



Langcliffe International

PROFESSIONAL & GENERAL SERVICES
BUYERS

ACQUISITIVE IN ITALY

DECEMBER 2020

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

SECTORS

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FINANCIAL GENERAL

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

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

Location: England

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

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

Location: Ireland

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

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

Location: USA

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

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

Location: USA

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

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

Location: Italy

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

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

Location: England

267758 - INSURANCE BROKER (CLICK REFERENCE TO ENQUIRE)

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

Location: Wales

15937 - PAYMENT PROCESSING (CLICK REFERENCE TO ENQUIRE)

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

Location: England

LEGAL

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

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

Location: England

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

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

Location: Scotland

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

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

Location: England

MARKETING COMMUNICATIONS

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

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

Location: Ireland

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

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

Location: USA

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

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

Location: England

269127 - BUSINESS COMMUNICATION CONSULTANCY (CLICK REFERENCE TO ENQUIRE)

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

Location: England

16744 - CREATIVE AGENCIES (CLICK REFERENCE TO ENQUIRE)

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

Location: England

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

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

Location: England

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

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

Location: England

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

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

Location: England

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

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

Location: England

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

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

Location: Isle of Man

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

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

Location: England

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

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

Location: Belgium

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

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

Location: England

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

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

Location: England

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

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

Location: Germany

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

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

Location: Belgium

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

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

Location: Belgium

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

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

Location: England

261499 - BRANDED PRODUCTS (CLICK REFERENCE TO ENQUIRE)

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

Location: Denmark

MEDIA

269981 - ONLINE PLATFORMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Media company;• Services include magazine publishing, online education platforms and professional training;• Target industries include education, publishing and entertainment;• Global operations.• Headquartered in Germany.	<ul style="list-style-type: none">• Online platforms with paid digital subscription or SaaS companies;• Early start-ups excluded, a business model must be proven and generating profit;• B2B preferred but B2C possible;• Goal is to acquire a significant majority;• Located globally;• Revenue between €1m-€20m;• EBITDA margin >10%.

Location: Germany

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

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

Location: Ireland

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

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

Location: England

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

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

Location: England

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

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

Location: England

251003 - PUBLISHING *(CLICK REFERENCE TO ENQUIRE)*

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

Location: Scotland

269925 - BROADCASTING & NEW MEDIA AI *(CLICK REFERENCE TO ENQUIRE)*

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

Location: Belgium

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

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

Location: Belgium

269395 - MEDIA BRANDS & MULTIMEDIA FORMS *(CLICK REFERENCE TO ENQUIRE)*

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

Location: Belgium

REAL ESTATE

269926 - HEALTHCARE REAL ESTATE *(CLICK REFERENCE TO ENQUIRE)*

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

Location: Belgium

269926 - REAL ESTATE *(CLICK REFERENCE TO ENQUIRE)*

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

Location: Belgium

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

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

Location: Luxembourg

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

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

Location: England

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

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

Location: USA

RECRUITMENT

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

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

Location: Japan

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

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

Location: Belgium

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

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

Location: England

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

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

Location: England

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

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

Location: Netherlands

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

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

Location: England

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

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

Location: Italy

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

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

Location: England

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

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

Location: England

259109 - EDUCATION RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Specialist recruitment firm;• Operating in the education sector;• Offices in the UK, Ireland, Australasia and North America.	<ul style="list-style-type: none">• Training companies focused on primary & secondary schools, special needs schools and nurseries;• Contracts to be short-terms, long-term and/or permanent;• Located in UK, Ireland, Australasia and/or North America;• Turnover above £5m.

Location: England

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

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

Location: England

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

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

Location: England

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

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

Location: England

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

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

Location: Belgium

TRANSPORT

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

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

Location: England

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

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

Location: USA

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

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

Location: Netherlands

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

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

Location: England

9382 - LOGISTIC SERVICES (CLICK REFERENCE TO ENQUIRE)

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

Location: England

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

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

Location: Italy

264297 - LOGISTICS *(CLICK REFERENCE TO ENQUIRE)*

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

Location: Japan

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

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

Location: Hong Kong

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

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

Location: England

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

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

Location: England

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

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

Location: England

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

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

Location: Belgium

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

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

Location: England

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

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

Location: South Africa

TRAVEL

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

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

Location: England

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

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

Location: England

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

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

Location: England

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

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

Location: Czech Republic

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

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

Location: Netherlands

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

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

Location: UAE

252075 - BUS OPERATOR (CLICK REFERENCE TO ENQUIRE)

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

Location: Scotland**268722 - TOUR OPERATOR** (CLICK REFERENCE TO ENQUIRE)

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

Location: Netherlands**268453 - TRAVEL AGENT** (CLICK REFERENCE TO ENQUIRE)

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

Location: England