



NEWLY ENGAGED BUYERS

WITH SUB £1M EBITDA CRITERIA

MARCH 2021

Sectors Featured Include: Automobiles & Parts, Building Products, Chemicals, Construction, Electronic, Financial General, Food & Beverages, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Marketing Communications, Real Estate, Recruitment, Retail/Consumer, Soft FM, Support Services, Transport/Distribution, Travel and Generalist

SECTORS

To view our most recent buyers targeting opportunities with an EBITDA below £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](#)
- [CHEMICALS](#)
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- [TRAVEL](#)

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

- [GENERALIST](#)

AUTOMOBILES & PARTS

273380 - AUTOMOTIVE REPAIRS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of comprehensive automotive repairs across a network of garages;• Innovative reputation for incorporating tech solutions to optimise efficiencies;• Approved repairer for insurers and car manufacturers as well as the public;• Located in the UK.	<ul style="list-style-type: none">• Providers of automotive repairs and maintenance capabilities;• Individual or a group of garages;• Developers of innovative vehicle maintenance technology, systems or workflow solutions;• Located in the UK;• Minimum EBITDA £200k.

Location: England

273652 - ELECTRIC COMMERCIAL VEHICLES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Manufacturer of electric commercial vehicles;• Serves cities, municipalities, CPAs and industries;• Headquartered in Belgium;• Operates across Europe via distributors.	<ul style="list-style-type: none">• Manufacturers and suppliers of 100% electric vehicles;• Focusing on commercial vehicles and public transport;• Located in the Benelux, DACH and France;• Minimum EBITDA €250k.

Location: Belgium

BUILDING PRODUCTS

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Distributor of bathroom and kitchen taps;• Part of a well-funded investment group.	<ul style="list-style-type: none">• Distributors of taps;• Located globally;• Turnover >£2m.

Location: England

CHEMICALS

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• 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.	<ul style="list-style-type: none">• 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
<ul style="list-style-type: none">• PE-owned;• Manufacturer of chemical formulations;• Product categories include cleaners, fuel additives, anti-corrosion and lubrication;• Serves automotive manufacturers, engineering firms and wholesalers;• Products offered in the UK and overseas.	<ul style="list-style-type: none">• Manufacturers of industrial cleaning products and fuel additives;• Located across Europe;• EBITDA up to £3m.

Location: England

CONSTRUCTION

273903 - BUILDING COMPLIANCE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Building compliance provider;• Offers a range of energy assessment, compliance, consultancy and testing services;• Serves house builders, contractors, developers, M&E engineers, architects and local authorities.	<ul style="list-style-type: none">• Providers of building services;• Serving public and private sectors;• Operating in the healthcare, education, infrastructure, residential and private rental sectors;• Offering services such as M&E design, building regulations & compliance, architectural, civil and structural engineering consultancy, QS and project management and installation & maintenance i.e. HVAC, renewables;• Strong management team in place;• Located in the UK with a particular focus on businesses in Yorkshire, North West and North East England;• Minimum EBITDA £250k;• Element of recurring revenue.

Location: England

262955 - FORKLIFT TRUCKS & WAREHOUSE EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Retailer of forklift trucks and warehouse equipment;• Offers forklift hire and leasing;• Also offers servicing, breakdown and repair services 24/7;• Products and services offered across the UK through regional centres.	<ul style="list-style-type: none">• Industrial door & dock levellers and industrial repair services;• Located in the UK;• Turnover in the range of £250k-£2m.

Location: England

273626 - UTILITIES INFRASTRUCTURE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of end-to-end utilities infrastructure services;• Services include the design, installation, maintenance and decommission of power & communications utilities infrastructure;• Main contractor for clients in the fast communication and electricity supply infrastructure sectors;• Located in South West England.	<ul style="list-style-type: none">• Providers of turnkey utilities infrastructure services;• Specialists in either power transmission and distribution or communications infrastructure projects;• Suppliers of substation or switchgear design, installation and maintenance services;• Located in the UK;• Minimum EBITDA £500k.

Location: England

ELECTRONIC

273591 - WHOLESALE ELECTRICAL SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Wholesale supplier of electrical products;• Products span over 25 categories from connectors, fittings, controls and wire management products;• Supplying products to the commercial and industrial market in North America.	<ul style="list-style-type: none">• Producers and distributors of stock and flow electrical products for use in the construction industry;• Used by electrical contractors for new construction, MRO or retrofit activities;• Located in North America or Europe;• Minimum EBITDA \$250k.

