



# Langcliffe International

AGRICULTURE, CONSTRUCTION &  
ELECTRONIC BUYERS

ACQUISITIVE IN ITALY

NOVEMBER 2020

**Sectors Featured Include:** Agriculture, Building Products,  
Construction and Electronic



## SECTORS

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## AGRICULTURE

### 264047 - CROP, ANIMAL & PUBLIC HEALTH CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer and distributor of crop care, animal health and public health agricultural products;</li><li>• Products include vitamins, animal feed, pesticides and fertilisers;</li><li>• History of acquisitions;</li><li>• Located in Singapore;</li><li>• Operates worldwide.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers, formulators and proprietary license owners in livestock, crops and related businesses;</li><li>• Distributors, importers and wholesalers of crop care, animal health and public health products;</li><li>• Located globally;<ul style="list-style-type: none"><li>○ Excluding South America and Eastern Europe;</li></ul></li><li>• Turnover in the range of £3m-£50m.</li></ul>

**Location: Singapore**

### 254242 - SEEDS, PESTICIDES & CROP PROTECTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Supplier of crop protection, seeds and animal care products;</li><li>• Services farmers across the UK;</li><li>• History of acquisitions.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of seed, pesticide and crop protection;</li><li>• Located across Europe;</li><li>• Turnover up to £100m.</li></ul>

**Location: England**

### 263292 - HORTICULTURAL PRODUCTS & GREENHOUSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Designer and manufacturer of high-performance aluminium roof and sidewall systems;</li><li>• Headquartered in the Netherlands.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of aluminium horticultural product parts;</li><li>• Greenhouse designers and manufacturers;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Netherlands**

## 269928 - ANAEROBIC DIGESTION EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Manufacturer and retailer of biogas installations;</li><li>• Products designed for cattle farms, pig farms and water purification stations;</li><li>• Production sites across Europe;</li><li>• Distribution partners allow a global product offering.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of anaerobic digestion equipment;</li><li>• Distributors of farming and biogas equipment;</li><li>• Located globally;</li><li>• Sales of €10m-€250m.</li></ul>

**Location: Belgium**

## 269926 - TROPICAL AGRICULTURE *(CLICK REFERENCE TO ENQUIRE)*

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

**Location: Belgium**

## 3075 - LIVESTOCK NUTRITION/MANUFACTURING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Main Market-listed;</li><li>• Supplier of agricultural and engineering products and services;</li><li>• Operations throughout the UK, Europe, the Middle East and North America;</li><li>• Track record of acquisitions in the sector.</li></ul>	<ul style="list-style-type: none"><li>• Specialist livestock nutrition/manufacturing;</li><li>• Must have some kind of USP, niche or intellectual property;</li><li>• UK-based;</li><li>• May consider Europe;</li><li>• Turnover up to £25m.</li></ul>

**Location: England**

**10389 - CROP PRODUCTION** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• AIM-listed;</li><li>• International group;</li><li>• Three business segments are agriculture, engineering and food service;</li><li>• Track record of acquisitions.</li></ul>	<ul style="list-style-type: none"><li>• Agriculture, especially crop production;</li><li>• Particularly tea, avocados, macadamia nuts and other nuts;</li><li>• Also interested in European vertical integration i.e. marketing, consumer, branding etc.;</li><li>• Must be substantial;</li><li>• Located globally;</li><li>• Any size.</li></ul>

**Location: England**

## BUILDING PRODUCTS

### 264152 - SOLID SURFACES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of kitchen work surfaces;</li><li>• Part of a well-financed investment group.</li></ul>	<ul style="list-style-type: none"><li>• Solid surface businesses;</li><li>• Manufacturing and distribution will be considered;</li><li>• Materials include granite, marble, quartz and corian;</li><li>• Located in the UK, US and Europe;</li><li>• Turnover above £2m.</li></ul>

**Location: England**

### 268905 - GATE, FENCE & RAILING PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of products for gate, fence and railing professionals;</li><li>• Materials used include steel, stainless steel, aluminium and nylon;</li><li>• Based in the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of products for gate, fence and railing professionals;</li><li>• Located globally;</li><li>• Turnover &gt;£5m.</li></ul>

