Langcliffe

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

MARCH 2021

Sectors Featured Include: Building Products, Chemicals, Electronic, Food & Beverages, Healthcare Providers, ICT, Industrial/ Manufacturing, Marketing Communications, Recruitment, Retail/Consumer, Soft FM, Support Services, Transport/Distribution, Travel 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

- BUILDING PRODUCTS
- CHEMICALS
- ELECTRONIC
- FOOD & BEVERAGES
- HEALTHCARE PROVIDERS
- ICT
- INDUSTRIAL/MANUFACTURING
- MARKETING COMMUNICATIONS
- RECRUITMENT
- RETAIL/CONSUMER
- SOFT FM
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION
- TRAVEL

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

• GENERALIST

BUILDING PRODUCTS

273573 - BATHROOM & KITCHEN TAPS (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|-------------------------|
| UK privately-owned; | • Distributors of taps; |
| • Distributor of bathroom and kitchen taps; | Located globally; |
| • Part of a well-funded investment group. | • Turnover >£2m. |

CHEMICALS

254169 - HIGH PERFORMANCE SEALANTS & ADHESIVES (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|---|
| PE-owned; Manufacturer and marketer of high-performance sealants and adhesives; Supplies industrial and automotive markets; International brand with a global client based; Headquartered in the UK with trading subsidiaries in Germany and the US. | Manufacturers of adhesives and sealants; Serving clients in a range of markets; Located in Europe; EBITDA up to £3m. |

Location: England

265467 - CHEMICAL FORMULATIONS (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|---|
| PE-owned;Manufacturer of chemical formulations; | Manufacturers of industrial cleaning products and fuel additives; |
| Product categories include cleaners, fuel additives, anti-corrosion and lubrication; | Located across Europe;EBITDA up to £3m. |
| Serves automotive manufacturers, engineering firms and wholesalers; | |
| • Products offered in the UK and overseas. | |

ELECTRONIC

273137 - MOBILITY TECHNOLOGY & SERVICES (CLICK REFERENCE TO ENQUIRE)

| Provider of mobility technology and services; Offers a vast range of products centred | Mobility and technology products and services; Hardware and software products related |
|--|---|
| Develops and manufactures hardware and software products in-house; | to vehicle security, trip logging and fleet management; Providers of related services; Located across Europe; EV up to £200m. |

Location: Netherlands

FOOD & BEVERAGES

14667 - PET FOOD (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|---|
| UK privately-owned; | Manufacturers of pet food; |
| Manufacturer of pet food; | Private label; |
| Categories include both dried and canned food; | Located in the UK; Minimum EBITDA £1m. |
| Part of a wider PE-owned overseas pet food group; | |
| Supplies products nationally and internationally. | |

HEALTHCARE PROVIDERS

265965 - RESIDENTIAL CARE HOMES (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| UK privately-owned; Residential care home provider; Provides care, education and support; Serves the elderly, disabled and individuals with complex needs; Care homes are situated across the UK. | Care homes for elderly, disabled and complex needs; UK-based; Turnover up to £10m. |

Location: England

266567 - CARE HOME OPERATOR (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|----------------------------|
| UK privately-owned; | Domiciliary care agencies; |
| Care home operator; | • Located in the UK; |
| • Three purpose-built dementia care homes; | • Minimum EBITDA £1m. |
| • Average weekly fee c.£1.5k. | |

Location: England

15495 - SPECIALIST RESIDENTIAL CARE (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| UK privately-owned; | Providers of residential care; |
| Provider of specialist residential care; | • Located in the UK; |
| Serves adults and young people with learning disabilities, autism, mental health disorders and physical disabilities; | • Turnover up to £10m. |
| • Operates residential and supported living homes across the UK. | |

273505 - EXPERIENCED INDIVIDUAL (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| • UK MBI; | Domiciliary care agencies; |
| Experience within staffing and healthcare services. | Located in the UK;Minimum EBITDA £1m. |