Location: USA

262691 - FIRE & SECURITY SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Supplier of fire and security systems and solutions;• Provides fire safety training and inspections;• Offers services to homes and businesses;• Located in South East England.	<ul style="list-style-type: none">• Providers of fire safety and protection services;• Suppliers of home and business security systems;• Located in the UK;• Minimum EBITDA £200k.

Location: England

FINANCIAL GENERAL

267126 - FINANCIAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of financial services;• Services include insurance, pensions, mortgages regional banking and brokerage;• Also offers insurance brokerage and consulting services between customers and health insurers.	<ul style="list-style-type: none">• Financial services providers;• Focus on insurance brokers;• Located in the Benelux;• Minimum EBITDA €250k.

Location: Netherlands

FOOD & BEVERAGES

14667 - PET FOOD *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of pet food;• Categories include both dried and canned food;• Part of a wider PE-owned overseas pet food group;• Supplies products nationally and internationally.	<ul style="list-style-type: none">• Manufacturers of pet food;• Private label;• Located in the UK;• Minimum EBITDA £1m.

Location: England

HEALTH/PHARMA

273404 - PHARMACEUTICAL & BIOTECH SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of specialist professional services to pharmaceutical and biotech companies;• Offering support throughout the drug/product innovation, development and commercialisation stages, including strategic and regulatory/licencing consulting;• Expertise in a wide range of pharmaceutical and medical sub-categories;• Global network and client-base;• Headquartered in the UK.	<ul style="list-style-type: none">• Providers of specialist professional services to pharmaceutical and biotech companies;• Providers of drug research, development or testing capabilities and bespoke strategic, commercialisation or regulatory consultancy services;• Specialists in niche medical and pharmaceutical fields;• Located in the UK;• Minimum EBITDA £500k.

Location: England

HEALTHCARE PROVIDERS

273462 - PHYSIOTHERAPY & HEALTHCARE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of integrated MSK, physiotherapy and healthcare services;• Includes orthopaedics, pain, mental health/IAPT, rheumatology, wellbeing and occupational health services;• Serves NHS patients and employees from a wide range of private & public companies across many sectors;• Located across the UK.	<ul style="list-style-type: none">• Providers of outsourced healthcare services;• Especially MSK and pain management services;• Similar businesses or in adjacent vertical care markets;• Located in the UK;• Minimum EBITDA £500k.

Location: England

272141 - PREVENTATIVE HEALTHCARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Preventative healthcare provider;• Provides occupational health services to public and private sectors;• Services include including psychological services, physiotherapy, advice and counselling through workshops, absence management and drug and alcohol screenings;• Services are delivered through off-site implanted staff, mobile units, remote services and clinic-based services (via a UK network of PAM clinics).	<ul style="list-style-type: none">• Providers of occupational or preventative health services to public and private sectors;• Located in the UK and Europe;• EBITDA ideally £500k-£2.5m but any size will be considered.

Location: England

265965 - RESIDENTIAL CARE HOMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• 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.	<ul style="list-style-type: none">• Care homes for elderly, disabled and complex needs;• UK-based;• Turnover up to £10m.

Location: England

272257 - COMPLEX CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Complex and learning disability care provider;• Existing operations in the Midlands and the North;• Significant experience in the sector.	<ul style="list-style-type: none">• Complex and learning disability care providers;• Located in the Midlands and Northern England;• Minimum EBITDA £200k.

Location: England

15495 - SPECIALIST RESIDENTIAL CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of specialist residential care;• Serves adults and young people with learning disabilities, autism, mental health disorders and physical disabilities;• Operates residential and supported living homes across the UK.	<ul style="list-style-type: none">• Providers of residential care;• Located in the UK;• Turnover up to £10m.

Location: England

267123 - MATERNITY CARE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of maternity care services;• Offers maternity nurses for the period following childbirth;• Operates throughout the Netherlands.	<ul style="list-style-type: none">• Providers of maternity services and nurses;• Located in the Netherlands;• Minimum EBITDA €250k.

Location: Netherlands

256670 - SOCIAL & FOSTER CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of social and foster care services;• Offers both private and public care;• c.10 offices across the UK.	<ul style="list-style-type: none">• Foster agencies and care providers;• Social work and social care businesses;• Located in the UK;• Minimum EBITDA £250k.

