



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

FEBRUARY 2021

Sectors Featured Include: Automobiles & Parts, Building Products, Construction, Electronic, Food & Beverages, Health/Pharma, ICT, Industrial/Manufacturing, Legal, Marketing Communications, Plastics & Packaging, Real Estate, 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

- [AUTOMOBILES & PARTS](#)
- [BUILDING PRODUCTS](#)
- [CONSTRUCTION](#)
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Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- [GENERALIST](#)

AUTOMOBILES & PARTS

272873 - VEHICLE LIGHTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• E-commerce business specialising in vehicle lighting;• Products also used by police, mining and construction machinery and shipyards industries;• Sold via online store and through specialist dealers;• Located in Norway;• Present around Europe.	<ul style="list-style-type: none">• Online retailers of electrical accessories for vehicles;• Located across Europe;• Minimum EBITDA €2m;• EBITDA margin above 10%.

Location: Norway

BUILDING PRODUCTS

272180 - STREET FURNITURE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Group of companies involved in the design and installation of street furniture, public shelters & bicycle infrastructure;• Key focus on circularity and smart city solutions;• Serves local governments, contractors and public authorities;• Active across Western Europe.	<ul style="list-style-type: none">• Designers and installers of street furniture, shelters & bicycle parking;• Interested in businesses with a manufacturing element but this is not essential;• Located in the UK;• EBITDA between €300k-€5m.

Location: Netherlands

251574 - KITCHEN & BATHROOM ACCESSORIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Main Market-listed;• Group of companies supplying branded kitchen and bathroom accessories;• Products include showers, taps, tiles and adhesives;• Serves consumers, retailers, wholesalers and architects.	<ul style="list-style-type: none">• Manufacturers of bathroom and kitchen building products;• Products include tiles, tile adhesives, lighting and flooring;• Preference for trade channels;• Preference for strong brand and/or technology/IP;• Located in Europe, South Africa and the Middle East;• Minimum EBITDA £1m.

Location: England

CONSTRUCTION

269698 - HORIZONTAL DRILLING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Provider of horizontal directional drilling services;• Offers a full-service for the installation of utility lines within larger infrastructure projects;• Also carries out polyethylene welding;• Active across Belgium.	<ul style="list-style-type: none">• Horizontal drilling companies working on infrastructure projects;• Located across the Benelux, Germany and France;• Turnover up to €50m.

Location: Belgium

ELECTRONIC

263901 - LOADED ELECTRONIC BOARDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Canadian PE-owned;• Manufacturer of loaded electronic boards;• Supplies control systems, cable harnesses and high value-added solutions to machinery manufacturers;• Active across the UK.	<ul style="list-style-type: none">• Manufacturers of electrical control systems;• Providers of sub-contract manufacturing services;• Active in core vertical sectors, as well as complementary fields;• Serving clients across a range of sectors;• Located in the UK, US and Europe;• EBITDA up to £10m.

Location: England

FOOD & BEVERAGES

267 - CONFECTIONERY & BAKED GOODS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of branded and own label confectionery and baked goods;• Serves retail clients;• Products are offered across the UK.	<ul style="list-style-type: none">• Manufacturers of biscuits, cakes and other confectionery products;• Interested in the foodservice sector;• Located in the UK;• Turnover between £2m-£10m.

Location: Scotland

272219 - HOSPITALITY STRATEGY AGENCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Investment firm;• Pursuing food and beverage opportunities;• Acquisitions division of hospitality strategy agency;• Headquartered in London.	<ul style="list-style-type: none">• Hospitality businesses and food & beverage intersections;• Located in the UK;• Turnover in the range of £2m-£20m.

Location: England

272395 - BAKERY GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately owned;• Manufacturer and distributor of bakery products for commercial markets;• Part of a larger European bakery chain;• Large network of wholesalers and distributors;• Provides flexible packaging solutions;• Baking centres located globally.	<ul style="list-style-type: none">• Manufacturers and wholesalers specialising in core bakery ingredients in existing product lines;• Suppliers for home baking;• Customers in both retail and industry;• Located globally excluding the US and Western Europe;• EV of €5m-€50m.

