list-style-type: none">• Cloud service businesses and digital agencies;• SaaS delivery and managed services businesses;• Located across Europe;• Turnover in the range of £3m-£30m;• 20% EBIT.

Location: England

269127 - BUSINESS COMMUNICATION CONSULTANCY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Business communications consultancy;• Provides capital markets, content development, brand positioning, research and analysis;• Operates globally.	<ul style="list-style-type: none">• Business communication consultancies;• Customer sectors include healthcare, hospitality, public sector, technology and travel;• Located globally;• Minimum EBITDA £500k.

Location: England

16744 - CREATIVE AGENCIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Group of agencies which offer a range of marketing communications for consumer and B2B businesses;• Services offered include advertising, public relations, design and brand strategy, digital marketing;• Located in the UK.	<ul style="list-style-type: none">• Creative agencies offering marketing and B2B services;• Located in Europe;• Minimum EBITDA £500k.

Location: England

260401 - DATA ANALYTICS & DIGITAL MARKETING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Technology developer and marketing business combined to connect customers with businesses;• Offices in the UK and US.	<ul style="list-style-type: none">• Data analytics providers and digital marketing services;• Located in Europe and US;• Minimum EBITDA £1m.

Location: England

260656 - PRODUCT STRATEGY CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of product strategy services to the biopharmaceutical industry;• Services include clinical investment advice, new product planning, market research;• Located in the UK with offices in the US, India and China.	<ul style="list-style-type: none">• Providers of product strategy consultancy services in the biopharmaceutical market;• Supporting blue-chip clients with analysis to facilitate business decisions;• Located in Europe and US;• Minimum EBITDA £500k.

Location: England

265287 - SECURITY EVENTS & EXHIBITIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Trade exhibitions organiser;• Specialist in the commercial security industry;• Located in the UK.	<ul style="list-style-type: none">• Security events organisers and exhibitions businesses;• Located in Europe;• Minimum EBITDA £1m.

Location: England

264776 - BROAD MARKET RESEARCH *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Market research company;• Services include branding & communication, customer experience and innovation;• Two proprietary platforms;• One for connecting with customers;• One for digital research;• Offices located globally.	<ul style="list-style-type: none">• Broad market research;• Large marketing firms that assist in bringing a product to market;• Europe with a preference for Benelux and DACH;• EBITDA above €1m.

Location: Belgium

268915 - DIGITAL MARKETING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• International digital marketing provider;• Services include analytics, paid search and search engine optimisation;• Headquartered in London;• Operates internationally.	<ul style="list-style-type: none">• Digital marketing providers;• Services to include paid search, programmatic and analytics services;• Located globally;• Minimum EBITDA £250k.

Location: England

265926 - CORPORATE & TRUST SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Corporate services provider;• Services provided include trust services, fund services, accounting & tax, eGaming & eCommerce;• Located in the Isle of Man.	<ul style="list-style-type: none">• Corporate and trust services providers;• Financial consultancies;• Located in Europe;• Minimum EBITDA £500k.

Location: Isle of Man

260851 - DIGITAL MARKETING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of relevant special offers on check-out pages;• Serves online shops, portals and publishers;• The business has a partner network of 600 online shops in Germany, UK, France, Netherlands, Austria, Switzerland and Spain;• Active in a variety of sectors;• Located in Germany.	<ul style="list-style-type: none">• Affiliate businesses, omnichannel marketing, e-mail marketing, couponing, vouchers & customer incentivisation, online big data & customer analytics, re-targeting and cross device marketing;• Located in Europe or the US;• Turnover in the range of €3m-€100m;• EBITDA in the range of €500k-€15m.

Location: Germany

265488 - DIGITAL CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Consultant for digital marketing and strategies;• Services range from lead nurturing, SEO, SEA and social media to remarketing and marketing automation;• Headquartered in Belgium.	<ul style="list-style-type: none">• Digital consultants focused on brand, creative and CRM strategy;• Located across Europe;• Minimum EBITDA €1m.

