



# Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

MAY 2021

**Sectors Featured Include:** Automobiles & Parts, Construction, Electronic, Food & Beverages, Health/Pharma, ICT, Industrial/Manufacturing, Leisure, Retail/Consumer, Soft FM, 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 [mark.eardley@langcliffeinternational.com](mailto:mark.eardley@langcliffeinternational.com)

- [AUTOMOBILES & PARTS](#)
- [CONSTRUCTION](#)
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- [FOOD & BEVERAGES](#)
- [HEALTH/PHARMA](#)
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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

### 274666 - SCOOTER & MOPED PARTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Supplier of scooter and moped parts &amp; accessories;</li><li>• Operates a B2B e-commerce platform;</li><li>• Serves a network of dealers, garages, resellers and fleet owners in the Netherlands &amp; overseas;</li><li>• Based in the Netherlands.</li></ul>	<ul style="list-style-type: none"><li>• Wholesalers and distributors of parts &amp; accessories;</li><li>• Serving retailers of scooters and motorcycles;</li><li>• Located in Europe;</li><li>• Revenues above €1m.</li></ul>

**Location: Netherlands**

## CONSTRUCTION

### 257970 - ELECTRICAL ENGINEERING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE-owned;</li><li>• Provider of essential electrical engineering services;</li><li>• Specialists in providing electrical testing &amp; compliance, design &amp; installation, and planned &amp; reactive maintenance;</li><li>• Industries include quarrying and food &amp; drink;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Businesses in the electrical engineering services space;</li><li>• Also interested in testing and compliance;</li><li>• UK-based;</li><li>• Turnover up to £10m.</li></ul>

**Location: England**

## ELECTRONIC

### 273241 - LITHIUM BATTERIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Overseas;</li><li>• Manufacturer and distributor of lithium battery technology;</li><li>• Serves the automotive and energy storage systems industries;</li><li>• Located in Singapore;</li><li>• Global presence.</li></ul>	<ul style="list-style-type: none"><li>• Technology enablers;</li><li>• Designers and manufacturers of Lithium batteries, electronic vehicles and autonomous vehicles;</li><li>• Renewable energy production, battery management and battery charging; Must be proven technology;</li><li>• Located globally with a particular interest in Europe and Asia;</li><li>• Any size including start-ups.</li></ul>

**Location: Singapore**

## FOOD & BEVERAGES

### 269544 - BISCUIT MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Manufacturer of biscuits;</li><li>• Produces a range of private label bars and biscuits for people with diabetes &amp; food intolerances;</li><li>• Tailors products and packaging for customer needs;</li><li>• Sells products through a chain of biscuit shops and through mail-order;</li><li>• Operates two factory outlets in Germany.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of special recipe biscuits;</li><li>• Offering products that are low fat, low sugar, vegan, dairy free, gluten free, etc.;</li><li>• Located in the DACH region;</li><li>• Revenue up to €50m.</li></ul>

**Location: Germany**

### 274206 - PET FOOD MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Producer of pet food products;</li><li>• Caters to cats, dogs, small animals and birds;</li><li>• Products sold in retailers, grocery stores, DIY shops and garden centres;</li><li>• Production site located in Germany.</li></ul>	<ul style="list-style-type: none"><li>• Pet food manufacturers;</li><li>• Own brand or private label;</li><li>• Located in DACH region;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Germany**

### 3515 - MEAT & COOKED FOOD PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Manufacturer of quality meat products;</li><li>• Offers a range of raw &amp; cooked meats and meat products;</li><li>• Serves manufacturing, food service and retail clients;</li><li>• Active across the UK.</li></ul>	<ul style="list-style-type: none"><li>• High value chicken and beef products;</li><li>• Also interested in non-meat products such as cooked vegetables, desserts and pies;</li><li>• Located in the UK;</li><li>• Turnover up to £30m.</li></ul>

**Location: England**

## HEALTH/PHARMA

### 255005 - HEALTH & PHARMA COMPLIANCE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Provider of pharmacovigilance and regulatory affairs consulting services;</li><li>• Expertise covers medicinal products, medical devices, veterinary products and consumer healthcare;</li><li>• Headquartered in Germany with additional facilities in Spain, Italy, UK, the US and Israel.</li></ul>	<ul style="list-style-type: none"><li>• Complementary companies serving the health/pharma compliance space;</li><li>• Located within the EU;</li><li>• Revenues in excess of €5m;</li><li>• Profits in excess of €1m.</li></ul>

**Location: Germany**



## ICT

### 274713 - IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• IT services provider;</li><li>• Services include Iptor solutions &amp; services, management consulting, technical consulting and partner solutions;</li><li>• Clients are in the logistics, durable &amp; non-durable goods and pharmaceutical sectors;</li><li>• Based in the US.</li></ul>	<ul style="list-style-type: none"><li>• IT services providers;</li><li>• Located in Europe and the US;</li><li>• EBITDA between €5m-€45m.</li></ul>