Location: England

270552 - FROZEN FOOD PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Manufacturer of frozen food products;• Popular products are lasagne and cannelloni;• Headquartered in Spain.	<ul style="list-style-type: none">• Manufacturers of frozen pre-cooked food;• Cheap product areas;• Located across Europe;• Minimum turnover €10m.

Location: Spain

272323 - NATURAL INGREDIENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Supplier of natural ingredients;• Ingredients include vegetable oils and fish extracts;• Headquartered in France;• Global operations.	<ul style="list-style-type: none">• Suppliers of natural and organic ingredients;• Products for use in food and supplements;• Located globally;• Minimum EBITDA €1m.

Location: France

HEALTH/PHARMA

265415 - MEDICAL DEVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish privately-owned;• Supplier of medical devices;• Focus on issues of patient mobility in medical environments.	<ul style="list-style-type: none">• Suppliers of medical products and services;• Services assisting mobility outcome across acute and long-term care environments;• Located globally;• No interest in the Far East;• Deal value up to £200m;• EBITDA margin above 10%.

Location: Sweden

267058 - HEALTHCARE IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of IT services for the healthcare sector;• Develops software and eHealth solutions;• Also offers health IT training and consulting;• Software used by nursing homes, hospitals, clinics and laboratories;• Active across the Netherlands, Belgium and France.	<ul style="list-style-type: none">• Providers of eHealth services and healthcare IT;• Software for practice management, electronic patient files, data exchange, invoicing and other services;• Focus on support for primary health care providers;• Located across Europe;• Minimum EBITDA €1m.

Location: Belgium

ICT

270450 - CRM SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Developer of end-to-end CRM solutions;• Customer sectors include Healthcare and Retail;• Located in Belgium;• Operates globally.	<ul style="list-style-type: none">• Developers of CRM solutions;• Located in Europe;• Turnover between €1m-€15m.

Location: Belgium

270448 - TRAVEL EXPENSE MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Provider of travel expense management solutions;• SaaS solution enables large corporations to become globally compliant with local regulations and taxes;• Headquartered in Belgium;• Operates globally.	<ul style="list-style-type: none">• Suppliers of travel and expense management software solutions;• Solutions targeted at SMEs;• Located in Europe;• Turnover above €5m.

Location: Belgium

INDUSTRIAL/MANUFACTURING

269696 - LUBRICATION TECHNOLOGIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Designer, manufacturer & installer of lubrication technologies and systems;• Offers products in air lubrication, cleaning technology and grease lubrication;• Services include engineering, installation commissioning, maintenance and provision of maintenance products;• Distributes products themselves and through partnered distributors;• Facilities in Belgium and the Americas.	<ul style="list-style-type: none">• Installers and maintenance service providers specialising in lubrication technologies;• Focus on food and beverage production technologies;• c.10 technicians;• Located in the UK;• EBITDA up to €10m.

Location: Belgium

256644 - DIVERSE HOLDING COMPANY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Diverse holding company;• Services include automotive aftermarket (passenger & CV), engineering services and manufacturing;• Operates globally across numerous sectors.	<ul style="list-style-type: none">• Product lifecycle logistics including repair, servicing, maintenance and overhaul;• Areas of interest are renewable energy, autonomous vehicle components, EV battery second life value chain and 3D printing/additive manufacturing & rapid prototyping;• Aerospace and automotive industries;• Located in the UK, Europe, GCC and the US;• Revenue between £1m-£10m but will consider larger;• EBIT margin between 5%-10%.

Location: England

272886 - FOOD & BEVERAGE PACKAGING MACHINERY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of food and beverage packaging machinery;• Focused on cartons and sleeves;• Part of a Swedish conglomerate.	<ul style="list-style-type: none">• Manufacturers of packaging machinery;• Located in Europe, with particular interest in the UK;• EBITDA above £2m;• High margins.

Location: England

271566 - STRUCTURAL STEEL (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Irish privately-owned;• Structural steel firm;• Services include engineering, fabrication, erection, cladding and decking;• Sectors include but not limited to pharmaceutical, commercial, leisure and retail.	<ul style="list-style-type: none">• Steel fabricators and related services;• Located in the UK;• Deal size in the range of £5m-£10m.