Location: Belgium

269453 - HEALTHCARE CONSULTING & COMMUNICATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Consulting and communications group;• Focus on healthcare and medicine;• Headquartered in Belgium;• Further offices in France.	<ul style="list-style-type: none">• Healthcare and pharma consultancies;• Multimedia products developers focusing on the healthcare, health and pharma sector;• Digital health businesses;• Located globally;• Minimum EBITDA €1m.

Location: Belgium

11424 - HEALTHCARE MARKETING & PUBLISHING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Integrated media and marketing services provider;• Focused on healthcare;• Offices in the UK, US and China.	<ul style="list-style-type: none">• Healthcare-related marketing and publishing providers;• Multi-platform businesses with magazines, events, research and online portals;• Located in the UK, Continental Europe, US or China;• Turnover in excess of £3m.

Location: England

264113 - ALCOHOL MARKET INFORMATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• B2B data and information provider on the alcohol industry;• Located in the UK, US and Singapore.	<ul style="list-style-type: none">• Providers of market information for the alcohol industry;• Local market insight providers and analysis;• Located internationally;• Minimum EBITDA £500k.

Location: England

6761 - OUTSOURCED MARKETING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of outsourced multichannel marketing services;• Improves the efficiency of customers complex marketing operations;• Located in the UK.	<ul style="list-style-type: none">• Providers of outsourced online and offline marketing services;• eCRM, content creation, print management, strategic planning;• Located in Europe;• Minimum EBITDA £250k.

Location: England

261499 - BRANDED PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Distributor and provider of marketing and sales for brands;• Represents international brands active in food, non-food, confectionery and beverages industries;• Has networks across all distribution channels;• Services include market research, purchasing, logistics, warehousing, distribution and sales;• Distribution channels across Europe.	<ul style="list-style-type: none">• Distributors of branded products;• Offering marketing, sales and distribution services to brands;• Located across Europe;• EBITDA margin above 15%.

Location: Denmark

266400 - DATA ANALYTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Specialist data analytics and software;• Provides analytics, data science and research solutions;• Located in the UK.	<ul style="list-style-type: none">• Data analytics providers;• Providing customer data, cookie-based tracking, passive metering data, location, rich media, demographics, etc.;• Located in Europe;• Minimum EBITDA £500k.

Location: England

262771 - MARKETING COMMUNICATIONS & SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• International marketing and communications group;• Three business arms focused around technology driven marketing, secure identification & traceability solutions and digital print production & support services;• Present in 15 countries with a global sales reach.	<ul style="list-style-type: none">• Marketing communications:<ul style="list-style-type: none">○ e-Commerce and tech,○ Data analytics,○ Consulting, and○ System development;• Other marketing services including identification technologies, graphic design, scanning solutions, print and payment technology;• Located globally, with a focus on Europe, particularly Benelux, DACH and UK;• Any size;• Event and exhibition businesses;• UK-based;• Any size with a particular interest in distressed deals.

Location: England

MEDIA

269981 - ONLINE PLATFORMS *(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.• Headquartered in Germany.	<ul style="list-style-type: none">• Online platforms with paid digital subscription or SaaS companies;• Early start-ups excluded, a business model must be proven and generating profit;• B2B preferred but B2C possible;• Goal is to acquire a significant majority;• Located globally;• Revenue between €1m-€20m;• EBITDA margin >10%.

Location: Germany

263149 - EDUCATIONAL CONTENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of educational content in both print and digital formats;• Content for primary and secondary schools;• Headquartered in the UK.	<ul style="list-style-type: none">• Educational content providers;• Digital and print;• Located in Europe;• Turnover >£5m.

Location: Ireland

269103 - TELEVISION PRODUCTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Independent television production business;• Specialises in natural history documentaries;• Operates across Europe and the US.	<ul style="list-style-type: none">• Television production companies specialising in natural history programmes;• Located globally;• Minimum EBITDA £500k.

Location: England

11523 - MEDIA EQUIPMENT & SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of camera equipment and crew to broadcasters and production companies;• Involved in major UK TV shows;• Provides a range of equipment including camera, lenses, filters, lighting, IT and vehicles;• Located in the UK.	<ul style="list-style-type: none">• Equipment/service suppliers to the media sector;• Based in Europe or the US;• Minimum EBITDA £250k.

