



# Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

NOVEMBER 2020

**Sectors Featured Include:** Chemicals, Construction, Electronic, Financial General, Food & Beverages, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Leisure, Marketing Communications, Plastics & Packaging, Recruitment, Retail/Consumer, Support Services, Transport/Distribution and Generalist

## SECTORS

To view our most recent buyers targeting opportunities with an EBITDA above £1m, please click the title link below.

If you believe that you have an opportunity that meets the criteria of a buyer, please click the buyer title link to send the relevant team member an email.

Alternatively, please email [helen.postlethwaite@langcliffeinternational.com](mailto:helen.postlethwaite@langcliffeinternational.com)

- CHEMICALS
- CONSTRUCTION
- ELECTRONIC
- FINANCIAL GENERAL
- FOOD & BEVERAGES
- HEALTH/PHARMA
- HEALTHCARE PROVIDERS
- ICT
- INDUSTRIAL/MANUFACTURING
- LEISURE
- MARKETING COMMUNICATIONS
- PLASTICS & PACKAGING
- RECRUITMENT
- RETAIL/CONSUMER
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION

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

- GENERALIST

## CHEMICALS

### 271662 - LATEX COMPOUNDS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of latex compounds;</li><li>• Compound specialities include being fire- &amp; water-resistant and anti-static;</li><li>• Part of a well-financed industrial group.</li></ul> | <ul style="list-style-type: none"><li>• Textile companies;</li><li>• Manufacturing, distributing, retailing, recycling and reprocessing;</li><li>• Located in the UK;</li><li>• Turnover up to £10m.</li></ul> |

**Location: England**

### 270693 - HOUSEHOLD CLEANING PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of household cleaning products;</li><li>• Offers a range of own brand products;</li><li>• Products sold through online &amp; offline retailers, independent stores and their own refill stations.</li></ul> | <ul style="list-style-type: none"><li>• Manufacturers of household cleaning products;</li><li>• Online and offline distribution channels;</li><li>• Located across the UK;</li><li>• Minimum EBITDA £1m.</li></ul> |

**Location: England**

### 263720 - PHENOLIC RESINS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Producer of phenolic resins;</li><li>• Strong capabilities in amino resins;</li><li>• Products used in construction, installation and industrial sectors;</li><li>• Facilities across Europe.</li></ul> | <ul style="list-style-type: none"><li>• Manufacturers of new products in similar spaces;</li><li>• Manufacturers of similar products in new geographies;</li><li>• Targets that will increase research and development capabilities;</li><li>• Located in Europe;</li><li>• EV up to €300m.</li></ul> |

**Location: Germany**

## CONSTRUCTION

### 271664 - BESPOKE WINDOWS & DOORS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer and installer of bespoke windows, doors and conservatories;</li><li>• Manufacturing facility in the UK;</li><li>• More than 100 employees.</li></ul> | <ul style="list-style-type: none"><li>• Home improvement companies;</li><li>• Must provide solutions for windows, doors and conservatories;</li><li>• Located in the UK;</li><li>• Sweet spot is Surrey;</li><li>• Any size.</li></ul> |

**Location: England**

### 270601 - WORKSPACE CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Workspace consultancy;</li><li>• Offers commercial office consultancy, design, space planning, project management and fit-out services;</li><li>• Clients are active in a range of sectors;</li><li>• Active across the UK.</li></ul> | <ul style="list-style-type: none"><li>• Vertical or horizontal acquisitions;</li><li>• Will consider acquiring suppliers e.g. M&amp;E subcontractors, furniture suppliers and FF&amp;E suppliers;</li><li>• Interested in struggling, turnaround and distressed;</li><li>• Located across the UK;</li><li>• Turnover up to £5m.</li></ul> |

**Location: England**

### 4723 - INDUSTRIAL HOLDING GROUP *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• Holding company;</li><li>• Group members are active in public utilities, industry, energy, fuel and real estate development projects;</li><li>• Active across CEE, Russia and Scandinavia.</li></ul> | <ul style="list-style-type: none"><li>• Businesses with activities in the fields of energy, engineering, biofuel, waste collection, recycling and facilities management;</li><li>• Located in Europe, the UK and Russia;</li><li>• Minimum turnover £20m.</li></ul> |

**Location: Lithuania**

## 267318 - MULTI-DISCIPLINED ENGINEERING *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Multi-disciplined engineering firm;</li><li>• Active in the healthcare sector and specialising in A&amp;E;</li><li>• Offers consultancy services, urban design, interior &amp; landscape architecture and structural engineering services;</li><li>• Offices in Belgium and Asia.</li></ul> | <ul style="list-style-type: none"><li>• Building consultancies focused on hospitals;</li><li>• Specialised engineering services;</li><li>• Full project engineering with a focus on the healthcare sector;</li><li>• Located across mainland Europe;</li><li>• Maximum turnover €50m;</li><li>• Maximum EBITDA €10m.</li></ul> |

**Location: Belgium**

## ELECTRONIC

### 265506 - OUTDOOR SCIENTIFIC EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of scientific equipment and instruments to be used in the outdoor environment;</li><li>• Business divisions include but are not limited to meteorology, environmental monitoring and material testing;</li><li>• Distributes products globally.</li></ul> | <ul style="list-style-type: none"><li>• Manufacturers of environmental monitoring equipment, laboratory equipment and associated scientific instruments;</li><li>• Large product portfolio that will enhance current offering;</li><li>• No more than 70 employees;</li><li>• Will look at asset sales;</li><li>• Located in the UK;</li><li>• Any size.</li></ul> |