Location: Ireland

269789 - SIGNAGE & FAÇADE CLADDING SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Manufacturer of interior and exterior signage & façade cladding solutions;• Offers design, production, installation, maintenance, repair and administrative support services;• Serves a range of businesses internationally;• Three production sites across Belgium;• Physical presence across Europe.	<ul style="list-style-type: none">• Manufacturers of interior and exterior signage solutions;• Façade cladding businesses;• Located across France and Belgium;• Revenue up to €50m.

Location: Belgium

LEGAL

256571 - HR & EMPLOYMENT LAW *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of HR, employment law and health & safety services;• Supports employers of all sizes from all sectors.	<ul style="list-style-type: none">• Developers of health and safety software;• Providers of HR services;• Contractual/recurring services;• Located in the UK;• Maximum EBITDA £3m.

Location: England

MARKETING COMMUNICATIONS

269697 - DISPLAYS & SHOWROOMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Designer and manufacturer of exhibition stands, displays & showrooms;• Designs, manufactures, stores, transports, assembles and disassembles;• Products can be 2D or 3D and can be visual, audio-visual, digital or interactive;• Serves a number of international brands.	<ul style="list-style-type: none">• Designers and manufacturers of professional exhibition stands & displays;• Interior designers of commercial rooms and buildings;• Located across Europe;• Turnover up to €50m.

Location: Belgium

PLASTICS & PACKAGING

254224 - PACKAGING SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Packaging supplier;• Products include labels, tape, packaging machinery, shrink sleeves and printed film;• Located in the North of England.	<ul style="list-style-type: none">• Packaging suppliers;• Similar product portfolio;• Located in the UK;• Any size.

Location: England

REAL ESTATE

15342 - INTEGRATED PROPERTY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of integrated property services;• Part of a wider estate agency and property service group;• Offers services including sale & purchase, re-mortgage, legal representation, asset management and financial services;• Services offered across the UK.	<ul style="list-style-type: none">• Property service providers with a focus on residential properties;• Located in the UK with a preference for underrepresented areas;• Turnover up to £20m.

Location: England

RETAIL/CONSUMER

270550 - CONSUMER GOODS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Producer and marketer of consumer goods;• Product sectors include personal care and home care;• Headquartered in Southern Europe.	<ul style="list-style-type: none">• Suppliers of consumer goods;• Specific interest in producers of personal care products and canned tuna;• Located in Europe;• EBITDA above €1m.

Location: Italy

272709 - GIFTS & HOME DECOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Wholesaler of gifts and home decorations;• Distributes products through a network of international department stores and independent gift shops;• Holds a wide brand portfolio in accessories, gifts, clocks, small furniture items and lighting;• Headquartered in the Netherlands.	<ul style="list-style-type: none">• Wholesalers and distributors of gifts & homeware;• Branded products;• Located across Europe;• Minimum EBITDA €1m.

Location: Netherlands

SUPPORT SERVICES

256518 - WIND TURBINES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Wind turbine installer and maintenance business;• Focused on supplying small scale turbines to the farming sector;• UK-based.	<ul style="list-style-type: none">• Businesses involved in wind turbine installation, maintenance and engineering;• UK-based;• Any turnover and EBITDA considered.

Location: England

265894 - PLANT & TOOL HIRE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of plant and tool hire services;• Serves builders and contractors nationwide.	<ul style="list-style-type: none">• Plant and equipment hire businesses;• Heavy and light equipment;• Located across the UK;• Turnover up to £50m.

Location: England

269695 - ASBESTOS REMOVAL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Certified asbestos removal business;• Services are offered to contractors, private individuals, demolition and other removal businesses;• Contains operation through hermetic, non-hermetic zones and incubator bags;• Operates across the Netherlands and Belgium.	<ul style="list-style-type: none">• Specialised asbestos removal businesses;• Main contractors or subcontractors;• Working on buildings or ships;• Located in the Benelux, France or Germany;• Turnover up to €50m.

Location: Belgium

269699 - OUTSOURCED CUSTOMER RELATIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Provider of outsourced services focused around customer relations;• Wide range of services offered that help businesses acquire customers, manage their admin and develop & retain their customers' client base;• Offices in Belgium and Morocco.	<ul style="list-style-type: none">• Call centres;• Telemarketing businesses;• Located in the Netherlands and France;• EBITDA up to €10m.