Location: England

ICT

263760 - IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• IT services provider;• Owned by a multi-billion-turnover listed company;• Track record of acquisitions.	<ul style="list-style-type: none">• IT consultancy and strategy;• IT hardware and software support;• Managed services;• Strong niches;• Located in the UK;• Turnover >£1m.

Location: England

259786 - FM SOFTWARE DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

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

Location: England

268230 - AV & IT RENTAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of rental services;• Rents AV & IT products and services;• Active across Europe.	<ul style="list-style-type: none">• Businesses renting AV or IT hardware solutions;• Located across Europe with a preference for the DACH region;• Minimum EBITDA €500k.

Location: Netherlands

267118 - CONTACT CENTRE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Full service contact centre;• Also offers service management, loyalty management, debt marketing and marketing services;• Physical presence across the Netherlands, Belgium and Curacao.	<ul style="list-style-type: none">• Call centres and providers of related services;• Located in the Benelux and Germany;• Turnover up to €5m.

Location: Netherlands

261394 - SOFTWARE & INFRASTRUCTURE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• ICT solutions provider;• Offers software and IT infrastructure solutions;• Serves small, medium and large enterprise customers.	<ul style="list-style-type: none">• Sage 200 business partners:<ul style="list-style-type: none">○ Preferably with a vertical solution (in-house IP),○ Turnover up to £3m;• Boutique size cloud hosting specialist:<ul style="list-style-type: none">○ Turnover c.£1m;• Located in the UK, ideally North East, North West or Midlands.

Location: England

264853 - IT & CLOUD RESELLER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Reseller of IT & cloud services, software and devices;• Devices include computer monitors and interactive touch screens;• To education and business markets.	<ul style="list-style-type: none">• Suppliers of IT services in the technology and education sectors;• Located in Europe;• Minimum EBITDA £250k.

Location: England

273417 - DIGITAL INFRASTRUCTURE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Wholesale provider of digital infrastructure solutions;• Includes digital connectivity, mobile voice, IP communications, software marketplace and products supply solutions;• Provides solely to a network of vendors who then resell onto SMEs;• Primarily sold in the UK.	<ul style="list-style-type: none">• Providers of digital infrastructure solutions;• Desired products include digital telecoms, IT, cloud or compatible solutions;• For integration in SMEs in all or specific sectors;• Located globally;• Minimum EBITDA £500k.

Location: England

273606 - EDUCATION TECHNOLOGIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Group of companies providing technological innovations for learning and organisational processes;• Serves the education, healthcare and local government sectors;• Services include student information systems, designing & publishing of materials, automation & computerisation of education portals and licensing in Adobe & Microsoft.	<ul style="list-style-type: none">• Providers of digital solutions for educational and organisational practices;• Services include software applications, technological developments and licensing;• Serving the public sector;• Located in the Nordics, Germany and the UK;• Total equity up to €15m.

Location: Netherlands

273710 - REGULATORY SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of software to government bodies;• Offers permit software to aid the process of issuing, tracking and renewing approvals for regulated activities;• Offers complementary services including case management, document management, collaboration and the provision of geospatial information;• Products in the form of browsers, apps, back-office forms, EBSs and Microsoft plug-ins.	<ul style="list-style-type: none">• Software developers;• Focus on regulatory software for governments and related regulatory bodies;• Developers of permit software;• Located across Northern and Western Europe;• Minimum EBITDA €500k.

Location: Netherlands

272314 - SOFTWARE DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Software developer;• Provides outsourced software development services to independent software vendors and corporates;• Services in application construction, quality assurance and maintenance.	<ul style="list-style-type: none">• Targets that will help to increase the number of developers in the business;• Software developers that will broaden current service offering;• Located across Europe with a particular interest in Romania;• Minimum EBITDA €250k.

Location: Netherlands

270515 - IT MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of IT managed services;• Provides general management of IT infrastructure;• Services include delivery and consultancy on SaaS, PaaS and IaaS platforms;• Headquartered in the Netherlands.	<ul style="list-style-type: none">• Providers of IT services and solutions;• Serving the government, healthcare, business and industry markets;• Services include IT security, cloud models, business continuity and virtualisation of the workplace;• Located in the Nordics, Germany and Benelux;• Total equity up to €15m.