**Location: USA**

### 10431 - BATHROOM PRODUCTS & ACCESSORIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Designer and manufacturer of bathroom products;</li><li>• Products include showers baths, mirrors and taps;</li><li>• Part of a well-financed investment group.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of bathroom products and accessories;</li><li>• Located in the UK, US and Europe;</li><li>• Target turnover in the range of £5m-£200m.</li></ul>

**Location: England**

## 270276 - PU INSULATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• ENX-listed;</li><li>• Producer of polyurethane producer;</li><li>• Core portfolio is organised into four business units – flexible foams, insulation, bedding and automotive;</li><li>• Has joint ventures in certain business lines to expand product offering;</li><li>• Market products under well-known brands and product ranges;</li><li>• Operates from over 50 plants located globally;</li><li>• Looking to expand certain business lines through inorganic growth;</li><li>• c.€250m available for investments.</li></ul>	<ul style="list-style-type: none"><li>• High performance PU insulation solutions;<ul style="list-style-type: none"><li>○ Designed for thermal and acoustic applications in the construction market;</li></ul></li><li>• Manufacturers of technical foams;<ul style="list-style-type: none"><li>○ Designed for applications such as sealing and silencing;</li><li>○ Manufactured for use in cars, industrial equipment, domestic cleaning equipment, filters and packaging;</li></ul></li><li>• Located globally;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Belgium**

## 17766 - CONSTRUCTION PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• AIM-listed;</li><li>• Manufacturer of building and construction products;</li><li>• Specialises in clay pipes, plastic drainage, ducting and concrete products;</li><li>• Products manufactured in the UK and exported globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of construction-orientated products:<ul style="list-style-type: none"><li>○ Heavy clay brick and roof tiles,</li><li>○ Garden pot manufacturers,</li><li>○ Concrete businesses but not supply or fitting services;</li></ul></li><li>• Plastic extrusion, injection moulding, rotational moulding and vacuum forming;</li><li>• No interest in contracting;</li><li>• PVC or polyolefin recycling;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €500k.</li></ul>

**Location: England**

### 258189 - BATHROOM FIXTURES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer and distributor of bathroom fixtures;</li><li>• Products include baths, showers, sinks, toilets and cupboards;</li><li>• Supplies online and to high-street retailers, as well as trade showrooms;</li><li>• Over 300 employees.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and distributors of bathroom fixtures;</li><li>• UK-based;</li><li>• Also keen to expand into Europe and the US;</li><li>• Turnover above £2.5m.</li></ul>

**Location: England**

### 250196 - ALUMINIUM WINDOW PROFILES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Luxembourg PE-owned;</li><li>• Designer and manufacturer of aluminium profile systems;</li><li>• Products designed for use in the residential and renovation sector;</li><li>• Products include doors, windows, roof systems, conservatories, etc;</li><li>• Products sold to a network of partner fabricators and installers;</li><li>• Manufacturing sites across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of aluminium profiles for windows;</li><li>• Vertically integrated and not simple extrusion companies;</li><li>• No interest in high rise or project development;</li><li>• Located in Europe with a focus on Germany;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Belgium**

### 268573 - DOORS, FLOORING & KITCHEN FURNITURE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Manufacturer and distributor of interior doors, flooring and kitchen furniture;</li><li>• Headquartered in Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and distributors of doors, flooring &amp; kitchen furniture;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €2m.</li></ul>

**Location: Belgium**



## 267574 - TILES & GRIDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Manufacturer of ceiling tiles and grids for commercial buildings;</li><li>• Sold across 11 countries;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and installers of metal ceiling tiles, mineral fibre tiles and grids;</li><li>• Products used in schools, hospital, offices;</li><li>• Ceiling design specialist and wool material producers;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: England**

## 252808 - WINDOWS, DOORS, BLINDS & FACADES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer of windows, doors, blinds and facades;</li><li>• Operations in the UK, Scandinavia, DACH, CEE and Southern Europe.</li></ul>	<ul style="list-style-type: none"><li>• Window manufacturers in new geographical markets (e.g. Benelux);</li><li>• Window, door, blind and facade manufacturers in established markets (the UK, Scandinavia, DACH, CEE and Southern Europe);</li><li>• Turnover &gt;€20m.</li></ul>