**Location: England**

### 269916 - LOW VOLTAGE ELECTRICAL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer of low voltage electrical connection products;</li><li>• Designs, manufactures and distributes general electrical products and a vast range of lighting products;</li><li>• Develops and assembles diversion &amp; distribution boxes and cabinets;</li><li>• Software for controlling lights from a mobile app;</li><li>• Products manufactured in Belgium;</li><li>• Distributes across Europe and internationally under its own brand.</li></ul> | <ul style="list-style-type: none"><li>• Manufacturers of electrical products with a focus on lighting;</li><li>• Providers of lighting control systems;</li><li>• Software developers with activities in SmartHomes and building management systems;</li><li>• Located across Europe;</li><li>• Minimum EBITDA €1m.</li></ul> |

**Location: Belgium**

**264520 - SECURITY PRODUCTS** (CLICK REFERENCE TO ENQUIRE)

| <b>The Acquirer</b>   | <b>Acquisition Criteria</b>  |
|---|--|
| <ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Provider of video surveillance, alarms, biometric access control and cardiac defibrillators;</li><li>• Offers a range of security-related products across video, alarm, access and care;</li><li>• Products offered to SMEs across France.</li></ul> | <ul style="list-style-type: none"><li>• Security product providers;</li><li>• Products including CCTV, vein recognition systems, alarm systems and defibrillators;</li><li>• Located across Europe;</li><li>• Valuation up to €150m.</li></ul> |

**Location: France**

## FINANCIAL GENERAL

### 270482 - IFA INVESTOR *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Investor targeting UK IFAs;</li><li>• Takes a majority stake or acquire all equity;</li><li>• Merges local firms to create regional scale;</li><li>• Offers portfolio businesses a range of services aimed at growth;</li><li>• Active across the UK.</li></ul> | <ul style="list-style-type: none"><li>• IFAs;</li><li>• No interest in individual investors;</li><li>• Located across the UK;</li><li>• Any size.</li></ul> |

**Location: England**

### 13149 - FINANCIAL SERVICES PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Financial services provider;</li><li>• Services include pensions and property &amp; tax planning to private &amp; corporate clients;</li><li>• Five offices located across the UK.</li></ul> | <ul style="list-style-type: none"><li>• IFAs focused on private clients;</li><li>• Located anywhere in the UK;</li><li>• Funds under management in excess of £50m.</li></ul> |

**Location: UK**

### 267076 - CLAIM & RISK MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Providers of claim and risk management services;</li><li>• Manages cases within five segments - transport, industry, fruit, legal and cyber;</li><li>• Group of experts that are employed by insurance companies to manage cases in niche sectors.</li></ul> | <ul style="list-style-type: none"><li>• Claim and expertise management;</li><li>• For insurance companies;</li><li>• Located globally;</li><li>• EBITDA up to €10m.</li></ul> |

**Location: Belgium**



## 269299 - INSURANCE BROKER *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Wholesale insurance broker;</li><li>• Specialises in non-standard vehicle risk insurance;</li><li>• Focuses on SMEs, high risk drivers and young drivers;</li><li>• Distributes insurance through a large French broker.</li></ul> | <ul style="list-style-type: none"><li>• Full-delegation model insurance brokers;</li><li>• Focus on non-standard risk drivers;</li><li>• Other types of risks/market segments e.g. multi-risks for SMEs;</li><li>• Located across Europe;</li><li>• EBITDA in the range of €1m-€30m.</li></ul> |

**Location: France**

## 258011 - FINANCIAL ADVICE *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Financial advice group;</li><li>• Specialises in actuarial and investment advice to pension schemes;</li><li>• Provides pensions consultancy, administration, risk and investment consultancy;</li><li>• Clients include charities, unions and institutions.</li></ul> | <ul style="list-style-type: none"><li>• Providers of financial advice;</li><li>• Focus on pensions and pension schemes;</li><li>• Located across the UK;</li><li>• EBITDA up to £8m.</li></ul> |

**Location: England**

## 271886 - FINANCIAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• Financial services company;</li><li>• Activities include receivables purchasing and debt collection;</li><li>• Headquartered in Germany.</li></ul> | <ul style="list-style-type: none"><li>• Financial services, receivables management and debt collection;</li><li>• Located globally;</li><li>• Turnover in the range of £2.5m-£60m;</li><li>• EBITDA &lt;£10m;</li><li>• Equity ticket up to £40m.</li></ul> |

**Location: Germany**

## FOOD & BEVERAGES

### 271870 - BREWERY *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• Swedish PE-owned;</li><li>• Brewery;</li><li>• Products sold in bottles, cans and kegs;</li><li>• Brews 16 different beers including brown ale, IPA, larger, pale ale, stouts and wheat beer;</li><li>• Products sold across Europe.</li></ul> | <ul style="list-style-type: none"><li>• Breweries;</li><li>• Located across Europe;</li><li>• EBITDA up to €10m;</li><li>• EBIT margin must be above 10%.</li></ul> |

**Location: Sweden**

### 10301 - CONVENIENCE FOOD *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Manufacturer of convenience foods;</li><li>• Markets products under a range of well-known brands;</li><li>• Supplies major UK grocery retailers.</li></ul> | <ul style="list-style-type: none"><li>• Manufacturers of grocery and convenience foods;</li><li>• Own and private label;</li><li>• Wet and dry products;</li><li>• Located across the UK;</li><li>• EBITDA up to £8m.</li></ul> |