Location: Netherlands

273673 - CADD SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer of computer aided drug discovery (CADD) software;• Solutions include a range of integrated AI supported software for the design, optimisation and analysis of small molecules;• Customers include large global pharmaceutical companies.	<ul style="list-style-type: none">• Developers of molecule discovery or analysis software;• Providers of AI supported data analysis solutions for the pharmaceutical sector;• Located in Europe or the US;• Minimum EBITDA £200k.

Location: England

10229 - END-TO-END IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• End-to-end IT consulting and outsourced management services provider;• IT-based solutions and service provider for business transformation;• Services include Microsoft solutions, project & programme management and business intelligence.	<ul style="list-style-type: none">• Outsourced IT providers;• Services include digital, cloud and business-critical applications;• No interest in hardware, connectivity, helpdesk or telecoms;• Located in the UK;• Turnover in the range of £5m-£25m;• EBITDA above £500k.

Location: Ireland

273790 - NURSERY MANAGEMENT SAAS PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer of a nursery management SaaS platform;• End-to-end services include digital admin, payment, child event logging and remote access solutions;• Users include a wide range of the UK's top nursery chains, nurseries and preschools;• Located in the UK.	<ul style="list-style-type: none">• Providers of nursery management software;• Including industry specific admin streamlining, parent inclusion and activity journaling solutions• Developers of compatible digital business support SaaS;• Located in the UK;• Minimum EBITDA £200k.

Location: England

271505 - HR & PAYROLL SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of specialist education HR and payroll software;• Software focuses on staff absence, wellbeing, payroll, professional development and salary solutions;• Users include schools, universities and multi-academy trusts.	<ul style="list-style-type: none">• Providers of digital HR and payroll SaaS solutions;• Specifically for or applicable to the education sector;• Located in the UK;• Minimum EBITDA £200k.

Location: Wales

INDUSTRIAL/MANUFACTURING

273701 - INDUSTRIAL LIQUID STORAGE & DISPENSING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of industrial liquid storage and dispensing solutions;• Customer sectors include fuel, oil & gas, agriculture, construction and mining;• Sold directly to customers and through a global network of distributors;• Headquartered in the UK with operations in the US, Canada and UAE.	<ul style="list-style-type: none">• Manufacturers of storage and dispensing solutions for fuels, lubricants and other specialist industrial fluids;• Located in North America or Europe;• Minimum EBITDA £250k.

Location: England

273839 - COMPLEX COMPONENT ENGINEERING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of complex component engineering and manufacturing services;• Services include design support, manufacturing, assembly & sub-assembly, testing and inspection solutions;• Customers in R&D intensive industries such as biotech, science testing & instrumentation, defence and aerospace;• Located in the South East.	<ul style="list-style-type: none">• Providers of complex machinery and components manufacturing services;• Particularly interested in service providers to the biotech sector;• Developers of manufacturing planning digital solutions;• Located in the UK;• Minimum EBITDA £250k.

Location: England

MARKETING COMMUNICATIONS

273245 - B2B MARKETING AGENCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• B2B marketing agency;• Specialisms include content creation and reactive PR.	<ul style="list-style-type: none">• B2B digital marketing agencies;• Should bolster current digital offering;• Complement existing services;• Must have a strong B2B base;• Services could include branding, PR, web development, content creation and branding;• Preferably located within a 60-mile radius of Birmingham;• EBITDA up to £200k;• Deal size of no more than £1m.

Location: England

272417 - REPUTATION MANAGEMENT AGENCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Reputation management agency;• Develops communications strategies that protect, project and promote a business or individual;• Services offered include PR & reputation management, media relations, executive profiling, crisis & issues management, copywriting & editorial project management and brand development;• Based in the UK & Dubai;• Offer services globally.	<ul style="list-style-type: none">• Media and communication agencies;• Services include corporate communications, personal brand development, PR and reputation management;• Located globally;• Minimum EBITDA £250k.

Location: England

273436 - ACCOUNT-BASED MARKETING CONSULTANCY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Account-based marketing consultancy throughout the sales cycle;• Provides advisory services on B2B sales and market optimisation;• Working with blue-chip and enterprise technology companies;• Located in the UK and US.	<ul style="list-style-type: none">• Providers of B2B marketing communications/consultancy services;• Working with blue-chip clients;• Interested in the US and UK;• Minimum EBITDA £200k.

Location: England

268231 - ONLINE MARKETING AGENCY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Online marketing agency;• Specialises in SEO, SEA and CRO;• Based in the Netherlands.	<ul style="list-style-type: none">• Online digital marketing businesses;• Focused around increasing client's online visibility and conversions;• Targeting all stages of a customer's online experience;• Located in the Benelux and UK;• Minimum EBITDA €250k.