**Location: Austria**

## CONSTRUCTION

### 16914 - LUXURY GARDEN BUILDINGS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Manufacturer and supplier of bespoke greenhouses and glasshouses;</li><li>• Products vary in size and can be glass-to-ground, brick-base or lean-to;</li><li>• Distinctive, high-end brand;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of luxury or bespoke garden buildings;</li><li>• Based in the UK, Europe or the US;</li><li>• Turnover up to £10m;</li><li>• EBITDA &gt;£800k.</li></ul>

**Location: England**

### 268640 - DETACHED HOUSES & APARTMENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Japanese-listed;</li><li>• Construction company;</li><li>• Focuses on detached houses and apartment complexes;</li><li>• Multi-billion-dollar turnover;</li><li>• Operates across the Far East.</li></ul>	<ul style="list-style-type: none"><li>• Construction of detached houses and apartment complexes;</li><li>• Located globally;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: Japan**

### 268457 - CONSTRUCTION & ENGINEERING CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Japanese-listed;</li><li>• Construction and engineering consultancy;</li><li>• Specialises in infrastructure and urban development;</li><li>• Operates across the Far East.</li></ul>	<ul style="list-style-type: none"><li>• Construction and engineering consultancies;</li><li>• Located globally;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: Japan**

## 268470 - ENGINEERING CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Japanese-listed;</li><li>• Engineering consultancy;</li><li>• Specialises in natural disaster prevention, water and waste water management and the urban environment;</li><li>• Operates across East Asia.</li></ul>	<ul style="list-style-type: none"><li>• Engineering consultancies specialising in natural disaster prevention and water &amp; waste water management;</li><li>• Located globally;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: Japan**

## 268999 - INDUSTRIAL CONTRACTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Industrial contractors;</li><li>• Operating in three core areas - dredging, infrastructure, contracting and real estate;</li><li>• Headquartered in Belgium;</li><li>• Operates internationally.</li></ul>	<ul style="list-style-type: none"><li>• Industrial contractors;</li><li>• Services offered in marine, renewable energy, soil decontamination, construction, multi-technics, rail, utilities and real estate development;</li><li>• Located in Europe;</li><li>• EBITDA above €1m.</li></ul>

**Location: Belgium**

## 15070 - MULTI-DISCIPLINARY CONSULTING ENGINEERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Multi-disciplinary consulting engineers;</li><li>• Also offers complementary services in building consultancy, project management and planning services;</li><li>• Services include structural engineering, building consultancy, civil engineering and building services;</li><li>• Headquartered in the UK with services in the Middle East and Australia.</li></ul>	<ul style="list-style-type: none"><li>• Multi-disciplinary consulting engineers;</li><li>• Offering consultancy, project management and planning services;</li><li>• Located globally;</li><li>• Minimum EBITDA £500k.</li></ul>

**Location: England**

**267272 - ENGINEERING & CONSTRUCTION CONSULTANCY** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Provider of management, engineering and development consulting services;</li><li>• Services include commissioning, construction management, procurement, management consultancy, project implementation and process control;</li><li>• Serves the mining metallurgical, energy and infrastructure sectors.</li></ul>	<ul style="list-style-type: none"><li>• Engineering and construction consulting services;</li><li>• Operating in a range of sectors;</li><li>• Located globally;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: Canada**

**269116 - INTERIOR DESIGNERS** (CLICK REFERENCE TO ENQUIRE)

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

**Location: England**

**259557 - ENGINEERING SERVICES** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• International engineering group;</li><li>• Services include (but not limited to) engineering, architecture, urban planning and consulting;</li><li>• Markets include road, civil, urban development, water and environment.</li></ul>	<ul style="list-style-type: none"><li>• Engineering services;</li><li>• Located globally;</li><li>• Any size.</li></ul>

**Location: France**

### 268455 - ENVIRONMENTAL CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Japanese-listed;</li><li>• Environmental consultancy;</li><li>• Services include risk management and infrastructure services.</li></ul>	<ul style="list-style-type: none"><li>• Environmental consultancies;</li><li>• Located globally;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: Japan**

### 268431 - ENGINEERING EQUIPMENT RENTAL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Japanese-listed;</li><li>• Engineering equipment rental services provider;</li><li>• Operates across the Far East.</li></ul>	<ul style="list-style-type: none"><li>• Providers of engineering equipment rental services;</li><li>• Located globally;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: Japan**