**Location: England**

### 271158 - ONLINE SUPERMARKET *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Sustainable online supermarket;</li><li>• Delivers A-brand and private label groceries to consumers at home;</li><li>• Has c.800 cars delivering groceries across the Netherlands.</li></ul> | <ul style="list-style-type: none"><li>• Online groceries and supermarkets;</li><li>• B2C distributors of groceries;</li><li>• Active across the Benelux;</li><li>• Turnover up to €150m.</li></ul> |

**Location: Netherlands**

## 269297 - FOOD SUPPLEMENTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Developer and manufacturer of foods and dietary supplements;</li><li>• Serves clients across immunity, sport performance, aroma therapy, oral hygiene and pets;</li><li>• Also offers primary and secondary packaging solutions;</li><li>• Manufactures products in France and distributes globally.</li></ul> | <ul style="list-style-type: none"><li>• Developers and manufacturers of food &amp; dietary supplements;</li><li>• CDMO in food supplements;</li><li>• Full service capability;</li><li>• R&amp;D in specialised in dry galenic forms;</li><li>• Located across Europe;</li><li>• EBITDA between €1m-€30m.</li></ul> |

**Location: France**

## 271739 - HEALTHY EATING *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Healthy eating brand;</li><li>• Operates across London.</li></ul> | <ul style="list-style-type: none"><li>• Deli and restaurant chains;</li><li>• Selling healthy, organic or artisan foods;</li><li>• Will look at distressed;</li><li>• Located in London;</li><li>• Any size.</li></ul> |

**Location: England**

## HEALTH/PHARMA

### 271908 - PHARMACEUTICAL MEDICAL DEVICES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Wholesaler and distributor of branded pharmaceutical and medical devices;</li><li>• Focuses on wound care and surgical equipment;</li><li>• Subsidiaries in dental and veterinary products;</li><li>• Active across the UK.</li></ul> | <ul style="list-style-type: none"><li>• Distributors or brands;</li><li>• Active in the health &amp; pharma sector with a focus on medical devices and surgical equipment;</li><li>• Third party manufacturers of medical devices;</li><li>• Distribution businesses in the dental or veterinary space;</li><li>• Located across the UK and Europe;</li><li>• Turnover up to c.£20m.</li></ul> |

**Location: England**

### 4050 - PHARMACEUTICALS GROUP *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Group of pharmaceutical businesses;</li><li>• Offering a range of products from generic pharmaceuticals, through to medical devices;</li><li>• UK-based with European activities.</li></ul> | <ul style="list-style-type: none"><li>• Niche pharmaceutical businesses;</li><li>• No interest in research;</li><li>• Looking to avoid pure generic pharmaceuticals and pure medical device sales;</li><li>• Products distributed through primary and secondary care channels;</li><li>• Located in the UK with European sales;</li><li>• Preference for asset purchases;</li><li>• Turnover in the range of £5m-£15m;</li><li>• EBITDA between 15%-20%.</li></ul> |

**Location: England**

## 259016 - NUTRITIONAL HEALTH PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer of nutritional health products;</li><li>• Designs, produces and markets nutritional products designed to help with various health issues;</li><li>• Works from their website and social media network;</li><li>• Operates an online store;</li><li>• Distributes products across Europe.</li></ul> | <ul style="list-style-type: none"><li>• Healthy food and snack brands;</li><li>• Manufacturers of functional foods and other nutritional products;</li><li>• Products aimed at helping issues under nutrition, swallowing disorders and Alzheimer's, diabetes, hypertension and food allergies;</li><li>• Ecommerce activities;</li><li>• Located across Europe;</li><li>• Minimum EBITDA €1m.</li></ul> |

**Location: France**

## HEALTHCARE PROVIDERS

### 264264 - RESIDENTIAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of high-end residential care services;</li><li>• Supports adults and young people with physical and learning disabilities;</li><li>• Also offers services outside of the home;</li><li>• Services offered across the UK.</li></ul> | <ul style="list-style-type: none"><li>• Specialist care providers;</li><li>• Located across the UK;</li><li>• Turnover up to £30m.</li></ul> |

**Location: England**

## ICT

### 16492 - MANAGED SERVICE PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Managed services provider;</li><li>• Services include cloud transformation and data analytics;</li><li>• Track record of acquisitions;</li><li>• Located in the South.</li></ul> | <ul style="list-style-type: none"><li>• Data management and analysis;</li><li>• Additional expertise and/or niches of interest;</li><li>• Located in the UK;</li><li>• Turnover up to £5m.</li></ul> |

**Location: England**

### 269298 - INTERNET REGISTRAR *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Internet registrar;</li><li>• Offers domain name registration and management, web hosting, cloud and web security services;</li><li>• Headquartered in Europe;</li><li>• Offices in the US and Asia.</li></ul> | <ul style="list-style-type: none"><li>• Internet registrars;</li><li>• Focus on domain name services;</li><li>• Located in Europe;</li><li>• EBITDA €1m-€30m.</li></ul> |

**Location: Luxembourg**

### 262235 - IT CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• PE-owned;</li><li>• IT consultancy;</li><li>• Services include cloud computing, cost optimisation, data and security;</li><li>• Operates across the UK.</li></ul> | <ul style="list-style-type: none"><li>• IT consultancies and security software providers;</li><li>• Located in the UK;</li><li>• Turnover above £1m.</li></ul> |