**Location: USA**

## INDUSTRIAL/MANUFACTURING

### 272646 - INDUSTRIAL GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Group of companies;</li><li>• Operates in the packaging, construction, manufacturing and premium hire sectors;</li><li>• Services include packaging solutions, modular construction, architectural ironmongery and adapted vehicle manufacturing;</li><li>• Based in Europe.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturing, distribution and hire businesses;</li><li>• Preferably in the packaging, construction, engineering and premium hire sector;</li><li>• Located in the UK and Europe;</li><li>• Turnover between £1m-£25m for platform investments;</li><li>• Turnover up to £1m for bolt-ons.</li></ul>

**Location: England**

### 264799 - PRESS & FINISHING TECHNOLOGIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Manufacturer of machines, plants &amp; systems;</li><li>• Serves clients across a range of industries, including woodworking, building, automotive, plastic card, PCBs and photovoltaics;</li><li>• Produces a vast range of products as well as offering modernization, spare part sales and installation services;</li><li>• Offices across Germany, Hungary, China and the US;</li><li>• Offers products to an international customer base through its partner network.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of press and finishing technologies;</li><li>• Products used for coating, printing, pressing and laminating;</li><li>• Used in production of furniture, doors, flooring, PCBs, photovoltaics, plastic cards, insulation boards and glass products;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Germany**

### 3998 - MANUFACTURERS & SERVICE PROVIDERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK MBI;</li><li>• Private equity backing;</li><li>• Previously held NED/Chair and advisory roles in several industrial companies;</li><li>• Recently MD of a large buy &amp; build manufacturing business.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturing or services businesses in the broader industrials sector;</li><li>• Niche businesses that require scaling via international expansion and/ or M&amp;A;</li><li>• Businesses who are seeking development capital or an exit;</li><li>• Located in the UK;</li><li>• EBITDA between £500k-£5m.</li></ul>

**Location: England**

## LEISURE

### 263853 - HOTELS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Hotel group;</li><li>• Designed to attract mid to high-end clientele;</li><li>• Located in Germany, Holland and Austria.</li></ul>	<ul style="list-style-type: none"><li>• Mid to high-end hotels;</li><li>• Located the DACH and Benelux;</li><li>• Any size.</li></ul>

**Location: Germany**

### 262363 - GYM, LEISURE & WELLNESS FACILITIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Gym and leisure business;</li><li>• Services include PT, group classes and a spa;</li><li>• Facilities located across Germany.</li></ul>	<ul style="list-style-type: none"><li>• Gyms, leisure and wellness facilities;</li><li>• Located in the DACH region;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Germany**

### 259051 - MOTORHOME PARKS & SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Residential park and holiday home operator;</li><li>• Offers residential parks for the retired and coastal holiday parks for families;</li><li>• Over 50 residential parks nationwide;</li><li>• Also offers properties in the Caribbean and America.</li></ul>	<ul style="list-style-type: none"><li>• Insurance providers in the motorhome sector;</li><li>• Motorhome repairs;</li><li>• Sales and hire;</li><li>• Caravan and mobile home parks;</li><li>• Located in the UK, US and Barbados;</li><li>• Turnover between £500k-£50m.</li></ul>

**Location: England**

## SOFT FM

### 275016 - COMMERCIAL CLEANING & SOFT FM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of commercial cleaning services;</li><li>• Works across the public and private sector;</li><li>• Operates nationally.</li></ul>	<ul style="list-style-type: none"><li>• Commercial cleaning and soft FM businesses;</li><li>• Located in the UK;</li><li>• Minimum turnover of £5m.</li></ul>

**Location: England**

## SUPPORT SERVICES

### 262442 - TRADEMARK & BRAND PROTECTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Provider of trademark screening and online brand protection services;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Providers of trademark screening and online brand protection services;</li><li>• Located in Europe;</li><li>• Minimum turnover of \$5m.</li></ul>

**Location: USA**

### 263857 - LANGUAGE TRANSLATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Professional language translation service provider;</li><li>• Offers translation, quality assurance and project management services;</li><li>• Translation services include glossary creation, terminology work, consulting, interpretation, corrections, proofreading, word processing, localisation and IT services;</li><li>• Branches and co-operations across Europe, Asia and America.</li></ul>	<ul style="list-style-type: none"><li>• Providers of professional language translation services;</li><li>• Translating a range of languages and across all markets;</li><li>• Located in Europe, Asia or America;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Germany**

## TRANSPORT/DISTRIBUTION

### 260703 - PPE DISTRIBUTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Distributor of PPE;</li><li>• Distributes a wide range of products across six main areas: head, hand, foot, body, breathing and hygiene;</li><li>• Serves clients across Europe;</li><li>• Headquartered in France with branches across Europe.</li></ul>	<ul style="list-style-type: none"><li>• B2B distributors of PPE;</li><li>• Located across Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: France**