### 267723 - SCAFFOLDING & INDUSTRIAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Industrial services provider;</li><li>• Services include scaffolding, insulation, protective coating and industrial cleaning.</li></ul>	<ul style="list-style-type: none"><li>• Scaffolding and industrial services;</li><li>• Located in the UK and Europe;</li><li>• Turnover in the range of £1m-£50m.</li></ul>

**Location: England**

### 267480 - GYPSUM & PLASTERBOARD *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer of manufacturing building materials;</li><li>• Headquartered in Belgium;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of gypsum and plasterboard;</li><li>• For the construction industry;</li><li>• Located worldwide;</li><li>• Turnover above €25m.</li></ul>

**Location: Belgium**

## 268417 - HVAC & CLIMATE CONTROL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Swedish PE-owned;</li><li>• HVAC and climate control products and solutions provider;</li><li>• Designs and manufactures equipment for heating, cooling, drying and ventilation;</li><li>• Headquartered in Denmark;</li><li>• Global operations.</li></ul>	<ul style="list-style-type: none"><li>• Portable and installed products for heating, cooling, drying, humidification, air cleaning and ventilation;</li><li>• Activities relating to the design, manufacture and/or sales, installation and service;</li><li>• Located worldwide;</li><li>• EBITDA &gt;£800k.</li></ul>

**Location: Denmark**

## 262383 - PREFABRICATED HOUSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Manufacturer of prefabricated houses;</li><li>• Programmes include self-build and more luxurious projects with a focus on sustainability;</li><li>• Headquartered in Germany.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of prefabricated houses;</li><li>• All aspects of the production chain from design and manufacture to sale and building;</li><li>• Located in Europe;</li><li>• Minimum EBITDA of €1m.</li></ul>

**Location: Germany**

## ELECTRONIC

### 268906 - SAFETY & MISSION-CRITICAL SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of wireless control solutions for safety and mission critical applications;</li><li>• Sectors of activity include industrial, transportation, safety systems and mining;</li><li>• Located in the US;</li><li>• Global operations.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of wireless controls, emergency stop solutions, fleet &amp; asset management software, decision support software, lone worker protection products, yard automation and connectivity products;</li><li>• Located globally;</li><li>• Turnover &gt;£5m.</li></ul>

**Location: USA**

### 261432 - MODULAR INFORMATION SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Developer and producer of modular information systems used by police departments, fire departments and EMS customers;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Developers of modular information systems for public service providers;</li><li>• Located in Europe;</li><li>• Turnover &gt;£5m.</li></ul>

**Location: USA**

### 268895 - CONDITION/LOCATION MONITOR OR INDICATOR PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Internet of Things solution provider;</li><li>• Manufactures monitoring solutions for products in transit or storage;</li><li>• Headquartered in the US;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of condition/location monitor or indicator products;</li><li>• Located globally;</li><li>• Turnover &gt;£5m.</li></ul>

**Location: USA**

## 268468 - ROBOTIC EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer of hi-tech electrical equipment and robotic equipment;</li><li>• Products include AC motor drives and industrial robots;</li><li>• Located in Japan.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of robotic equipment;</li><li>• Located worldwide;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: Japan**

## 268896 - MACHINE CONTROLS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of engine controls, wire harnesses, engine accessories and wireless telemetry;</li><li>• Sectors of activity include irrigation, forestry, construction, mining, water transfer pumping and sewage bypass pumping;</li><li>• Headquartered in the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of machine control, sensors, telemetry and remote operation products;</li><li>• Located globally;</li><li>• Turnover &gt;£5m.</li></ul>

**Location: USA**

## 264171 - Z-WAVE WIRELESS TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Distributor of home automation systems with z-wave wireless technology;</li><li>• Will only sell to re-sellers and only distributes devices with a valid z-wave certification;</li><li>• Located in Germany;</li><li>• Distributes across Europe and the Middle East.</li></ul>	<ul style="list-style-type: none"><li>• Z-wave wireless technology providers;</li><li>• Distributors of home automation systems and z-wave wireless technology;</li><li>• Located in Europe;</li><li>• Turnover in the range of €2m-€20m;</li><li>• EBITDA of €500k-€3m.</li></ul>