**Location: England**

## 267440 - IT MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• IT managed services provider;</li><li>• Located in the South.</li></ul> | <ul style="list-style-type: none"><li>• Managed IT services;</li><li>• Areas of interest include, but not limited to, cloud, cybersecurity, software and data hosting;</li><li>• Senior management to remain in place;</li><li>• Buy-and-build opportunities;</li><li>• Located in the UK and Europe;</li><li>• Turnover in the range of £5m-£50m.</li></ul> |

**Location: England**

## 6537 - GOVERNMENT SOFTWARE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• PE-owned;</li><li>• Developer and supplier of software solutions and information services to local governments;</li><li>• Services include web development, online publishing and information management;</li><li>• Also offers information consultancy, recruitment and training services;</li><li>• Serves clients across the UK, US and Europe.</li></ul> | <ul style="list-style-type: none"><li>• Information management companies;</li><li>• Providing services and/or software products;</li><li>• Recruitment companies placing candidates with information, knowledge, records and content management expertise;</li><li>• Located across the US, UK and Europe;</li><li>• EBITDA up to £4m.</li></ul> |

**Location: England**



## 261304 - ENTERPRISE IT SERVICE PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Enterprise IT services provider;</li><li>• Offers cloud solutions, remote managed services, outsourcing and infrastructure projects to businesses;</li><li>• Sectors of activity include food &amp; process, wholesale &amp; distribution, healthcare &amp; pharma and real estate;</li><li>• Headquartered in Belgium with operations across Europe.</li></ul> | <ul style="list-style-type: none"><li>• Enterprise IT services providers with a complementary service offering;</li><li>• Located in Belgium and the DACH region;</li><li>• Revenues above €7m.</li></ul> |

**Location: Belgium**

## 271868 - IT GROUP *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• European PE-owned;</li><li>• Group of IT companies;</li><li>• Active in cloud services, security, digitisation and infrastructure;</li><li>• Serves public and private clients across a range of sectors;</li><li>• History of acquisitions.</li></ul> | <ul style="list-style-type: none"><li>• Technology agnostic IT outsourcing companies;</li><li>• Primarily focused on application hosting &amp; management, helpdesk services and digital transformation;</li><li>• Located across Europe;</li><li>• Minimum EBITDA €500k for the Nordics;</li><li>• Minimum EBITDA €1m outside the Nordics.</li></ul> |

**Location: Norway**

### 270957 - LIMS & CRM SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Group of ERP, LIMS and CRM software providers;</li><li>• Serves mid-market customers active in process industries such as pharmaceuticals and food;</li><li>• Offers a range of other implementation projects and software-related services;</li><li>• Group members in the DACH and Nordic regions.</li></ul> | <ul style="list-style-type: none"><li>• Providers of LIMS, ERP, Business Software for process industries;</li><li>• Located in Europe;</li><li>• Potential for international expansion;</li><li>• EBITDA between €250k-€45m.</li></ul> |

**Location: Germany**

### 271090 - IT SERVICES PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• Japanese-listed;</li><li>• IT services provider;</li><li>• Main operations include consulting, systems integration &amp; development, cloud services and outsourcing;</li><li>• Products offered by the group include payment solutions, AI robotics, enterprise solutions and digital marketing solutions;</li><li>• Operates globally.</li></ul> | <ul style="list-style-type: none"><li>• IT service providers;</li><li>• Offering a range of IT services;</li><li>• Data centres;</li><li>• Activities across a range of sectors;</li><li>• Located globally;</li><li>• Minimum EBITDA £1m.</li></ul> |

**Location: Japan**

### 271889 - SOFTWARE AS A SERVICE *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• SaaS holding company;</li><li>• Acquires small- to mid-sized SaaS companies;</li><li>• Headquartered in the US.</li></ul> | <ul style="list-style-type: none"><li>• SaaS, low-touch SaaS and enterprise SaaS;</li><li>• Located globally;</li><li>• Turnover in the range of £750k-£10m;</li><li>• EBITDA &gt;£500k.</li></ul> |

**Location: USA**

**271888 - IT & SAP SERVICES** *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• IT consultancy;</li><li>• Services include business intelligence, customer management, staffing solutions and risk management;</li><li>• Headquartered in Germany.</li></ul> | <ul style="list-style-type: none"><li>• IT services, SAP services and management consulting;</li><li>• Located in Europe;</li><li>• Turnover in the range of £10m-£30m.</li></ul> |

**Location: Germany**

## INDUSTRIAL/MANUFACTURING

### 267302 - SHEET METAL & LIGHT STRUCTURES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Supplier and manufacturer of sheet metal and light metal structures;</li><li>• Carries out the design, assembly and final inspection of products;</li><li>• Also operates an in-house powder coating installation facility;</li><li>• Serves an international client base active across a range of sectors.</li></ul> | <ul style="list-style-type: none"><li>• Metal sheet and light structure manufacturers;</li><li>• Located in Serbia, North East Belgium and the DACH region;</li><li>• EBITDA up to €10m.</li></ul> |

**Location: Belgium**

### 267072 - COFFINS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Manufacturer and distributor of coffins;</li><li>• International client base.</li></ul> | <ul style="list-style-type: none"><li>• Coffin manufacturers and funeral service providers;</li><li>• Located globally;</li><li>• EBITDA up to €10m.</li></ul> |