Location: England

272141 - PREVENTATIVE HEALTHCARE (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|---|
| UK privately-owned; | Providers of occupational or preventative |
| • Preventative healthcare provider; | health services to public and private sectors; |
| Provides occupational health services to public and private sectors; | • Located in the UK and Europe; |
| Services include including psychological services, physiotherapy, advice and counselling through workshops, absence management and drug and alcohol screenings; | EBITDA ideally £500k-£2.5m but any size will be considered. |
| Services are delivered through off-site implanted staff, mobile units, remote services and clinic-based services (via a UK network of PAM clinics). | |

273606 - EDUCATION TECHNOLOGIES (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|---|
| Dutch PE-owned; Group of companies providing technological innovations for learning and organisational processes; | Providers of digital solutions for educational and organisational practices; Services include software applications, technological developments and licensing; |
| Serves the education, healthcare and local government sectors; | Serving the public sector;Located in the Nordics, Germany and the |
| Services include student information systems, designing & publishing of materials, automation & computerisation of education portals and licensing in Adobe & Microsoft. | |

Location: Netherlands

263760 - IT SERVICES (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|-------------------------------------|
| UK privately-owned; | • IT consultancy and strategy; |
| IT services provider; | • IT hardware and software support; |
| Owned by a multi-billion-turnover listed | Managed services; |
| company; | Strong niches; |
| Track record of acquisitions. | • Located in the UK; |
| | • Turnover >£1m. |

270515 - IT MANAGED SERVICES (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| • Dutch PE-owned; | Providers of IT services and solutions; |
| Provider of IT managed services;Provides general management of IT | Serving the government, healthcare, business and industry markets; |
| infrastructure; | • Services include IT security, cloud models, |
| Services include delivery and consultancy on SaaS, PaaS and IaaS platforms; | business continuity and virtualisation of the workplace; |
| Headquartered in the Netherlands. | Located in the Nordics, Germany and Benelux; |
| | • Total equity up to €15m. |

Location: Netherlands

INDUSTRIAL/MANUFACTURING

270988 - INDUSTRIAL PLASTICS (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|---|
| Belgian PE-owned; Industrial plastics and conveyor belt group Products include conveyor belting, industrial plastics and transmission components; Offers installation and maintenance services; Develops own products and receives them from other suppliers; Physical presence in Belgium and the Netherlands. | Manufacturers of rubber and synthetic conveyor belts; Located in the Benelux; EV up to €200m. |

Location: Belgium

256706 - ELECTRON MICROSCOPY EQUIPMENT (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| UK privately-owned;Manufacturer of electron microscopy | Manufacturers of nanotechnology equipment; |
| equipment; | • Located in the UK; |
| • Products are used for medical research. | • EBITDA >£250k. |

Location: England

273532 - FLOORING & STORAGE SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|---|
| UK privately-owned; Manufacturer of mezzanine flooring and storage solutions; | Manufacturers and suppliers of mezzanine flooring; Suppliers of storage solutions; |
| Services include shelving, racking and partitioning; Part of a well-financed industrial group. | Located globally; Turnover >£5m. |

MARKETING COMMUNICATIONS

| he Acquirer | Acquisition Criteria |
|---|---|
| • Dutch PE-owned; | • Producers of in-house and modular video |
| Producer of video content for advertising an | |
| marketing; | Delivers advertising and marketing campaigns; |
| Delivers multi-asset content campaigns from | n |
| TVCs to social and online retail channels; | Active in any sector; |
| Services include editing, grading, audio, | Located globally; |
| motion design, VFX and CGI; | • Total equity up to €15m. |
| Headquartered in the Netherlands. | |

273671 - VIDEO CONTENT PROVIDER (CLICK REFERENCE TO ENQUIRE)

Location: Netherlands

RECRUITMENT

11301 - IT & FINANCIAL RECRUITMENT (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|---|
| UK privately-owned; | • IT and digital recruitment agencies; |
| Recruitment firm; | • Located in the UK; |
| Provides permanent and contract recruitment professionals to the IT and financial services sectors; | Turnover above £1m. |
| Offices located internationally. | |