**Location: Germany**



### 269347 - HERMETIC PACKAGES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of advanced hermetic packages and components.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of hermetic packages for the defence, aerospace and industrial sectors;</li><li>• Located in Europe;</li><li>• Turnover &gt;£5m.</li></ul>

**Location: USA**

### 269553 - PAYMENT SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Manufacturer of payment kiosks and payment automation;</li><li>• Manufactures, installs and services a range of modular, unattended payment systems;</li><li>• Offered to major brands and covers major payment providers across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Payment, barcoding and parking payment solutions;</li><li>• Technologies developed for unattended payments;</li><li>• Located across Europe;</li><li>• EBITDA up to €5m.</li></ul>

**Location: Belgium**

### 270146 - ELECTRICAL & LIGHTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Distributor of lighting and electrical products;</li><li>• Supplies the DIY-retail channel;</li><li>• Offers a wide range of branded products;</li><li>• Also offers logistics, merchandising and marketing services;</li><li>• Distributes to dealers across the Benelux and France.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of consumer home electrical and lighting products;</li><li>• Located globally;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Belgium**

### 263990 - BACKUP POWER SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of backup power solutions;</li><li>• For the cable, traffic and rail end markets.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of backup power solutions;</li><li>• For a variety of end markets;</li><li>• Located in Europe;</li><li>• Turnover &gt;£5m.</li></ul>

**Location: USA**

### 268449 - ELECTRICAL COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Japanese-listed;</li><li>• Developer and manufacturer of electrical components;</li><li>• Products include a variety of switches, fuses, sensors, solenoids and motors.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of electrical components;</li><li>• Located worldwide;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: Japan**

### 257110 - ELECTRONIC TIME-CRITICAL SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of industrial electronic applications to marine vessels, emergency vehicles and public safety communication systems;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of electronic systems for time critical applications;</li><li>• Located in Europe;</li><li>• Turnover &gt;£5m.</li></ul>

**Location: USA**

### 268839 - INDUSTRIAL SECURITY PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Supplier of security gates and barriers;</li><li>• Located in the Netherlands.</li></ul>	<ul style="list-style-type: none"><li>• Suppliers of industrial security products;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: Netherlands**

## 268902 - LIGHTING PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of energy-efficient lighting fixtures and retrofit solutions;</li><li>• For industrial, commercial, and outdoor applications;</li><li>• Based in the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of lighting products;</li><li>• Located globally;</li><li>• Turnover &gt;£5m.</li></ul>

**Location: USA**

## 269012 - MARKETING & MEDIA ELECTRONICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer of marketing and media products and solutions;</li><li>• Products range across audio, visual, lighting, healthcare, IT hardware and software;</li><li>• Offers complimentary services including 3D visualisation, entertainment solutions, education tools and television;</li><li>• Products and services distributed through distributors, wholesalers, resellers and integrators;</li><li>• Offices and facilities located globally;</li><li>• Headquartered in Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Marketing and media product manufacturers and distributors;</li><li>• Providers of media services;</li><li>• Products and services focused around digital media;</li><li>• Hardware and software;</li><li>• Located globally;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Belgium**

## 268630 - SENSORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Japanese-listed;</li><li>• Manufacturer of sensors for industrial and security-related applications;</li><li>• European and US subsidiaries.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of sensors;</li><li>• Located globally;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: Japan**

### 261284 - LED LIGHTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Manufacturer of energy efficient LED lighting;</li><li>• Products include interior lighting, exterior lighting, industrial, lamps and tubes;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• LED lighting businesses;</li><li>• Located in Europe;</li><li>• Turnover &gt;£1m.</li></ul>

**Location: England**

### 267109 - FIBRE & DATA CABLES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Wholesaler and supplier of wires, cords and cables;</li><li>• Operates in telecoms and telematics;</li><li>• Headquartered in the Netherlands.</li></ul>	<ul style="list-style-type: none"><li>• Wholesalers of fibre and data cables;</li><li>• End users in the infrastructure, utility and industry sectors;</li><li>• Based in Europe with a focus on Germany and Benelux;</li><li>• Turnover c.€15m.</li></ul>

**Location: Netherlands**

### 6601 - LIGHTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• AIM-listed;</li><li>• Manufacturer and supplier of lighting systems;</li><li>• Operates in Europe, Asia and Australia;</li><li>• History of acquisitions.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and suppliers of lighting products;</li><li>• No interest in lighting components;</li><li>• Stable management team looking to stay with the business for a few years after any transaction;</li><li>• Located worldwide;</li><li>• Minimum turnover of £5m;</li><li>• Must be profitable.</li></ul>