**Location: Belgium**

### 271891 - ENGINEERING EQUIPMENT SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• Supplier of linings;</li><li>• Network of subsidiaries worldwide;</li><li>• Headquartered in Germany.</li></ul> | <ul style="list-style-type: none"><li>• Suppliers of linings, engineering equipment, pools and tiles;</li><li>• Located globally;</li><li>• Turnover in the range of £1m-£50m;</li><li>• EBITDA up to £7m.</li></ul> |

**Location: Germany**

## LEISURE

### 271983 - GAMING GROUP *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• Gaming group;</li><li>• Operates under a number of well-known brands;</li><li>• Based in Belgium.</li></ul> | <ul style="list-style-type: none"><li>• Gambling-related businesses;</li><li>• Located in Europe;</li><li>• Investments up to €2m.</li></ul> |

**Location: Belgium**

## MARKETING COMMUNICATIONS

### 261492 - PUBLISHING COMPANY *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• PE-owned;</li><li>• Publishing company;</li><li>• Portfolio of newspapers, magazines, websites and apps;</li><li>• Active across the UK.</li></ul> | <ul style="list-style-type: none"><li>• Publishers;</li><li>• Magazine and newspaper titles;</li><li>• Covering a range of topics;</li><li>• Located across the UK;</li><li>• Turnover above £1m.</li></ul> |

**Location: England**

### 271885 - MEDIA & MARKETING TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• Publishing house;</li><li>• Owns many local &amp; national newspapers and magazines;</li><li>• Headquartered in Germany.</li></ul> | <ul style="list-style-type: none"><li>• Media and marketing technology;</li><li>• Located in Europe;</li><li>• Turnover in the range of £10m-£30m.</li></ul> |

**Location: Germany**

### 271887 - TECH & MEDIA *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• Tech and media company;</li><li>• Owns numerous media brands in Germany;</li><li>• Headquartered in Germany.</li></ul> | <ul style="list-style-type: none"><li>• Industries include travel, tourism, consumer, media, internet and ecommerce;</li><li>• Located in the UK and Germany;</li><li>• Turnover in the range of £2.5m-£35m;</li><li>• Equity ticket up to £10m.</li></ul> |

**Location: Germany**

## PLASTICS & PACKAGING

### 271565 - PACKAGING & SALES DISPLAYS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Manufacturer of packaging and sales displays;</li><li>• Manufactures folding cartons, blister cards, blank cuts, corrugated packaging, displays and collapsible cartons;</li><li>• Offers products to domestic and international clients across the food &amp; healthcare markets.</li></ul> | <ul style="list-style-type: none"><li>• Manufacturers of folding cartons, presentation boxes, dispensers and displays;</li><li>• Businesses with printing technologies;</li><li>• Focused on paper packaging;</li><li>• Preference for Germany but will consider Eastern Europe;</li><li>• €30m-€50m available for acquisitions.</li></ul> |

**Location: Germany**

### 264504 - FLEXIBLE VINYL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Manufacturer of flexible vinyl products for doors, membranes, partitions and windows;</li><li>• Offers soft PVC products such as films, strips and sheets;</li><li>• Serves industrial construction, food and health markets;</li><li>• Products manufactured in and offered across France.</li></ul> | <ul style="list-style-type: none"><li>• Manufacturers of PVC products;</li><li>• Primarily for use in doors, membranes, windows and partitions;</li><li>• Serving a range of markets, including those where they are not already active;</li><li>• Located across Europe;</li><li>• Minimum EBITDA €1m.</li></ul> |

**Location: France**

## RECRUITMENT

### 252732 - OUTSOURCING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• AIM-listed;</li><li>• Recruitment, staffing and outsourcing services group;</li><li>• Active across a wide range of industries;</li><li>• Offices across the UK, Ireland and CEE.</li></ul> | <ul style="list-style-type: none"><li>• Recruitment firms and training providers;</li><li>• Preference for key management to stay;</li><li>• Located across Europe;</li><li>• Minimum EBITDA £1m.</li></ul> |

**Location: Ireland**



## RETAIL/CONSUMER

### 262991 - LEISUREWEAR *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Multi-brand importer and wholesaler of school uniforms, leisurewear, workwear and sportswear;</li><li>• Design to delivery;</li><li>• Markets directly to trade customers;</li><li>• Operates across 3 site locations.</li></ul> | <ul style="list-style-type: none"><li>• Designers and manufacturers of school uniform and sportswear;</li><li>• Trader customer base;</li><li>• May consider distressed;</li><li>• Located in the UK;</li><li>• Any size.</li></ul> |

**Location: England**

### 263849 - HOMEWARE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of homeware products;</li><li>• Products fall into three categories: kitchen, home &amp; garden and beauty storage;</li><li>• Products offered across the UK.</li></ul> | <ul style="list-style-type: none"><li>• Branded homeware products;</li><li>• Associated online stores or online retail channels;</li><li>• Located across the UK;</li><li>• Distressed or low multiple expectations;</li><li>• EBITDA &gt;£500k.</li></ul> |

**Location: England**

## SUPPORT SERVICES

### 270704 - HR SERVICES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• HR and facility services provider;</li><li>• Offers a range of services to businesses from agency work &amp; recruitment, to cleaning, career guidance and outplacement;</li><li>• Physical presence in Belgium with an international client base.</li></ul> | <ul style="list-style-type: none"><li>• Businesses offering a suite of HR, career, training, cleaning and technical services;</li><li>• Providers of facility and home services;</li><li>• Located across Europe;</li><li>• Minimum EBITDA €1m.</li></ul> |