Location: England

255228 - MUSIC SUBSCRIPTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Media company;• In-store music provider for retailers, health clubs and pubs;• Provides corporate messaging and brand support via subscriptions;• Operates in the UK, US and China.	<ul style="list-style-type: none">• Music subscription providers;• Customised in-store music for retailers, health clubs, pubs, restaurants etc.;• Located in Europe and the US;• Minimum EBITDA £500k.

Location: England

251003 - PUBLISHING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Media company;• Publishes newspapers and magazines;• New media, digital technology, retail and television interests;• History of acquisitions;• Located in Scotland.	<ul style="list-style-type: none">• Publishing companies;• Located globally;• Any size.

Location: Scotland

269925 - BROADCASTING & NEW MEDIA AI *(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 wide range of broadcasting and new media products and solutions for live events;• Products 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

269927 - MEDIA BRANDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Multimedia group;• Operates through a number of media and advertising brands;• Active in Belgium, the Netherlands, the UK and Ireland.	<ul style="list-style-type: none">• Brands active across different forms of media;• Advertising and marketing brands;• Located across Europe;• Minimum EBITDA €1m.

Location: Belgium

269395 - MEDIA BRANDS & MULTIMEDIA FORMS *(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

REAL ESTATE

269926 - HEALTHCARE REAL ESTATE *(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;• Investment between €10m-€250m.

Location: Belgium

269926 - REAL ESTATE *(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 real estate;• Headquartered in Western Europe;• Investment between €10m-€250m.

Location: Belgium

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

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

Location: Luxembourg

268975 - HOTELS & REAL ESTATE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK investment manager;• Provides a real estate asset management service;• Across the asset classes of office, retail, hotel, industrial and multi-use;• Global operations.	<ul style="list-style-type: none">• Hotel or other real estate operating businesses;• Senior living/social care, hospitality and residential all considered;• Also shipping and any asset heavy distressed deals;• Located in Europe;• EV in the range of £5m-£30m;• EBITDA in the range of £1m-£6m.

Location: England

263372 - AGENCY LEASING & CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US-listed;• Real estate services provider;• History of M&A;• Located in Chicago.	<ul style="list-style-type: none">• Consultancies, agency leasing and facility services businesses;• Located globally;• Any size considered.

Location: USA

RECRUITMENT

256304 - BLUE-COLLAR STAFFING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Staffing business specialising in providing engineering staff to the IT, automotive, industrial and construction sectors;• Located in Japan.	<ul style="list-style-type: none">• Blue-collar staffing businesses;• Serving the IT, automotive and construction sectors;• Located globally;• EBITDA >£1m.

Location: Japan

263269 - ENGINEERING & CONSTRUCTION RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Specialised temporary employment agency;• Engineering, technical and construction sector focus;• Local and international recruitment.	<ul style="list-style-type: none">• Engineering and construction recruitment firms;• Located in mainland Europe;• Turnover in excess of £10m.

Location: Belgium

251853 - GENERAL RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Recruitment business with seven operating divisions;• Places permanent, temporary and daily/hourly staff;• Active across construction, security, telecoms, logistics, rail and aviation industries;• Offices in the UK, Australia and the UAE.	<ul style="list-style-type: none">• Recruitment businesses;• Active across a variety of sectors;• Located globally;• Turnover above £1m.

Location: England

258300 - EXECUTIVE RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Executive recruitment firm specialising in audit, compliance, financial crime, cyber security, risk, legal and life science sectors;• Supplies mid-senior level professionals through executive search, contingent search and contact & interim search;• APSCo member in the UK;• Offices in New York, Hong Kong, Dubai and São Paulo.	<ul style="list-style-type: none">• Executive recruitment firm focusing on the same/similar sectors;• Offices in Europe, UK, both Americas and Asia;• Maximum turnover £7m.

Location: England

262769 - OUTSOURCED TRAINING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Outsourced IT recruitment and training services provider;• Sectors served include finance, insurance, consumer goods, energy, healthcare;• Located in the Netherlands.	<ul style="list-style-type: none">• Outsourced training services and recruitment providers for graduates;• Located in Europe;• Minimum EBITDA £250k.