**Location: England**

### 270713 - ELECTRONIC & TECHNICAL COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Distributor of electronic and technical components;</li><li>• Wholesaler of electronic products worldwide;</li><li>• Located in the Netherlands and the UK.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of electronics, consumer electronics and technical components;</li><li>• Electronics distributors to niche markets;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: Netherlands**

### 264492 - SAFETY TECHNOLOGY & PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of safety technology for use in hazardous environments;</li><li>• Primarily serves the oil &amp; gas, energy, mining chemicals and pharmaceuticals sectors;</li><li>• Located in Germany.</li></ul>	<ul style="list-style-type: none"><li>• Providers of safety technology and products;</li><li>• For extreme environments;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: Germany**

### 260453 - NETWORK INFRASTRUCTURE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Designer and B2B distributor of broadcast network infrastructure;</li><li>• Three core product areas are modular AV processing, monitoring &amp; control systems and compliance recording;</li><li>• Global distribution network;</li><li>• Offices located worldwide.</li></ul>	<ul style="list-style-type: none"><li>• Designers and distributors of network infrastructure;</li><li>• Located globally;</li><li>• Minimum EBITDA of €2m.</li></ul>

**Location: Netherlands**

## 257842 - RFID/NFC TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Manufacturer of contactless RFID and NFC access control systems;</li><li>• Serves the leisure and commercial industries;</li><li>• Located in Germany.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of RFID/NFC technology;</li><li>• Communications technology manufacturer;</li><li>• Payment technology solutions provider;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: Germany**

## 263610 - FTTH TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Technology group;</li><li>• Offers fibre communication solutions and services;</li><li>• Headquartered in Sweden.</li></ul>	<ul style="list-style-type: none"><li>• Providers of FTTH technology;</li><li>• Focus on production and assembly;</li><li>• Interested in the different components required for FTTH communication including pipes/ducts, preconnected cables;</li><li>• Not interested in installation;</li><li>• Located globally;</li><li>• EBITDA &gt;£2m.</li></ul>

**Location: Sweden**

## 269840 - HARSH ENVIRONMENT ELECTRICAL COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Manufacturer of electrical components and equipment to be used in harsh environments;</li><li>• Located in the UK, Europe and US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of electrical components and equipment used to withstand harsh environments;</li><li>• Products used in the industrial, oil &amp; gas, automotive sectors;</li><li>• Located in the UK, Europe and US;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: England**

## 6987 - LIGHTING & LIGHTING CONTROLS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer and wholesaler of lighting;</li><li>• Both domestic and commercial;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of lighting and lighting controls;</li><li>• Located in the UK and Europe;</li><li>• Turnover in the range of £1m-£50m;</li><li>• EBITDA of any size.</li></ul>

**Location: England**

## 252727 - SWITCHBOARDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of bespoke MV and LV switchboards;</li><li>• Site installations, maintenance and repairs of HV, MV and LV switchgear;</li><li>• History of acquisitions;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of switchboards;</li><li>• Support services in the switchboard space;</li><li>• Located within the UK and internationally;</li><li>• Turnover in the range of £5m-£10m;</li><li>• EBITDA of £500k-£750k.</li></ul>

**Location: England**

## 268701 - ELECTRICAL POWER, TELECOMS & FIBRE-OPTIC CABLES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• EPA-listed;</li><li>• Manufacturer of cables;</li><li>• Areas of specialisation include offshore wind farms &amp; subsea connections, and telecoms networks;</li><li>• Headquartered in France;</li><li>• Operates worldwide.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of electrical power, telecoms and fibre-optic cables;</li><li>• Located worldwide;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: France**

### 270961 - INDUSTRIAL TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Provider of portable handsets for data cable and network testing;</li><li>• Products for engineers to improve productivity;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of industrial technology for engineers;</li><li>• Located globally;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: England**

### 268704 - AC/DC CABLES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• NASDAQ-listed;</li><li>• Manufacturer of AC/DC cables;</li><li>• Also offers a range of monitoring, maintenance and repair services;</li><li>• Worldwide operations.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of energy and related cables along with associated accessories;</li><li>• Located worldwide;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: Denmark**