**Location: Belgium**

### 267337 - CHILDCARE *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Childcare and nursery group;</li><li>• Provides daily care for over 60,000 children between the ages of six weeks and 12 years;</li><li>• 650 locations across the Netherlands.</li></ul> | <ul style="list-style-type: none"><li>• Nursery groups;</li><li>• Minimum of 10 nurseries in the group;</li><li>• Located across Europe with a focus on the UK and Germany;</li><li>• Minimum EBITDA c.€3m.</li></ul> |

**Location: Netherlands**

### 5158 - EMPLOYABILITY SKILLS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• PE-owned;</li><li>• Employability and skills group;</li><li>• Provides staff training through apprenticeships, NVQs and foundation programmes;</li><li>• Offers work-based and job-seeker training to adults and young people;</li><li>• Business centres located across the UK.</li></ul> | <ul style="list-style-type: none"><li>• Training and apprenticeship providers;</li><li>• Physical and online;</li><li>• Located across the UK;</li><li>• EBITDA up to £5m.</li></ul> |

**Location: England**

## 253324 - ENGINEERING & LOGISTICS SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of engineering and logistics solutions;</li><li>• Serves clients in the foodservice supply chain;</li><li>• Product expertise includes complete solutions for kitchens, bakeries, refrigeration and specialist asset tracking;</li><li>• Products and services offered across the UK.</li></ul> | <ul style="list-style-type: none"><li>• Manufacturers of foodservice equipment;</li><li>• Service providers active in the foodservice industry;</li><li>• Services including design, project management, installation, commissioning, finance solutions, facilities management, reactive maintenance, refurbishment and repairs;</li><li>• Located across the UK;</li><li>• Interested in distressed;</li><li>• Turnover up to £25m.</li></ul> |

**Location: England**

## 4814 - SPECIALIST HIRE GROUP *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Specialist hire group comprised of separate business units;</li><li>• Unit 1 specialises in the hire of vehicle mounted access platforms;</li><li>• Unit 2 provides eco efficient products, including modular units, vehicles and lifting towers;</li><li>• Unit 3 specialises in the hire of flexible and adaptable modular units;</li><li>• All business units serve clients across a range of sectors, including utilities, property, energy, construction, security and rail;</li><li>• Active across the UK.</li></ul> | <ul style="list-style-type: none"><li>• Plant and equipment hire;</li><li>• Offering products such as access platforms, modular units, vehicles, lifting equipment;</li><li>• Serving clients across a range of sectors;</li><li>• Located across the UK;</li><li>• Turnover up to £10m.</li></ul> |

**Location: England**

## 271952 - WASTEWATER TREATMENT *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of wastewater treatment solutions;</li><li>• Also specialises in rainwater harvesting and storm-water management;</li><li>• Operates globally.</li></ul> | <ul style="list-style-type: none"><li>• Businesses operating in the water storage and wastewater treatment fields;</li><li>• Additional areas of interest include servicing businesses of the above and technology-focused businesses;</li><li>• Developing area of interest is energy generation from wastewater;</li><li>• Preferably located in the UK but will look at targets in France, Spain or Italy;</li><li>• Any size.</li></ul> |

**Location: England**

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

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

**Location: England**

## 271892 - HVAC SERVICES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• HVAC products and solutions provider;</li><li>• Headquartered in Germany.</li></ul> | <ul style="list-style-type: none"><li>• HVAC services;</li><li>• Located in Europe;</li><li>• Turnover &gt;£10m;</li><li>• EBITDA &gt;£1m.</li></ul> |

**Location: Germany**

**271890 - HVAC PRODUCTS** (CLICK REFERENCE TO ENQUIRE)

| <b>The Acquirer</b>   | <b>Acquisition Criteria</b>   |
|---|---|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• HVAC and fire protection solutions provider;</li><li>• Production facilities across Europe;</li><li>• Headquartered in Switzerland.</li></ul> | <ul style="list-style-type: none"><li>• HVAC, air conditioning, ventilation, fire protection and smoke extraction providers;</li><li>• Located in Europe;</li><li>• Any size.</li></ul> |

**Location: Switzerland**

## TRANSPORT/DISTRIBUTION

### 265146 - TRANSPORT PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of transport services;</li><li>• Operator of air-cargo road feeder services;</li><li>• Focuses on air cargo, overland, secure, temperature controlled and outsize transport.</li></ul> | <ul style="list-style-type: none"><li>• Air cargo freight forwarding;</li><li>• Located in Europe;</li><li>• EBITDA up to €30m.</li></ul> |

**Location: Germany**

### 267321 - DOOR-TO-DOOR TRANSPORT SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Provider of door-to-door transport solutions;</li><li>• Mainly transports over long distances by train or ship;</li><li>• Transports both packed and bulk cargo;</li><li>• Operates across a wide range of sectors;</li><li>• Active across Europe.</li></ul> | <ul style="list-style-type: none"><li>• International transport service providers;</li><li>• Cargo shipping, bulk transport and packed cargo;</li><li>• Clients in the chemical, automotive, steel, food &amp; beverage and paper &amp; packaging sectors;</li><li>• Located in mainland Europe;</li><li>• Revenue up to €50m;</li><li>• EBITDA up to €10m.</li></ul> |