### 262369 - EXPRESS & SPECIALITY LOGISTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Group of companies in the logistics sphere;</li><li>• Operations include air charter, on board courier, international express freight, express medical courier, overnight services and road freight.</li></ul>	<ul style="list-style-type: none"><li>• Express and speciality logistics companies;</li><li>• Located in Europe and the US;</li><li>• Positive cash flow;</li><li>• Turnover in excess of €2m.</li></ul>

**Location: Germany**

## GENERALIST

### 274524 - SWEDISH CONGLOMERATE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Swedish conglomerate;</li><li>• Track record of acquisitions across multiple sectors;</li><li>• Multi-million-pound turnover.</li></ul>	<ul style="list-style-type: none"><li>• Outsourced construction support services, plumbers, electricians and logistics;</li><li>• B2B consumer goods, hair care products, builders merchants, wholesalers and distributors of niche products;</li><li>• Mechanical engineering, automation, and manufacturing of niche products;</li><li>• No interest in unethical products and services, including gambling and weapons;</li><li>• Located in the Nordics, DACH and the UK;</li><li>• Minimum EBITDA €1m;</li><li>• Steady profitability;</li><li>• EBITDA margin above 10%.</li></ul>

**Location: Sweden**



## 255006 - GERMAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE firm;</li><li>• Sector agnostic;</li><li>• Global expansion strategy.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Preference for business services, healthcare services, education, consumer, technology and IT;</li><li>• Located in the DACH region;</li><li>• Minimum EBIT €2m;</li><li>• Outside of the DACH region;<ul style="list-style-type: none"><li>– Dental services, Europe, turnover above €1m;</li><li>– Express &amp; specialty logistics, Europe &amp; US, turnover above €1m;</li><li>– Regulatory &amp; compliance services, Europe, turnover above €5m;</li><li>– Translation services, Europe &amp; US, turnover above €10m;</li><li>– Food &amp; supplements, Europe, turnover above €5m;</li><li>– IT networks &amp; security, EMEA, turnover above €5m;</li><li>– Renewable energy, global, turnover above €5m;</li><li>– Aluminium processing, global, turnover above €10m;</li><li>– Food laboratories, global, turnover above €1m;</li><li>– Pharma analytics, global, turnover above €1m.</li></ul></li></ul>

**Location: Germany**

### 17476 - FAMILY OFFICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Family office;</li><li>• Highly liquid fund looking to provide long-term capital;</li><li>• Will carry out MBOs and MBIs;</li><li>• Based in London.</li></ul>	<ul style="list-style-type: none"><li>• Property deals;</li><li>• Located in the UK;</li><li>• Deal size between £1m-£10m.</li></ul>

**Location: England**

### 16592 - EUROPEAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• European PE firm;</li><li>• Typically invests in growth situations, profit improvement, turn-arounds and corporate carve-outs;</li><li>• Headquartered in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Mid-sized companies;</li><li>• Located in the UK;</li><li>• Sales up to £500m.</li></ul>

**Location: England**

### 274505 - SEARCH FUND *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Search fund;</li><li>• Grows small-to-medium enterprises long-term;</li><li>• Provides direct management roles;</li><li>• Backed by over 20 HNWI and has £1m personal capital for a deal;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturing, industrial, support services, precision engineering, testing and compliance;</li><li>• Niche sectors are welcome;</li><li>• Small-to-medium enterprises with B2B operating model;</li><li>• UK-based preferably located in the South;</li><li>• Teams of over 20 employees;</li><li>• EBITDA in the range of £750k-£3m.</li></ul>

**Location: England**

### 272299 - PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• PE firm;</li><li>• Primarily invests in profitable SMEs with a steady growth;</li><li>• Takes full equity or a majority stake;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• B2B, manufacturing and services industries;</li><li>• Business services, engineering, IT services, technology and software sectors;</li><li>• Located in the UK;</li><li>• EBITDA in the range of £1m-£3m;</li><li>• EV £5m-£20m.</li></ul>

**Location: England**

### 273699 - ITALIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Italian PE firm;</li><li>• Manages several private equity funds, a number of which are institutional;</li><li>• Invests across Italy.</li></ul>	<ul style="list-style-type: none"><li>• Mechanical engineering, fashion, pharma, food &amp; beverage and digital businesses;</li><li>• Located in Italy;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Italy**

### 264723 - SWEDISH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Swedish PE firm;</li><li>• Operates a buy-and-build strategy for a number of their portfolio companies;</li><li>• Platforms located in the Nordics.</li></ul>	<ul style="list-style-type: none"><li>• Growing companies;</li><li>• Sector agnostic;</li><li>• Located in Scandinavia;</li><li>• Equity investments in the range of €10m-€50m.</li></ul>

**Location: Sweden**