### 16593 - HOME SECURITY PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Wholesale supplier of non-food consumer goods;</li><li>• Products developed in house and are distributed through retail channels;</li><li>• Customers include DIY chains, supermarkets, department stores and major online retailers;</li><li>• Products are focused around smart homes and can be controlled from apps;</li><li>• Products distributed across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Wholesale suppliers of home security products;</li><li>• Products including lighting, alarms, cameras, installation equipment and audio-visual equipment;</li><li>• Distributed through major retail channels;</li><li>• Located across Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Netherlands**



## 268466 - ELECTRICAL COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Importer, exporter and distributor of synthetic resins, pharmaceuticals, electronic components, chemicals and industrial machinery;</li><li>• Manufacturer of active pharmaceutical ingredients;</li><li>• Located in Japan.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of synthetic resins, pharmaceuticals and electrical components;</li><li>• Located worldwide;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: Japan**

## 257394 - ELECTRICAL WHOLESALER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Retailer and supplier of electrical products;</li><li>• Appliances, fire, security, safety, and heating;</li><li>• 400 branches throughout Europe.</li></ul>	<ul style="list-style-type: none"><li>• Distributors and wholesalers of electrical products;</li><li>• Located in Europe;</li><li>• Turnover above £1m.</li></ul>

**Location: England**

## 16429 - MONITORING & SURVEILLANCE SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• AIM-listed;</li><li>• Provider of mobile camera-based surveillance systems;</li><li>• Offers a full range of specialist engineering services in the defence sector;</li><li>• Client focus on the rail sector;</li><li>• Products and services offered in the UK, but brand has spread to over 20 countries.</li></ul>	<ul style="list-style-type: none"><li>• Monitoring and surveillance systems;</li><li>• Transport and defence businesses integrating with the train builders and train management operating system;</li><li>• Road/highway monitoring and surveillance systems;</li><li>• Located across Europe;</li><li>• EBITDA &gt;£1m.</li></ul>

**Location: England**

### 262675 - MOBILE PHONES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer and supplier of mobile phones;</li><li>• Services include manufacturing, re-manufacturing and parts reclamation;</li><li>• Acquisition history within the sector.</li></ul>	<ul style="list-style-type: none"><li>• New/refurbished mobile phone manufacturers and sellers;</li><li>• Located internationally;</li><li>• Any size.</li></ul>

**Location: England**

### 3804 - WIRING HARNESS, BOX-BUILDS & INTERCONNECTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of harness assemblies;</li><li>• Track record of acquisitions;</li><li>• Operates across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of wiring harness, box-builds and interconnects;</li><li>• Located in Europe;</li><li>• Turnover in excess of £5m but will consider smaller;</li><li>• Also sheet metal/fabrication businesses in the North of England as a bolt-on.</li></ul>

**Location: England**

### 256949 - PRINTED CIRCUIT BOARDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of PCBs;</li><li>• Large product portfolio;</li><li>• Products used in the automotive, medical, aerospace &amp; defence and industrial industries.</li></ul>	<ul style="list-style-type: none"><li>• Electronics manufacturers;</li><li>• Particular interest in PCB designers/producers;</li><li>• Located in Europe;</li><li>• Sweet spot is Germany;</li><li>• Turnover &gt;£20m.</li></ul>

**Location: England**

### 264151 - LED PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Designer and supplier of residential, commercial and exterior lights;</li><li>• Products used for residential and commercial buildings;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Designer and supplier of LED products;</li><li>• Customers include residences, hotels, universities, shops etc;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: England**

### 250089 - OUTDOOR LIGHTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer of outdoor lighting;</li><li>• Strong track record of acquisitions;</li><li>• Headquartered in Belgium;</li><li>• Worldwide operations.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of outdoor lighting;</li><li>• Located worldwide;</li><li>• Turnover in excess of £20m.</li></ul>

**Location: Belgium**

### 269639 - ELECTRICAL PROCESS MATERIALS & ASSEMBLIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Fabricator, converter, and distributor of electrical process materials, wire, cable, and assemblies;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and distributors of electrical process materials and assemblies;</li><li>• Located in Europe;</li><li>• Turnover &gt;£5m.</li></ul>

**Location: USA**