**Location: Belgium**

### 265811 - HAULAGE SPECIALIST *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria  |
|--|---|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Haulage specialist;</li><li>• Services include MOTs, transport &amp; distribution, storage and equipment &amp; vehicle hire.</li></ul> | <ul style="list-style-type: none"><li>• Haulage specialists;</li><li>• Haulage equipment hire;</li><li>• UK-based;</li><li>• Turnover up to £10m.</li></ul> |

**Location: England**

**267548 - PETROLOG UNIT** (CLICK REFERENCE TO ENQUIRE)

| <b>The Acquirer</b>  | <b>Acquisition Criteria</b>  |
|--|--|
| <ul style="list-style-type: none"><li>• Overseas;</li><li>• Petrolog unit of a larger logistics company;</li><li>• Provides transport of liquids by road, rail and sea;</li><li>• Supplies petrol stations and airports, transporting fuels, lubricants and bitumen;</li><li>• Operates across Europe.</li></ul> | <ul style="list-style-type: none"><li>• Transport and logistics businesses;</li><li>• Transporting liquids with a focus on petroleum;</li><li>• Transporting liquids in other markets, including mineral oil, lubricants, bitumen, etc.;</li><li>• Located across Europe;</li><li>• EBITDA up to €10m.</li></ul> |

**Location: Germany**

## GENERALIST

### 253497 - BELGIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• Belgian PE firm;</li><li>• MBOs, distressed situations, growth capital, majority and minority recapitalisation, company sales;</li><li>• Active across Europe.</li></ul> | <ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Experience in distribution, manufacturing, consumer, healthcare and IT;</li><li>• Located across Europe;</li><li>• Minority recapitalisation transaction size between €5m-€25m;</li><li>• Revenue in the range of €10m-€50m;</li><li>• EBITDA between €2m-€10m.</li></ul> |

**Location: Belgium**

### 272003 - GLOBAL INVESTMENT FIRM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• Global investment platform;</li><li>• Specialises in the healthcare and nutrition sector;</li><li>• Provides growth or venture capital;</li><li>• Majority or minority investments;</li><li>• Sponsorship and funding from investment firms;</li><li>• European family holdings and institutions;</li><li>• Associated with a global nutrition group;</li><li>• Active across Europe and the US.</li></ul> | <ul style="list-style-type: none"><li>• Companies in the healthcare and nutrition sector with a focus on:<ul style="list-style-type: none"><li>○ Pharmaceutical services and contract manufacturing,</li><li>○ Therapeutic intervention and patient management,</li><li>○ Life science tools and diagnostics,</li><li>○ Nutrition and preventative medicine;</li></ul></li><li>• Located across Europe and the US;</li><li>• Growth fund will allocate €15m-€50m per company;</li><li>• Venture fund will allocate €3m-€15m per company;</li><li>• Potential to invest up to €70m.</li></ul> |

**Location: France**



### 255314 - SWISS PE FIRM (CLICK REFERENCE TO ENQUIRE)

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• Swiss PE firm;</li><li>• Focuses on unusual and special situations;</li><li>• Takes majority stakes between €10m-€100m;</li><li>• Headquartered in Geneva.</li></ul> | <ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Located across Europe;</li><li>• Revenue between €200m-€600m.</li></ul> |

**Location: Switzerland**

### 269296 - BELGIAN PE FIRM (CLICK REFERENCE TO ENQUIRE)

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• Belgian PE firm;</li><li>• Looks to be the significant shareholder or leading investor;</li><li>• Invests between €10m-€60m of equity.</li></ul> | <ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Will not invest in real estate, R&amp;D-based life sciences and pre-commercial technologies;</li><li>• Headquartered in the Benelux or France;</li><li>• Sales in the range of €25m-€300m;</li><li>• EBITDA between €5m-€30m.</li></ul> |

**Location: Belgium**

### 271607 - GERMAN PE FIRM (CLICK REFERENCE TO ENQUIRE)

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• German PE firm;</li><li>• Search fund looking to acquire a medium-sized company to operate;</li><li>• Equity capital for investment provided by the shareholders;</li><li>• Shareholders have experience in target sectors.</li></ul> | <ul style="list-style-type: none"><li>• Technology and software-focused businesses;</li><li>• Active in areas such as measurements, security, environmental technology, mobility, IT, automotive, engineering and technical maintenance;</li><li>• Operating mainly B2B;</li><li>• Located in the DACH region;</li><li>• Stable or growing cashflow;</li><li>• EBITDA between €1m-€3m.</li></ul> |

**Location: Germany**

### 270339 - PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• PE firm;</li><li>• Focuses on the lower-mid market;</li><li>• Raised their first fund since January 2020 and aim to raise £160m;</li><li>• Located in the UK.</li></ul> | <ul style="list-style-type: none"><li>• Privately-owned businesses;</li><li>• Sectors of interest include education, healthcare (pharma services &amp; life sciences), business services (financial services), support services and ICT;</li><li>• Minority or majority investments;</li><li>• Located in the UK;</li><li>• EBITDA between £1m-£5m.</li></ul> |

**Location: England**

### 271563 - PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• PE firm;</li><li>• Grows small-to-medium enterprises long-term;</li><li>• Provides direct management roles;</li><li>• UK-based.</li></ul> | <ul style="list-style-type: none"><li>• Services companies in the recruitment, ICT, GRC, insurance and environmental sectors;</li><li>• Niche sectors are welcome;</li><li>• Small-to-medium enterprises with B2B operating model;</li><li>• With or without management teams;</li><li>• UK-based;</li><li>• EBITDA in the range of £1m-£5m.</li></ul> |