Location: Scotland

RETAIL/CONSUMER

257682 - INDUSTRIAL, COMMERCIAL & OFFICE SUPPLIES (CLICK REFERENCE TO ENQUIRE)

| UK privately-owned; E-commerce businesses; | The Ac | quirer | Acqui | sition Criteria |
|---|---------|--|-------|---|
| Online retailer of industrial, commercial and office supplies; Part of a wider B2B multi-channel distribution business; Products include storage containers, stationery, trolleys, cupboards, lockers, shelving and pallet trucks; Serves clients across a range of sectors; Delivers products across the UK. | • • • • | UK privately-owned; Online retailer of industrial, commercial and office supplies; Part of a wider B2B multi-channel distribution business; Products include storage containers, stationery, trolleys, cupboards, lockers, shelving and pallet trucks; Serves clients across a range of sectors; | • | E-commerce businesses; Selling a range of industrial, commercial and office supplies; Located across the UK; |

Location: England

254276 - HARDWARE & DIY PRODUCTS (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|---|
| • PE-owned; | • Suppliers of tools, DIY products and PPE; |
| Supplier of hardware, DIY products and basic PPE; | Suppliers of electrical equipment and lighting products; |
| Products include fastenings, fixings, tools, paints and adhesives; | Serving plumbers, building merchants, wholesalers and distributors in the |
| Sells third-party brands alongside items under their own brand; | construction industry;Located in the UK; |
| Operates an e-commerce platform; | • EBITDA up to £3m. |
| Serves merchant trades; | |
| • Located in England and Northern Ireland. | |

273091 - TABLETOP MARKETING & DECORATIONS (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|---|
| Overseas; Manufacturer of paper tabletop marketing and decoration products; | Manufacturers of paper tabletop and foodservice products; Located across Europe; |
| Products include include cutlery pouches, placemats, napkins and table runners; | Minimum EBITDA €1m. |
| Offers personalisation services; | |
| Headquartered in Belgium. | |

Location: Belgium

SOFT FM

268288 - CCTV SYSTEMS (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|--|
| UK privately-owned; Designer and installer of CCTV systems; Serves businesses operating in the retail and leisure markets. | Designers and installers of high definition CCTV systems; Businesses offering CCTV maintenance services; Located in the UK; Any size. |

SUPPORT SERVICES

273672 - EDUCATION, TRAINING & EXAM INSTITUTE (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|---|
| • Dutch PE-owned; | Providers of educational and training |
| Education, training and exam institute for professionals; | services; Specialising in financial skills and personal development; |
| Specialises on financial courses; | development; |
| Develops curriculum in-house; | Located in the Nordics, Germany and the UK; |
| Courses offered offline and online; | Total equity up to €15m. |
| Located in the Netherlands. | |

Location: Netherlands

251859 - PHOTOGRAPHIC & DIGITAL PRINTING (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| UK privately-owned;Photographic and digital printing company; | Printing, framing, photography and fine art services; |
| Offers digital & photographic printing, book binding, framing and school photography; | General manufacturing companies;Interested in distressed; |
| Serves wedding, portrait, event and school professional photographers; | Located in UK, preferably East England and North London; |
| Delivers products worldwide. | • EBITDA between £200k-£2m. |

270958 - UTILITIES MANAGEMENT (CLICK REFERENCE TO ENQUIRE)

| he Acquirer | Acquisition Criteria |
|---|--|
| UK privately-owned;Utilities management services provider; | Energy consultancies and brokers; Interested in distressed; |
| Advises over 1500 commercial clients on their energy consumption and associated efficiency & costs; | Located in the UK;Any size. |
| • Services offered across the UK. | |