Location: Netherlands

11244 - RECRUITMENT TECHNOLOGY & JOB SITE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Part of a global group;• Online job site and provider of human capital solutions;• Works with the vast majority of Fortune 1000 companies;• Has a presence in 60 markets globally.	<ul style="list-style-type: none">• Recruitment technology businesses or job sites;• No interest in recruitment agencies;• Active across a range of sectors;• Located across Europe and the US;• Minimum EBITDA c.£1m.

Location: England

4708 - TECHNICAL RECRUITMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Interim and permanent recruitment firm;• Focus on broad IT, engineering, business change and contractors;• Offices nationwide.	<ul style="list-style-type: none">• Recruitment firms operating in technical fields;• No interest in industrial or commercial;• Located in the UK or Benelux;• Will consider distressed contract businesses in IT or white-collar engineering;• Contracts from £250k.

Location: England

269874 - ENERGY & INFRASTRUCTURE RECRUITMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Specialised recruitment service provider for global energy and infrastructure;• Located in UK.	<ul style="list-style-type: none">• Recruitment agencies for global energy and infrastructure;• Located globally;• Minimum EBITDA £250k.

Location: England

269601 - BLUE-COLLAR STAFFING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Provider of recruitment services;• Places candidates across food, tourism, hospitality, consumer, industrial, retail and automation sectors;• Offers orientation and training courses to candidates;• Active across Italy.	<ul style="list-style-type: none">• Recruitment businesses;• Blue-collar staffing services;• Keen to enter into new markets;• Sweet spots are Benelux, France and Germany;• EBITDA >€1m.

Location: Italy

262259 - TEMPORARY RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Temporary and full-time staffing company;• Places temporary workers and assistants across a range of sectors;• Offices across Belgium, the Netherlands and Germany.	<ul style="list-style-type: none">• Temporary recruitment firms;• Firms placing students into temporary and part-time roles;• Located across the Benelux, DACH and UK;• Minimum EBITDA £2m.

Location: Belgium

260430 - HEALTHCARE RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Employment agency;• Focus on students and young professionals;• Provides flexible staffing solutions to health Institutions, municipalities and housing associations;• Offices across the Netherlands.	<ul style="list-style-type: none">• Healthcare recruitment firms;• Located in the UK, Germany and Benelux;• Minimum EBITDA €2m.

Location: Netherlands

258325 - RECRUITMENT FIRMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• International recruitment firm;• Specialists in aerospace & aviation, F1 & motorsport, engineering & defence and marine;• Headquartered in the UK with offices in Europe and Abu Dhabi.	<ul style="list-style-type: none">• Recruitment firms with a similar sector focus;• Based in Europe;• EBITDA up to £1m.

Location: England

268305 - OFFSHORE, OIL & GAS AND RENEWABLE RECRUITMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • Inspection and recruitment company; • Serves the global energy market; • Places candidates across Europe; • Inspection services offered across the UK. 	<ul style="list-style-type: none"> • Offshore, oil & gas and renewable recruitment firms; • Placing technical inspection, contract and design candidates; • Located internationally; • Size is dependent on contracts.

Location: England

269539 - TEMPORARY STAFFING & HR (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Dutch PE-owned; • Temporary recruitment firm; • Operates under numerous brands across Belgium, the Netherlands and Poland; • Also offers HR & payroll services, service checks and care in the home; • Headquartered in Belgium. 	<ul style="list-style-type: none"> • Providers of HR solutions and temporary staffing; • HR and payroll technologies; • Located in Europe; • EV up to €500m.

Location: Belgium

261085 - TEMPORARY RECRUITMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Dutch PE-owned; • Group of five recruitment companies; • Specialises in temporary recruitment and secondment; • Covers technical craftsmen, engineering professionals and specialist staffing; • Offices located globally. 	<ul style="list-style-type: none"> • Recruitment agencies focusing on temporary staff; • Serving the Dutch staffing market; • Revenue in excess of €5m.

Location: Netherlands

3177 - PROFESSIONAL & TECHNICAL STAFFING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Provider of HR services;• Operates across a wide range of sectors;• Services offered across the UK.	<ul style="list-style-type: none">• Professional and technical staffing businesses;• Managed service providers;• Located in Europe and Asia;• Minimum EBITDA of £1m.

