



# Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

APRIL 2021

**Sectors Featured Include:** Automobiles & Parts, Financial General, Food & Beverages, Health/Pharma, ICT, Industrial/Manufacturing, Plastics & Packaging, Recruitment, Retail/Consumer, Support Services 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 [mark.eardley@langcliffeinternational.com](mailto:mark.eardley@langcliffeinternational.com)

- [AUTOMOBILES & PARTS](#)
- [FINANCIAL GENERAL](#)
- [FOOD & BEVERAGES](#)
- [HEALTH/PHARMA](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
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- [SUPPORT SERVICES](#)

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

- [GENERALIST](#)

## AUTOMOBILES & PARTS

### 273324 - AUTOMOTIVE DEALER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Automotive dealer;</li><li>• Offers a wide range of vehicles from a number of well known automotive brands;</li><li>• Operates their own leasing company with a fleet of over 90,000 vehicles;</li><li>• c.250 branches across the Netherlands.</li></ul>	<ul style="list-style-type: none"><li>• Automotive dealers and car importers;</li><li>• Financial leasing companies;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Netherlands**

## FINANCIAL GENERAL

### 15336 - COMMERCIAL INSURANCE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Commercial insurance firm;</li><li>• Part of a wider insurance intermediary group;</li><li>• Offers commercial, home and motor insurance, as well as risk management services;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• General insurance brokers with commercial clients;</li><li>• Located in London or the North East of England;</li><li>• Gross Written Premiums of £5m;</li><li>• Profits in excess of £1m.</li></ul>

**Location: England**

## FOOD & BEVERAGES

### 274034 - FOOD MANUFACTURING & DISTRIBUTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Importer and supplier of food products;</li><li>• Products include ready meals, tinned products and condiments;</li><li>• Supplies the retail sector;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Food manufacturing or distribution businesses;</li><li>• Located in the North of England;</li><li>• Turnover in the range of £2m-£20m.</li></ul>

**Location: England**

## HEALTH/PHARMA

### 264377 - HEALTHCARE SUPPLIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Supplier of healthcare solutions, consumables, medical devices, equipment and services;</li><li>• Products offered to all categories of healthcare providers;</li><li>• High position in the acute hospital sector;</li><li>• Operates across the UK, Germany, Austria and Ireland.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of medical devices and healthcare consumables, solutions and equipment;</li><li>• Providers of technical services for all categories of healthcare;</li><li>• Located in the UK and Ireland;</li><li>• Minimum EBITDA £2m.</li></ul>

**Location: Ireland**

### 3778 - OTC PHARMACEUTICALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Producer of branded OTC and generic pharmaceutical products;</li><li>• Retailers online through several brands;</li><li>• Products include at home cough &amp; cold treatments, dermatology &amp; skincare products, natural health remedies and disinfectants;</li><li>• Operates across Europe and the US.</li></ul>	<ul style="list-style-type: none"><li>• Generic and OTC pharmaceutical brands;</li><li>• Offering products which are sustainable and/or unique;</li><li>• Internet-driven businesses;</li><li>• Areas of interest include specialist dermatology &amp; skincare, natural remedies, cleaning and disinfectants;</li><li>• Manufacturers of branded pharmaceutical products;</li><li>• No interest in own brand manufacturers;</li><li>• Located in Europe and the US;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: England**

**256279 - NATURAL HEALTH BRANDS** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of natural health products;</li><li>• Offers a full range of vegan and organic vitamins, supplements &amp; herbal products.</li></ul>	<ul style="list-style-type: none"><li>• Natural health brands;</li><li>• Direct consumer players with an online presence;</li><li>• Offering niche, sustainable products;</li><li>• Located in Europe and US;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: England**

## ICT

### 274238 - MOBILE TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Mobile technology provider;</li><li>• Provides affordable mobile internet devices;</li><li>• Equity funded;</li><li>• Team has significant experience in the technology refurbishment industry.</li></ul>	<ul style="list-style-type: none"><li>• Businesses providing phone and laptop refurbishment;</li><li>• Value added resellers in the telecoms sector;</li><li>• SaaS/software businesses with recurring revenues;</li><li>• Insurance and commercial property brokers;</li><li>• Recruitment businesses;</li><li>• Environmental and social impact businesses including those in the renewables and recycling sectors;</li><li>• Located globally;</li><li>• Any size.</li></ul>