TRANSPORT/DISTRIBUTION

270356 - TRADE & PROFESSIONAL DISTRIBUTION (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|---|
| Luxembourgian PE-owned; | • Distributors of commercial supplies; |
| Distributor of products and equipment for traders and professionals; | Products ranging from office and event equipment to stationery, hygiene |
| Offers a vast range of advertising, event, packaging, hygiene, stationery and disposable products; | |
| Serves traders, artisans, professionals and communities across a range of sectors; | Located across Europe; EBITDA up to €5m. |
| • Operates c.200 stores across Europe, and an online store delivering exclusively in France. | |

Location: France

256558 - ARTISTIC MATERIALS SUPPLIER (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|---|
| PE-owned; Supplier of artistic materials; Manufactures trademarked products and distributes them through B2B and B2C sales channels; Products offered across the UK. | Manufacturers and suppliers of arts & crafts products & equipment; Products ranging from easels, pencils and paintbrushes to graphics & digital products; Located in the UK; EBITDA up to £3m. |

273531 - DISTRIBUTION & TRANSPORT SERVICES (CLICK REFERENCE TO ENQUIRE)

| he Acquirer | Acquisition Criteria |
|--|---|
| UK privately-owned; General distribution and transport services provider; | Road haulage, warehousing and distribution services; Located in the UK, US and Europe; |
| Operates across Europe; Part of a well-financed investment group. | • Turnover in the range of £10m-£100m. |

TRAVEL

250815 - TAILOR-MADE HOLIDAYS (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|---|
| • PE-owned; | Tour operators and holiday providers; |
| • Tour operator; | • Serving the retail travel trade; |
| Offers tailor-made holidays in North America and Australasia; | Located in the UK; EBITDA up to £3m. |
| Also sources cruises, skiing and wildlife holidays in the South Pacific. | |

GENERALIST

| The Acquirer | Acquisition Criteria |
|--|--|
| • UK MBI; | • Businesses within the service sector; |
| Experienced business development consultant; | Access security providers;Retail pharmaceutical and cosmetics |
| History in private investment. | companies;Specialist product packaging suppliers; |
| | Residential property maintenance |
| | providers; |
| | Looking for an executive role after acquisition; |
| | Located in the UK, preferably near North West London; |
| | • EV between £1m-£10m. |

273504 - MBI CANDIDATE (CLICK REFERENCE TO ENQUIRE)

Location: England

267105 - DUTCH MID-MARKET PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| • Dutch PE-firm; | Sector agnostic; |
| Sector agnostic with a focus on the mid- market; | No interest in bio-tech, real estate or start-ups; |
| Funds originate from a number of institutional investors; | Located in the Benelux; Minimum FBITDA €1m. |
| Holds c.30 businesses in current portfolio; | |
| Backs buy-outs and takes majority or minority positions; | |
| Invests €5m-€50m per investment; | |
| Can invest beyond €50m through co- investment. | |

Location: Netherlands

272845 - GERMAN PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| German PE-firm; Invests in businesses with a strong market position; | Businesses in the tech, consumer and services sectors; Strong and sustainable growth; |
| Supported by entrepreneurial families; Flexible investments and does not have to exit; Offers growth capital. | Headquartered in the Nordics or generates the majority of revenues there; EBITDA between €1m-€5m. |

Location: Germany

269674 - BELGIAN GROWTH CAPITAL (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| • Belgian PE firm; | • Sector agnostic; |
| Private equity arm of a larger investment and holding group; | Experienced in food, leisure, healthcare and construction; |
| Offers capital for a range of buy-outs and growth opportunities; | Located in the Benelux; EV between €10m-€200m. |
| Invests in businesses where the enterprise value is between €10m-€200m; | |
| Can partner with co-investors for larger tickets. | |

Location: Belgium

271999 - ENGLISH PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|---|
| PE firm; Invests in rapidly growing businesses disrupting traditional B2B value chains; | Providers of tech-enabled B2B software, data and services; Majority investments; |
| • Based in the UK. | Located in Europe; Enterprise value between €50m-€200m. |