**Location: England**

### 271603 - EUROPEAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• European PE firm;</li><li>• Sector agnostic but have a keen interest in the technology, media &amp; telecom, consumer and education sectors;</li><li>• Offices in the UK and Germany.</li></ul> | <ul style="list-style-type: none"><li>• Sectors of interest are consumer, education and technology;</li><li>• Located in Western Europe and the UK;</li><li>• EBITDA between £1m-£5m.</li></ul> |

**Location: London**

### 11730 - MBI (CLICK REFERENCE TO ENQUIRE)

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• UK MBI;</li><li>• Commercial and strategic CFO;</li><li>• Has extensive private equity experience and plc background;</li><li>• Proactive in management of multisite and multinational cross-functional teams;</li><li>• Experience in oil &amp; gas, renewable energy, packaging, manufacturing and precision engineering.</li></ul> | <ul style="list-style-type: none"><li>• B2B businesses in financial services, food &amp; beverage, recruitment and other similar areas;</li><li>• No interest in distressed but also prefer not to be in a full sale process;</li><li>• Located in the UK;</li><li>• EBITDA of £500k-£2m.</li></ul> |

**Location: England**

### 269926 - BELGIAN INVESTMENT FIRM (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></ul> | <ul style="list-style-type: none"><li>• Real estate;</li><li>• Healthcare providers and healthcare real estate;</li><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**

### 270932 - UK PRIVATE EQUITY FIRM (CLICK REFERENCE TO ENQUIRE)

| The Acquirer   | Acquisition Criteria   |
|--|--|
| <ul style="list-style-type: none"><li>• PE firm;</li><li>• Operates at the smaller end of the private equity market;</li><li>• Generally look to buy and build companies with an equity investment of £5m to £20m;</li><li>• UK-based.</li></ul> | <ul style="list-style-type: none"><li>• Consumer and business services sectors;</li><li>• Companies with a management team in place;</li><li>• Located in the UK;</li><li>• Ideal EBITDA range is £1m-£5m.</li></ul> |

**Location: England**

## 270444 - BELGIAN PRIVATE EQUITY FIRM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• Belgian PE firm;</li><li>• Invests in early growth start-up companies and more mature businesses (SMEs) who are wanting to scale-up;</li><li>• Focus on the software, IT and digital transformation sectors;</li><li>• Investment in digital transformation is specifically for more mature businesses;</li><li>• Two investment funds: ambition fund and growth fund;</li><li>• Adds value to businesses by working with leadership teams to support and manage business development;</li><li>• Holds a license as an Alternative Investment Fund Manager;</li><li>• Headquartered in Belgium with a second office in Amsterdam.</li></ul> | <ul style="list-style-type: none"><li>• Strong investment focus on digital transformation for advanced growth companies;</li><li>• Will look at minority and majority stakes;</li><li>• Located in Europe with a preference for Benelux;</li><li>• Early growth companies who operate within the software, technology or e-commerce industries:<ul style="list-style-type: none"><li>○ Minimum turnover of €1m,</li><li>○ Investment potential of between €1m-€5m;</li></ul></li><li>• Mature companies in need of capital, coaching and connections to scale-up business development:<ul style="list-style-type: none"><li>○ Minimum turnover between €5m-€10m,</li><li>○ Needs to be profitable,</li><li>○ Investment potential between €5m-€30m.</li></ul></li></ul> |

**Location: Belgium**

## 271162 - IRISH INVESTMENT FUND *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• Irish investment firm;</li><li>• Investing from a credit opportunities fund;</li><li>• Primarily focused on the public sector but co-invest in the private sector;</li><li>• Looking to make up to three co-investments in the private sector a year;</li><li>• Past investments have been in food &amp; beverage, property and telecoms;</li><li>• Active across the UK.</li></ul> | <ul style="list-style-type: none"><li>• Complex situations with credit or debt angles;</li><li>• Financial service providers;</li><li>• Located across Europe;</li><li>• Sector agnostic across Ireland;</li><li>• EV between €5m-€50m.</li></ul> |

**Location: Ireland**

## 271822 - PROPERTY INVESTMENT *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria   |
|---|--|
| <ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Property and investment group;</li><li>• Established relationships with banks for funding;</li><li>• History of acquiring retail, tenanted, commercial and industrial property;</li><li>• Recently began to acquire corporates.</li></ul> | <ul style="list-style-type: none"><li>• Property;</li><li>• Asset-based corporate companies;</li><li>• Located across the UK;</li><li>• Asset value c.£5m.</li></ul> |

**Location: Scotland**

## 9087 - DISTRESSED & SPECIALIST SITUATIONS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer  | Acquisition Criteria  |
|---|---|
| <ul style="list-style-type: none"><li>• PE firm;</li><li>• Specialising in distressed and special situations;</li><li>• Made over 28 acquisitions since foundation;</li><li>• Annual turnover and EBIT of £100m and £9m respectively;</li><li>• UK-based.</li></ul> | <ul style="list-style-type: none"><li>• Mid-market industrial and manufacturing businesses;</li><li>• Sectors including aerospace, composites, logistics, training and medical equipment;</li><li>• Special situations including turnarounds, stagnation, shareholder exit and distressed situations;</li><li>• UK-based;</li><li>• Turnover above £5m.</li></ul> |

**Location: England**