Location: Belgium

TRANSPORT/DISTRIBUTION

269790 - LOGISTICS & TRANSPORT GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Logistics provider and transport group;• Imports and exports products into & out of Europe;• Serves the automotive, fashion, home/DIY/garden, FMCG, packaging, industrial goods and reverse logistics sectors;• Warehousing space across Europe.	<ul style="list-style-type: none">• Logistics service providers;• Partnerships with clients;• Focused on fashion and automotive sectors;• Based in the Netherlands, Germany, France or the UK;• Revenue up to €50m.

Location: Belgium

271954 - INDUSTRIAL TOOLS & EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Distributor of industrial tools and equipment;• Products include power tools, fasteners, abrasives, sealants and PPE.	<ul style="list-style-type: none">• Distributors of industrial equipment;• Located in the UK;• Any size.

Location: England

269791 - OUTDOOR ACTIVITY ACCESSORIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Importer, exporter and wholesaler of accessories for camping, leisure, outdoor, garden & sporting activities;• Exhibits and distributes branded products;• Distributes across Europe from a central warehouse in the Netherlands.	<ul style="list-style-type: none">• Wholesalers and manufacturers of own brand products;• Products in the camping and outdoor activity space;• Located across Europe;• Revenue up to €50m.

Location: Netherlands

GENERALIST

272988 - DUTCH FAMILY OFFICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch family office;• Semi-formal family office with an experienced corporate financier representing a number of families;• Experience in financing & corporate development projects and investment banking;• Previously held partner and operational leadership roles at PE firms;• Provides flexible capital for privately-owned companies;• Minimum equity ticket of €5m;• Looks to co-invest or to partner with banks for larger transactions;• Active across the Benelux.	<ul style="list-style-type: none">• Invests in themes not sectors;• Themes include upscaling, health & wellness and sustainability;• Strong management team in place as they are not looking to run the business;• Entrepreneur to entrepreneur investments;• Privately-owned companies that are not PE-backed;• Located in the Benelux;• Revenue c.€10m;• Minimum EBITDA €1m, although this is less relevant for IT targets.

Location: Netherlands

272962 - TECHNOLOGY & SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE firm;• Management team has over 60 years' experience operating and investing in technology/software companies;• The team have led over 30 software acquisitions;• UK-based.	<ul style="list-style-type: none">• B2B software and services businesses;• Proven product or service;• Located in Europe;• Turnover between €5m-€50m;• EBITDA between €(10m)-€20m.

Location: England

1835 - MANUFACTURING & DISTRIBUTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Investment firm;• Focus on manufacturing and distribution;• Strong track record of acquisitions;• Acquires businesses for the long-term, operating them as autonomous businesses and usually using existing management.	<ul style="list-style-type: none">• Companies involved in industrial manufacturing and distribution;• Preferably operating within a niche market;• UK-based;• Interested in UK-based oil and gas businesses, except in the north of Scotland;• EBIT c.£2m-£3.5m;• Strong NAV;• No/little debt;• Positive cash flow.

Location: England

258 - PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE firm;• Invests in small- to medium-sized companies;• Partners with founders, families and industry experts;• Located in the UK and US.	<ul style="list-style-type: none">• Investments in buy-and-build strategies;• Sectors of interest include business services, energy supply, financial services and industrials;• Located in Europe;• EBITDA between €4m-€20m.

Location: England

259470 - CANADIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Canadian PE firm;• Pursues 100% share investments in businesses;• Investments across Canada and Europe.	<ul style="list-style-type: none">• Manufacturing, business services, distribution and retail;• Located in North America and Europe;• EBITDA between \$750k-\$2.5m.

Location: Canada

272696 - MBO SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE firm;• Provides MBO solutions;• UK-based.	<ul style="list-style-type: none">• Sector agnostic;• Strong management team in place;• UK-based;• EBITDA in the range of £250k-£1.5m.

Location: England

270202 - SEARCH FUND (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Search fund;• Group of family offices that have pledged £20m to the fund;• Total fund size £100m;• Located in the UK.	<ul style="list-style-type: none">• Sector agnostic excluding the chemicals market;• Located in the UK;• Flexible on deal size, maximum EBITDA £10m.

Location: England