Location: England

265962 - ONLINE RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• AI Powered start up online hiring agency;• Exclusively online service offering;• Headquartered in the UK.	<ul style="list-style-type: none">• Online recruitment firms;• AI or IPR available to develop business;• Located across Europe;• Turnover up to £5m.

Location: England

TRANSPORT

4907 - COURIER & DELIVERY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Courier, logistics, mailings, fulfilment and warehousing services specialist;• Operates internationally.	<ul style="list-style-type: none">• Courier and delivery specialists;• Logistics and fulfilment space;• B2B focus;• Based in Europe;• Turnover up to £10m.

Location: England

264412 - LOGISTICS & TRANSPORTATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of customised transportation and logistics services;• For time critical high-value goods;• Located in the US.	<ul style="list-style-type: none">• Providers of logistics and transportation services;• Located in Europe;• Turnover >£5m.

Location: USA

13666 - FOURTH PARTY LOGISTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Fourth party logistics provider;• Designs and manages bespoke supply chain solutions;• Markets include high-end fashion & luxury goods, healthcare, automotive and agriculture;• Operates throughout the UK and Europe.	<ul style="list-style-type: none">• Fourth party logistics providers;• Located in the UK;• European presence of interest;• Turnover c.£1m.

Location: England

265028 - TRANSPORT LOGISTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of logistics services;• Focused on transport and warehouse management;• Located in the Netherlands.	<ul style="list-style-type: none">• Transport logistics businesses with a focus on management;• Mission critical, time critical and express logistics;• Asset light businesses;• Located in Europe;• Turnover in excess of €2m.

Location: Netherlands

255339 - POST & PARCEL DELIVERY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Main Market-listed;• Post and parcel delivery provider;• Operates worldwide through a network of wholly-owned subsidiaries and partner companies.	<ul style="list-style-type: none">• Post and parcel delivery service providers;• Serving consumers, businesses and communities across the UK;• European couriers;• Minimum EBITDA of £1m.

Location: England

269258 - OIL & CHEMICAL TANKER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• International provider of maritime transport services;• Services in dry cargo, product tankers, containership, ship management and related services;• Headquartered in Italy.	<ul style="list-style-type: none">• Provider of oil and chemical tanker services;• Includes transportation, ship management and crew provision;• Operations in bunkering;• Located globally;• Minimum EBITDA €1m.

Location: Italy

9382 - LOGISTIC SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• International logistics services provider;• Offers logistics services to the retail, wholesale, oil, energy and other sectors;• History of acquisitions;• Operates in the UK, South Africa and Asia.	<ul style="list-style-type: none">• Logistics services providers;• Focus on technology;• Located globally;• EBITDA up to £2m.

Location: England

1696 - FREIGHT FORWARDING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Integrated logistics business;• Services include logistics, freight forwarding, supply chain solutions and ISO tank solutions;• Headquartered in Hong Kong;• Operates globally.	<ul style="list-style-type: none">• Pure freight forwarding companies;• Located globally;• Turnover above £2m.

Location: Hong Kong

9638 - EXPRESS/TIME CRITICAL FREIGHT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Expedited freight transport and logistics services provider;• Road and air freight, air charter, on-board courier and freight forwarding;• History of acquisitions;• Operates worldwide.	<ul style="list-style-type: none">• Express delivery/time critical freight services;• For a range of sectors;• Located globally;• Turnover in the range of £1m-£5m.

Location: England

255389 - PHARMACEUTICAL DISTRIBUTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Pharmaceuticals storage and distribution provider;• Operates across Europe.	<ul style="list-style-type: none">• Packaging and distribution providers serving the pharmaceutical industry;• Located in Europe, Asia and North America;• Minimum EBITDA £1m.

Location: England

253603 - THIRD-PARTY LOGISTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• JSE-listed;• Logistics provider;• End-to-end supply chain;• Located in South Africa;• Offices located globally.	<ul style="list-style-type: none">• Third-party logistics providers;• Non-asset based;• Located globally;• Minimum EBITDA £1m.

Location: South Africa

268814 - TRANSPORT & LOGISTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Transport and logistics solutions provider;• Serves a range of sectors;• Active across Europe;• Headquartered in Belgium.	<ul style="list-style-type: none">• International transport and logistics operations;• Located across Europe;• Minimum EBITDA of €1m.