Location: Netherlands

REAL ESTATE

273244 - PROPTech INVESTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE firm;• Independent investment vehicle;• Expertise in PropTech and the real estate industry;• European network.	<ul style="list-style-type: none">• Providers of PropTech and real estate services & solutions;• Specialising in digital transformations of real estate;• Located in Europe;• Minimum EBITDA €250k.

Location: Belgium

RECRUITMENT

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Recruitment firm;• Provides permanent and contract recruitment professionals to the IT and financial services sectors;• Offices located internationally.	<ul style="list-style-type: none">• IT and digital recruitment agencies;• Located in the UK;• Turnover above £1m.

Location: Scotland

RETAIL/CONSUMER

263178 - ONLINE BEAUTY RETAILER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Online beauty retailer;• Products include makeup, haircare and other health-related accessories.• Distributes across the UK.	<ul style="list-style-type: none">• Online beauty brands;• Strong online presence;• Located in the UK• EBITDA above £500k.

Location: England

272385 - EROTIC PRODUCTS & ENTERTAINMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Online retailer of erotic products and entertainment;• Develops and manages concepts for online shops and entertainment providers;• Operates as a B2B and B2C sales platform;• Manages the entire chain of online sales, from operating secure websites to product packaging and delivery.	<ul style="list-style-type: none">• Online retailers of erotic products;• Sales platforms for erotic products and entertainment;• Located in Europe;• Minimum EBITDA €250k.

Location: Netherlands

273253 - E-COMMERCE BRANDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Irish privately-owned;• E-commerce company;• Acquires European e-commerce brands.	<ul style="list-style-type: none">• E-commerce brands;• Over 2 years operating history;• Operating in Europe;• Turnover up to €5m.

Location: Ireland

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Supplier of hardware, DIY products and basic PPE;• Products include fastenings, fixings, tools, paints and adhesives;• Sells third-party brands alongside items under their own brand;• Operates an e-commerce platform;• Serves merchant trades;• Located in England and Northern Ireland.	<ul style="list-style-type: none">• Suppliers of tools, DIY products and PPE;• Suppliers of electrical equipment and lighting products;• Serving plumbers, building merchants, wholesalers and distributors in the construction industry;• Located in the UK;• EBITDA up to £3m.

Location: England

273582 - TRACKING & WELLBEING TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer of tracking and wellbeing monitoring technology;• Producer of low power, wearable monitoring technology;• Used primarily by healthcare providers, within the justice system and by private individuals;• Global customer base;• Headquartered in the UK with further operations in the US.	<ul style="list-style-type: none">• Developers of wearable location monitoring accessories;• Providers of remote alert systems for use in healthcare or emergencies;• Providers of phone apps and software with similar capabilities;• Located in Europe or the US;• Minimum EBITDA £200k.

Location: England

273607 - PPE CLOTHING & EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of a wide range of PPE clothing and equipment;• Supplies sector-specific products spanning many different markets;• Products sold globally via distributors, retailers and e-commerce;• Located in the US.	<ul style="list-style-type: none">• Suppliers of general or specialist PPE clothing and/or equipment;• Providers of production and testing capabilities;• Located in the US or Europe;• Minimum EBITDA \$500k.

Location: US

SOFT FM

250684 - SMART FACILITY MAINTENANCE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer and provider of smart facility maintenance services;• Provides hard & soft services & systems, total facility management and live monitoring systems;• Clients include corporates, public sector and managing agents;• Headquartered in South East England;• Operates nationwide.	<ul style="list-style-type: none">• M&E maintenance, testing and compliance businesses;• Providers of complimentary facility management services;• Developers of smart facility management systems;• Located in the UK;• Minimum EBITDA £200k.

Location: England

273437 - FIRE PROTECTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of fire protection systems, maintenance and consulting;• Services include specialised offerings catering for critical infrastructures such as datacentres, healthcare providers and housing associations;• B2B customers include blue-chip companies, specialist organisations and most UK facilities maintenance companies;• Located across the UK.	<ul style="list-style-type: none">• Providers of fire protection systems;• Design, installation, maintenance or training services;• B2B only, especially those providing specialist solutions datacentres or other niche sectors;• Located in the UK;• Minimum EBITDA £250k.