272284 - SPECIALIST SITUATIONS (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|---|
| The Acquirer European PE firm; Acquires medium-sized companies in situations of upheaval (carve-out, turnaround, succession) to transforms them; Long-term investor; Headquartered in Germany. | Medium-sized companies within all industries excluding weapons, tobacco, and factory farming; Will not invest in pure liquidation cases, start-ups, banks, bio-tech and minority holdings; Located in Europe; Turnarounds and carve-outs; Sales between €10m-€250m; |
| | Successions; Sales between €5m-€50m; |
| | Sales between €5m-€50m; EBITDA from negative to €3m in all cases. |
| | |

Location: Germany

272313 - DUTCH PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|---|
| Dutch PE firm; Invests in profitable companies with strong market positions that can benefit from growth strategies, such as buy & builds and international expansion. | Profitable business services and software companies; Leading position in (niche) market segment; Solid cashflow generation; Experienced and entrepreneurial management team; Significant opportunity for buy & build and/or organic growth; Located in the Benelux; EBITDA above €3m. |

Location: Netherlands

259470 - CANADIAN PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|---|
| Canadian PE firm; | Manufacturing, business services, |
| Pursues 100% share investments in businesses; | distribution and retail;Located in North America and Europe; |
| Investments across Canada and Europe. | • EBITDA between \$750k-\$2.5m. |

Location: Canada

273717 - GERMAN PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|--|
| • German PE firm; | Sector agnostic; |
| Invests in European companies; | Established business model; |
| Takes a minority (>15%) or majority stake; | Headquartered in Europe with a preference for German-speaking countries; |
| Looks to partner with entrepreneurial families, industrial shareholders and | |
| management; | Turnover above €25m; |
| Supports businesses in need of growth financing or in corporate succession and spin- off situations; | • Positive EBITDA. |
| Typically invests between €10m-€50m per transaction. | |

Location: Germany

14866 - ENGLISH PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|--|
| PE firm; Typically invests in profitable, cash generative companies with strong management teams; | B2B wholesale & distribution, B2C e- commerce, consumer manufacturing and chemicals; |
| • UK-based. | Small to mid-market companies with investment and funding requirements of £1m-£4m; |
| | • UK-based; |
| | • EBITDA in the range of £500k-£3m. |

Location: England

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269796 - BELGIAN PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

| e Acquirer | Acquisition Criteria |
|---|---|
| Belgian PE firm; Investment activities in private equity, real estate and property development projects; Private equity arm looks to make majority investments in traditional manufacturing and service businesses; | 'Understandable' businesses in traditional industrial and service sectors; No interest in high tech, biotechnology, retail; Real estate in the retail and semi-industrial property markets; |
| Property development projects focus on office and semi-industrial projects across Belgium and Luxembourg and residential projects in any green and natural area in Europe. | No interest in distressed situations; Located in the Benelux, UK, Germany and France; EBITDA between €5m-€30m. |

8243 - SPANISH PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|--|--|
| Spanish PE firm; Invests in sustainable infrastructures that | Energy transition - renewable generation, energy efficiency projects and smart mobility; |
| promote energy transition and circular economy; Equity investments in assets or asset-backed companies; | Circular economy - waste to resource (recycling, waste management) and waste to energy (district heating, biogas, biomethane, hydrogen); |
| • Well-funded. | Water cycler - water treatment plants and smart irrigation; |
| | Greenfield and brownfield; |
| | Located in the eurozone; |
| | • Tickets between €5m-€50m. |

Location: Spain

270355 - LUXEMBOURGIAN PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| Luxembourgian PE firm; Invests in SMEs and SMIs facing strategic and operation challenges; | Sector agnostic; Experiencing operational or strategic difficulties; |
| Acquires majority stakes in subsidiaries or activities of larger groups through specialist takeovers; Makes investments in equity; | Have a basis on which a viable business model can be built; Located in the Benelux and France; Turnover up to €200m. |
| • Investments of up to €10m per project. | |

Location: Luxembourg