**Location: England**

### 255168 - RECORDS & INFORMATION MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of records and information management (RIM) services;</li><li>• Serves clients in the financial, legal, healthcare, government and educational sectors;</li><li>• Headquartered in Ireland with operations across the UK and Benelux.</li></ul>	<ul style="list-style-type: none"><li>• Providers of RIM services including storage, destruction, protection and digital access;</li><li>• Operating in a range of sectors;</li><li>• Located in the UK, DACH, Benelux and Southern Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Ireland**



## 261277 - TECHNOLOGY & PROPERTY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK investment vehicle;</li><li>• Invested in a number of technology businesses;</li><li>• Funding readily available.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest are technology and property;</li><li>• Preferably located in the South, up to the M62 corridor;</li><li>• Turnover in the range of £500k-£10m.</li></ul>

**Location: England**

## 272446 - SOFTWARE DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Belgian investment group;</li><li>• Focused on technological businesses;</li><li>• Experts in commerce, technology, finance and real estate;</li><li>• History of acquisitions in Benelux.</li></ul>	<ul style="list-style-type: none"><li>• Software developers;</li><li>• Focusing on contact centres, time registration and access control;</li><li>• Located in DACH, Benelux or Southern Europe;</li><li>• EBITDA above €1m.</li></ul>

**Location: Belgium**

## INDUSTRIAL/MANUFACTURING

### 264694 - TESTING, INSTRUMENTATION & ASSEMBLY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer and supplier of testing, instrumentation &amp; assembly products;</li><li>• Operates across a range of high-value markets within advanced manufacturing, vehicle testing and life science sectors;</li><li>• Markets products under a range of brands;</li><li>• Headquartered in the US with operations across Europe and Asia.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of software, electrical and mechanical components for testing instruments &amp; assembly systems;</li><li>• Located in the US or Europe;</li><li>• Minimum EBITDA €2m.</li></ul>

**Location: USA**

### 274447 - STEEL, WOOD & COMPOSITE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UAE privately-owned;</li><li>• Manufacturer of steel, wooden and composite products;</li><li>• Products include doors, windows, cabinets and wardrobes;</li><li>• Part of a substantial UK investment group.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of steel, wooden &amp; composite doors, windows and associated products;</li><li>• Located in the UK, Europe and the US;</li><li>• Turnover above £3m.</li></ul>

**Location: UAE**

### 274441 - RETAIL DISPLAYS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Designer and manufacturer of retail displays;</li><li>• Clients include global brands and UK independents.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of retail displays;</li><li>• Located in the UK, Europe and the US;</li><li>• Turnover above £3m.</li></ul>

**Location: England**

## PLASTICS & PACKAGING

### 273584 - PACKAGING MACHINES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer of industrial packaging machines;</li><li>• Offers complete and fully automated packaging lines;</li><li>• Also integrates OEM equipment;</li><li>• Machines include erecting, bag inserting, robotic filling, bag closing and weigh filling;</li><li>• Headquartered in Belgium with global divisions in Germany, Spain, the Americas and Australia.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of packaging machines;</li><li>• Individual pieces of equipment or full packaging lines;</li><li>• Located in Europe or the US;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Belgium**

## RECRUITMENT

### 250885 - TRAINING & TEMPORARY RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Training and temporary recruitment services provider;</li><li>• Provides temporary personnel to the industrial and construction sectors;</li><li>• Services include training courses for candidates on how to drive forklifts, LGV and other industrial/construction-based vehicles;</li><li>• Operates nationally.</li></ul>	<ul style="list-style-type: none"><li>• Recruitment agencies providing temporary personnel to the industrial &amp; construction markets;</li><li>• Will also consider permanent recruitment;</li><li>• Established businesses;</li><li>• Businesses offering vehicle training courses/apprenticeships to job seekers on how to drive industrial equipment;</li><li>• Located in Hull &amp; East Yorkshire, Exeter, Swindon, Kent, Essex and East Sussex;</li><li>• Any size.</li></ul>

**Location: England**

## RETAIL/CONSUMER

### 14692 - HOMEWARE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Designer and manufacturer of homeware products;</li><li>• Products include kitchenware, cutlery, picture frames, tableware and giftware;</li><li>• Owns multiple brands;</li><li>• Sold through retailers, supermarkets and own-brand websites;</li><li>• History of acquisitions;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of homeware products;</li><li>• Quality businesses only, not value-based;</li><li>• Located in Europe;</li><li>• Sales from \$10m.</li></ul>

**Location: USA**

### 263651 - ELECTRIC BIKES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Retailer of electric bike and cycling accessories;</li><li>• Located in the South East.</li></ul>	<ul style="list-style-type: none"><li>• Providers of electric bikes;</li><li>• Other products include cycling clothing, tools and accessories;</li><li>• Located in the UK;</li><li>• Any size.</li></ul>