Location: England

268288 - CCTV SYSTEMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Designer and installer of CCTV systems;• Serves businesses operating in the retail and leisure markets.	<ul style="list-style-type: none">• Designers and installers of high definition CCTV systems;• Businesses offering CCTV maintenance services;• Located in the UK;• Any size.

Location: England

SUPPORT SERVICES

273686 - INTERNATIONAL FUND DISTRIBUTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of international fund distribution services;• Services include regulatory compliance oversight, fund data management & publication and due diligence;• Provides access to global fund distribution channels;• Clients include global asset managers and investment funds;• Headquartered in Switzerland;• Operates across Europe.	<ul style="list-style-type: none">• Providers of fund distribution services, expertise or resources;• Suppliers of complimentary digital solutions and platforms;• Located globally;• Minimum EBITDA €500k.

Location: Switzerland

273426 - CLOUD-BASED OUTSOURCED SERVICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of a one-stop cloud-based outsourced services platform;• Services include accounting, tax, payroll, paralegal, staffing, and other related administration;• Client base includes multinational companies, PE firms and real estate companies spanning 50 countries;• Headquartered in Spain;• Global subsidiaries.	<ul style="list-style-type: none">• Providers of digital integrated outsourced services platforms;• Developers of industry grade compatible digital solutions;• Designed for use in large multinational and decentralised organisations;• Located globally;• Minimum EBITDA €250k.

Location: Spain

273307 - TESTING, INSPECTION & CALIBRATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Family run provider of comprehensive testing, inspection and calibration services;• Services include calibration, engineering, forensic analysis, inspection, testing & analysis and training;• Serves businesses across a wide range of sectors;• Located in the US.	<ul style="list-style-type: none">• Providers of TICC services;• Specialists in on-site or in-lab testing, technical and calibration services, or consulting and forensic engineering• Located in the US or Europe;• Minimum EBITDA \$500k.

Location: US

273597 - ESSENTIAL HOME SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of essential home services;• Services include HVAC and plumbing services;• Customers include residential home owners on the West Coast;• Located in the US.	<ul style="list-style-type: none">• Providers of essential home services;• Particularly HVAC and plumbing services;• Located in the US, especially on the West Coast;• Minimum EBITDA \$250k.

Location: USA

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Photographic and digital printing company;• Offers digital & photographic printing, book binding, framing and school photography;• Serves wedding, portrait, event and school professional photographers;• Delivers products worldwide.	<ul style="list-style-type: none">• Printing, framing, photography and fine art services;• General manufacturing companies;• Interested in distressed;• Located in UK, preferably East England and North London;• EBITDA between £200k-£2m.

Location: England

270958 - UTILITIES MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Utilities management services provider;• Advises over 1500 commercial clients on their energy consumption and associated efficiency & costs;• Services offered across the UK.	<ul style="list-style-type: none">• Energy consultancies and brokers;• Interested in distressed;• Located in the UK;• Any size.

Location: England

273611 - FACILITIES MANAGEMENT GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Family-owned facilities management group;• Offers a range of hard and soft facilities management and commercial services;• Serves clients across a vast range of sectors;• Headquartered in Germany with offices across the UK and DACH region.	<ul style="list-style-type: none">• Providers of hard facilities and IT management services;• Services ranging from outdoor services and technical maintenance to energy management, logistics & digital tool provision;• Physical and digital services;• Located across Europe;• Minimum EBITDA €500k.

Location: Germany

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Education, training and exam institute for professionals;• Specialises on financial courses;• Develops curriculum in-house;• Courses offered offline and online.	<ul style="list-style-type: none">• Providers of educational and training services;• Specialising in financial skills and personal development;• Located in the Nordics, Germany and the UK;• Total equity up to €15m.

Location: Netherlands

257062 - EDUCATION GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Education group;• Provides professional development, education consultancy and digital learning;• Specialises in B2G and B2B in the public & private sector;• Track record of acquisitions;• Operates globally.	<ul style="list-style-type: none">• B2B e-learning and digital learning solutions;• Serving companies and the public sector across various industries;• Designers and developers of digital learning solutions;• No interest in B2C online course providers;• Located in the UK;• Turnover between £2m-£5m;• EBITDA above £500k or 25%.

