



# Langcliffe International

SEARCH FUNDS  
ACQUISITIVE IN THE UK

JANUARY 2021

## SEARCH FUNDS

Please find details of our search funds targeting opportunities in the UK 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 [mark.eardley@langcliffeinternational.com](mailto:mark.eardley@langcliffeinternational.com)

## 15668 - B2B ENGINEERING & TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</li><li>• Background in strategy consulting, industrial solutions, automation and renewables;</li><li>• Opportunity to scale an already successful business;</li><li>• Equity from personal funds, family funds and a family office;</li><li>• Debt finance from banks if appropriate;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• B2B engineering/technology businesses;</li><li>• Product or project and services/solutions;</li><li>• Must have proprietary technology/IP;</li><li>• Growth potential in the UK and internationally;</li><li>• UK-based;</li><li>• Revenue above £3m;</li><li>• EV preferably in the range of £5m-£10m, but will consider any size.</li></ul>

**Location: UK**

## 263018 - MANUFACTURING & MAINTENANCE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</li><li>• Looking to acquire and operate an SME;</li><li>• Sector agnostic with a particular interest in engineering services;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Businesses would ideally have both product/manufacturing and maintenance/service revenue streams;</li><li>• UK-based;</li><li>• EBITDA of £1m-£2.5m;</li><li>• Margins of &gt;15%.</li></ul>

**Location: UK**

## 267492 - SECTOR AGNOSTIC *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</li><li>• Investment vehicle looking to acquire and run a single mid-market business;</li><li>• Management team have private equity and corporate experience;</li><li>• Also backed by HNWI investors;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Strong recurring revenue, middle management in place;</li><li>• UK-based;</li><li>• EBITDA in the range of £1m-£5m;</li><li>• 10% margin.</li></ul>

**Location: UK**

**269823 - SAAS, RENEWABLES, VETERINARY, INDUSTRIAL & MAINTENANCE**  
([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</li><li>• Principal is a successful entrepreneur with experience in a range of industries;</li><li>• Backed by high calibre investors, business professionals and funds from across Europe;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• SaaS, renewables, veterinary, industrial distribution and predictive maintenance;</li><li>• UK-based;</li><li>• Turnover in the range of £3m-£10m;</li><li>• EBITDA margin of 10%-15%.</li></ul>

**Location: UK**

**266395 - SECTOR AGNOSTIC** ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</li><li>• Funded by a combination of HNW, family office and institutional funds;</li><li>• Looks to hold for the long-term;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Second tier management in place;</li><li>• UK-based;</li><li>• Turnover &gt;£5m;</li><li>• EBITDA in the range of £500k-£3m.</li></ul>

**Location: UK**

**271563 - RECRUITMENT, ICT, GRC, INSURANCE & ENVIRONMENTAL** ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</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: UK**

### 256097 - ASSET LIGHT B2B SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</li><li>• Small well-funded investment team with M&amp;A background;</li><li>• Looking for buy and build opportunities;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Asset light, B2B service businesses;</li><li>• Financially robust, defensible, owner operated businesses with strong growth potential;</li><li>• UK-based;</li><li>• EBITDA in the range of £1m-£2m.</li></ul>

**Location: UK**

### 272670 - ENERGY, HVAC, UTILITIES & PETS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</li><li>• Backed by 30-50 HNWI investors;</li><li>• Principal has an investment banking background and Harvard MBA;</li><li>• Supported by a team of 7 analysts;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Slight focus on energy efficiency, HVAC, utilities and pet-related opportunities;</li><li>• UK-based;</li><li>• Minimum turnover of £3m;</li><li>• EBITDA between £750k-£5m.</li></ul>

**Location: UK**

### 258295 - SECTOR AGNOSTIC *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</li><li>• Backed by a range of HNWIs plus personal funds;</li><li>• Experienced personnel with backgrounds in law, technology, business and finance;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• UK-based;</li><li>• EBITDA in excess of £1m.</li></ul>

**Location: UK**

## 267347 - B2B SERVICES & UTILITIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</li><li>• £600k-£700k of equity;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• B2B services and utility providers;</li><li>• UK-based, preferably the South;</li><li>• EBITDA in the range of £600k-£700k.</li></ul>

**Location: UK**

## 270521 - FACILITIES MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</li><li>• Focused on the facilities management/support services sectors;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Facilities management, fire safety and compliance businesses;</li><li>• Located in the UK;</li><li>• EBITDA in the range of £500k-£2m.</li></ul>

**Location: UK**