**Location: England**

## SUPPORT SERVICES

### 273171 - GROUP OF NURSERIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Group of nurseries;</li><li>• Provides childcare and early education for children aged 3 months to school age;</li><li>• Based around the UK.</li></ul>	<ul style="list-style-type: none"><li>• Nursery businesses;</li><li>• Located in the South;</li><li>• Any size considered.</li></ul>

**Location: England**

### 251531 - HEALTHCARE SERVICES PROVIDER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Healthcare services provider;</li><li>• Offers professional services to the health and social care sector;</li><li>• Operates across four divisions: consulting, informatics, healthcare and commercial &amp; procurement;</li><li>• Offers services such as digital strategy &amp; investment planning, digital market insight, digital implementation &amp; transformation and optimisation &amp; recovery.</li></ul>	<ul style="list-style-type: none"><li>• Digital support and professional services;</li><li>• Serving clients in the health and social care space;</li><li>• Located across the UK;</li><li>• EV up to £40m.</li></ul>

**Location: England**

### 256184 - EDUCATION GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Group of education services including sixth form colleges, summer schools and tuition providers;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Premium schools or education providers;</li><li>• UK-based;</li><li>• Any turnover or EBITDA considered.</li></ul>

**Location: England**

**258745 - FM & TECHNICAL MAINTENANCE** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• GPW-listed;</li><li>• Facilities management provider;</li><li>• Provides hard FM and M&amp;E services to retail chains;</li><li>• Operates across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Providers of FM and technical maintenance services;</li><li>• Will consider both installation and maintenance companies;</li><li>• Located in the UK, Benelux or Germany;</li><li>• Turnover between £4m-£10m;</li><li>• EBITDA margin &gt;15%.</li></ul>

**Location: Poland**

## GENERALIST

### 274416 - SPANISH PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Spanish PE firm;</li><li>• Looking to invest a majority and controlling stake of one SME;</li><li>• Managing partner has a background in corporate finance, strategy consulting and tier-1 MBA;</li><li>• Well-funded search fund backed by investors with more PE background and flexible investment criteria (vs other search funds &amp; investors).</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic with two main types:<ul style="list-style-type: none"><li>- traditional and resilient with solid fundamentals (e.g. packaging, business services, transport &amp; logistics and adhesives),</li><li>- more disruptive with higher recent growth (e.g. software, IT services, healthcare and cosmetics);</li></ul></li><li>• Fragmented client base with some degree of recurring clients;</li><li>• Little regulation and related risk within business and sector;</li><li>• Owner in stage of retirement and seeking management transition;</li><li>• Located in Spain;</li><li>• Turnover between €3m-€20m;</li><li>• EBITDA in the range of €700k-€3m;</li><li>• Trajectory of cash flow generation.</li></ul>

**Location: Spain**

### 2668846 - PRIVATE EQUITY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE firm;</li><li>• Royalty finance provider;</li><li>• Offers a different solution to the traditional debt or equity routes;</li><li>• Total of £80m funds invested;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Sectors include industrial, healthcare, technology, leisure and business services;</li><li>• Located in the UK and Europe;</li><li>• Management to continue with the business;</li><li>• Investment opportunities in the range of £5m-£15m, ideally £10m-£15m;</li><li>• Stable revenues and EBITDA.</li></ul>

**Location: England**



## 273774 - IRISH PRIVATE EQUITY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Irish PE firm;</li><li>• History of investing in real estate and a range of businesses across the lower mid-market;</li><li>• Invests from their own capital;</li><li>• Look to partner with businesses to achieve long-term growth.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Experience and interest in infrastructure, waste management, telecoms, leisure and entertainment;</li><li>• Located in the UK and Ireland;</li><li>• Enterprise value between £10m-£40m;</li><li>• Equity cheque between £5m-£30m;</li><li>• EBITDA above £2m.</li></ul>

**Location: Ireland**

## 254621 - AFFILIATE INVESTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Affiliate investor;</li><li>• Exists alongside debt and equity in transactions;</li><li>• Raises funds from institutional and family investors;</li><li>• Able to complete transactions very quickly;</li><li>• Invests across the UK;</li><li>• Invests between £500k-£5m per transaction.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• High gross margin and relatively low gearing;</li><li>• Located in the UK;</li><li>• Revenues between £5m-£50m.</li></ul>

**Location: England**