Location: New Zealand

273568 - CUSTOMER EXPERIENCE INSIGHTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of digital customer experience insights;• Services include analysis of customers online journey on websites or apps, optimisation support and identifying technical issues;• Customers include large businesses across a range of sectors;• Headquartered in the UK, located in Europe and the US.	<ul style="list-style-type: none">• Developers of real-time digital customer experience analysis solutions;• Providing insights and feedback on all features of company's websites and apps and how customers interact with them;• Located in Europe or the US;• Minimum EBITDA \$250k.

Location: England

273575 - ACCOUNTING & EARLY BUSINESS SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE-owned; • Provider of accounting and early business support software; • Services include accounting software, tax advice, business creation, business planning, invoice templates and advice; • Specifically for micro and small businesses; • Located in France. 	<ul style="list-style-type: none"> • Developers of digital business support tools and software for SMEs; • Especially those that simplify and assist in accounting, legal, business planning, creation and growth; • Developers of compatible digital infrastructure or support services software; • Located in France; • Minimum EBITDA €200k.

Location: France

273561 - INTRANET PLATFORMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • PE-owned; • Provider of intranet platforms; • Aims to improve employee engagement, productivity, workflow and collaboration; • Also offers support training, consulting and software design; • Global customer base of enterprise, mid-market and public organisations; • Headquartered in the UK. 	<ul style="list-style-type: none"> • Developers of intranet solutions for use in large organisations; • Providers of integrable business enabling or support tools, applications and solutions; • Located in the US or Europe; • Minimum EBITDA \$250k.

Location: England

273411 - EARLY CAREER & GRADUATE BUSINESS TRAINING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of early-career/graduate business and technology training;• Specialising in subjects around data and software engineering, DevOps and business analysis;• Provides a reliable talent pool deployed across a network of businesses once trained;• Located in the UK.	<ul style="list-style-type: none">• Providers of industry standard graduate and early career training;• Focused primarily on business and technology areas;• Providing training to gain industry specific accreditations or to the expected standard of established company connections;• Located in the UK;• Minimum EBITDA £250k.

Location: England

TRANSPORT/DISTRIBUTION

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Luxembourgian PE-owned;• Distributor of products and equipment for traders and professionals;• Offers a vast range of advertising, event, packaging, hygiene, stationery and disposable products;• Serves traders, artisans, professionals and communities across a range of sectors.	<ul style="list-style-type: none">• Distributors of commercial supplies;• Products ranging from office and event equipment to stationery, hygiene products & disposable products;• Wholesalers and B2B retailers;• Located across Europe;• EBITDA up to €5m.

Location: France

12843 - MATERIAL HANDLING EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Distributor of material handling equipment;• Operates nationally.	<ul style="list-style-type: none">• Distributors of warehouse equipment and associated material handling equipment;• Forklift trucks are of particular interest;• Located in the UK;• EBITDA above £500k.

Location: England

256558 - ARTISTIC MATERIALS SUPPLIER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Supplier of artistic materials;• Manufactures trademarked products and distributes them through B2B and B2C sales channels;• Products offered across the UK.	<ul style="list-style-type: none">• 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.

Location: England

TRAVEL

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Tour operator;• Offers tailor-made holidays in North America and Australasia;• Also sources cruises, skiing and wildlife holidays in the South Pacific.	<ul style="list-style-type: none">• Tour operators and holiday providers;• Serving the retail travel trade;• Located in the UK;• EBITDA up to £3m.

Location: England

GENERALIST

259470 - CANADIAN PRIVATE EQUITY *(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

14866 - ENGLISH PRIVATE EQUITY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE firm;• Typically invests in profitable, cash generative companies with strong management teams;• UK-based.	<ul style="list-style-type: none">• B2B wholesale & distribution, B2C e-commerce, consumer manufacturing and chemicals;• Small to mid-market companies with investment and funding requirements of £1m-£4m;• UK-based;• EBITDA in the range of £500k-£3m.

Location: England

258726 - UK FAMILY OFFICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK family office;• Investment team with experience in private equity, real estate and other asset classes;• Offers growth capital;• Makes 3-5 transactions annually;• Cheque size of £2m-£10m.	<ul style="list-style-type: none">• Sector agnostic;• Located across Europe;• Revenue above £1m;• Positive EBITDA.

Location: England

273504 - MBI CANDIDATE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK MBI;• Experienced business development consultant;• History in private investment.	<ul style="list-style-type: none">• Businesses within the service sector;• Access security providers;• Retail pharmaceutical and cosmetics 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.

Location: England