Location: Belgium

254482 - ROAD HAULAGE, WAREHOUSING & DISTRIBUTION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Transport business;• Part of a well-financed investment group.	<ul style="list-style-type: none">• Road haulage, warehousing and distribution sectors;• Located in the UK, US and Europe;• Turnover in the range of £10m-£100m.

Location: England

264297 - LOGISTICS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Provider of supply chain logistics;• Located in Japan;• Operates globally.	<ul style="list-style-type: none">• Logistics providers;• No interest in retail logistics;• Located worldwide;• EBITDA >£700k.

Location: Japan

2698 - HEALTH & PHARMA LOGISTICS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Global courier;• Transports products for use in clinical trials.	<ul style="list-style-type: none">• Logistics businesses;• For the health and pharma sector;• Located globally;• Turnover up to £8m.

Location: England

TRAVEL

269227 - MARKETPLACE PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Group of online travel marketplaces;• Accommodation includes self-catered cottages, apartments, lodges and/or hotels;• Last minute holiday focus;• Located in the UK.	<ul style="list-style-type: none">• Marketplace platforms for holiday and hotel rentals;• Preferably organic, last minute and/or deal-based traffic;• Located in Europe;• Turnover up to £10m.

Location: England

6753 - CORPORATE TRAVEL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Premium corporate travel management provider;• Event management service provider;• Provides protection for employees and strategic insights (business intelligence, consultancy);• Located in the UK.	<ul style="list-style-type: none">• Providers of premium corporate travel;• Developers of travel management technology;• Located in Europe;• Minimum EBITDA £500k.

Location: England

255392 - CHAFFEUR SERVICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Transport provider for corporates;• Provides chauffeur services for roadshows and events;• Located in the UK.	<ul style="list-style-type: none">• Transportation services for corporates;• Software to manage bookings;• Located internationally;• Minimum EBITDA £500k.

Location: England

6370 - TRAVEL AGENCY & TOURIST TRAVEL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Tourism group;• Active in incentive schemes and congresses, event management, outdoor management training, safaris, sport and activities group, spas, hotels and transportation;• Headquartered in the Czech Republic;• Operates globally.	<ul style="list-style-type: none">• Tour and package holiday providers;• Tourist travel;• Travel agencies;• Spas and hotels;• Event management businesses;• Located globally;• Minimum EBITDA of £250k.

Location: Czech Republic

25550 - ONLINE TRAVEL AGENCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Online travel agency;• Based in the Netherlands;• Operations throughout Europe.	<ul style="list-style-type: none">• Online travel agencies;• Pure travel agencies with no interest in tour operators;• Located in the UK and Europe;• Turnover in the range of €10m-€200m.

Location: Netherlands

8228 - RETAIL, TRAVEL, HOSPITALITY & EDUCATION SECTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Large conglomerate operating across numerous industries;• Services focus on the retail, travel technology, aviation, hospitality and education sectors;• Headquartered in Asia.	<ul style="list-style-type: none">• Business entities within the retail, travel technology, aviation, hospitality and education sectors;• Includes luxury hotels, resorts, restaurants, travel agencies, flight services and educational institutions for the tourism & aviation sector;• Located globally;• Any size.

Location: UAE

252075 - BUS OPERATOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Bus operator;• Offers public transport;• Located in Scotland.	<ul style="list-style-type: none">• Bus operators;• Located within Europe;• No interest in Bulgaria;• Turnover up to £10m.

Location: Scotland

268722 - TOUR OPERATOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of trips and tours;• Trips and tours depart from the Netherlands and go to Scandinavia and Northern Europe.	<ul style="list-style-type: none">• Tour operators;• Travel businesses;• Located in Europe with a focus on Scandinavia and Northern Europe;• Minimum EBITDA of €1m.

Location: Netherlands

268453 - TRAVEL AGENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Travel agency specialising in low-cost package holidays;• Large network of branches;• Located in Japan.	<ul style="list-style-type: none">• Package holiday travel agents;• Located globally;• EBITDA >£1m.

Location: England