



Langcliffe International

NEWLY ENGAGED BUYERS

WITH SUB £1M EBITDA CRITERIA

MAY 2021

Sectors Featured Include: Aerospace & Defence, Automobiles & Parts, Building Products, Construction, Electronic, Food & Beverages, Healthcare Providers, ICT, Industrial/Manufacturing, Leisure, Marketing Communications, Plastics & Packaging, Retail/Consumer, Soft FM, Support Services, Transport/ Distribution 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 mark.eardley@langcliffeinternational.com

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

- [GENERALIST](#)

AEROSPACE & DEFENCE

274680 - AIRCRAFT SEATING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer of seating for commercial passenger aircraft;• Product ranges include economy, premium economy and business class seats;• Located in Germany.	<ul style="list-style-type: none">• Manufacturers of passenger aircraft seating;• Located in Europe;• Minimum EBITDA €250k.

Location: Germany

AUTOMOBILES & PARTS

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

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

Location: Netherlands

BUILDING PRODUCTS

274690 - CEILING TILES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Supplier of ceiling tiles and suspension systems for commercial buildings;• Manufacturer of a broad range of solutions to meet the acoustic, lighting and other specialist needs of various customers;• Headquartered in the UK, located across Europe.	<ul style="list-style-type: none">• Manufacturers of wet, soft and metal ceiling tiles;• Producers of ceiling suspension systems;• Located in Europe;• Minimum EBITDA £250k.

Location: England

274687 - BUILDERS' MERCHANTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Generalist builders' merchants chain;• Supplies raw materials and branded tools;• Located across Belgium.	<ul style="list-style-type: none">• Builders' merchants;• Providers of general or specialised building products;• Located in Belgium;• Minimum EBITDA €500k.

Location: Belgium

CONSTRUCTION

112 - M&E CONTRACTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Construction group;• Clients in both the private and public sector;• Operates nationally.	<ul style="list-style-type: none">• M&E contractors;• Working across a wide range of sectors;• Strong client base;• Operating nationally;• Minimum EBITDA £200k.

Location: England

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

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

Location: England

ELECTRONIC

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

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

Location: Singapore

FOOD & BEVERAGES

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

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

Location: Germany

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

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

Location: England

HEALTHCARE PROVIDERS

1672 - NON-ACUTE HEALTHCARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Investment group active in the healthcare space;• Invests across the UK.	<ul style="list-style-type: none">• Non-acute healthcare;• Focuses on preventative care;• Healthcare recruitment firms;• Located in the UK;• Minimum EBITDA £250k.

Location: England

ICT

262371 - IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Group of IT services companies;• Offers a vast range of services encompassing IP networking, security, telecommunications, SaaS, PaaS and carrier solutions;• International client base;• Offices across Germany and Switzerland.	<ul style="list-style-type: none">• IT service providers;• Full service providers or businesses in a specific niche;• Including cloud services, data analytics, infrastructure, security, etc;• Serving public and private clients across all industries;• Located in EMEA;• Minimum revenue €5m;• Minimum EBITDA €500k.

Location: Germany

253753 - SOFTWARE TESTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of software testing services;• Services focused around managing risk whilst upgrading and integrating new software;• Services range from full service consultancy and execution requirements to flexible resourcing solutions;• Utilises a database of c.10,000 UK-based software testers;• Clients range from large public sector organisations to private SMEs;• UK-wide client base.	<ul style="list-style-type: none">• Businesses offering functional, performance, automated, agile and mobile testing services;• Operating B2B;• Located in the UK;• Minimum EBITDA £250k.

Location: England

274665 - DIGITAL WORKFLOW SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of workplace collaboration and workflow technology solutions;• Specialists in print & workflow, visual communication and workspace collaboration solutions;• Clients include global mid to large-sized enterprises;• Headquartered in the UK.	<ul style="list-style-type: none">• Providers of digital workflow solutions;• Developers of digital communication & collaboration, printing and document management solutions;• Suppliers of workspace consultancy services;• Located in Europe or North America;• Minimum EBITDA £250k.

Location: England

271599 - SPECIALIST SOFTWARE DEVELOPERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Bespoke software developer;• Services include software development, digital transformation, digital app development and systems integration;• Located in the UK.	<ul style="list-style-type: none">• Specialist software developers;• Mobile or web app developers;• Technology service providers offering services such as system integration, migration and transformation;• Located in the UK and Southern Europe;• Minimum EBITDA £250k.

Location: England

274715 - ORDER MANAGEMENT SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Software provider of sale digitalisation for omnichannel retailers;• Services provided include order management, returns management, stock take, omnichannel analytics;• Located in Paris, London and Toulouse.	<ul style="list-style-type: none">• Software providers of order management systems;• Located in Europe;• Minimum EBITDA £500k.

Location: England

INDUSTRIAL/MANUFACTURING

273708 - FIRE & SAFETY SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer of cavity fire barriers and cavity closers;• Provides systems and solutions for party walls & spandrels;• Located in the UK.	<ul style="list-style-type: none">• Manufacturers of fire protection and safety systems;• Companies that work with new builds;• Located in the UK;• Minimum EBITDA £250K.

Location: England

273714 - COFFINS & CASKETS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Manufacturer and distributor of coffins;• Products include traditional, personalised and natural (low carbon footprint) coffins;• Located in the UK.	<ul style="list-style-type: none">• Coffin and casket manufacturers;• Located in the UK;• Minimum EBITDA £250k.

Location: England

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

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

Location: England

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

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

Location: England

LEISURE

263853 - HOTELS *(CLICK REFERENCE TO ENQUIRE)*

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

Location: Germany

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

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

Location: England

MARKETING COMMUNICATIONS

6392 - MARKETING & COMMUNICATION AGENCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Group of creative communications agencies;• Broad range of agencies across the marketing landscape;• Headquartered in the UK.	<ul style="list-style-type: none">• Marketing and communication agencies;• Catering to a specific industry;• Located in the UK;• Minimum EBITDA £250k.

Location: England

PLASTICS & PACKAGING

268641 - FOOD PACKAGING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Supplier of packaging products to the bakery, food and catering industries;• UK-based.	<ul style="list-style-type: none">• Food packaging businesses;• Other non-food products sold to food companies;• Located in the UK;• Minimum EBITDA £250k.

Location: England

RETAIL/CONSUMER

12071 - ELECTRICAL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Retailer of consumer electronic products;• Products include, but are not limited to, kitchen and computing appliances;• Products sold on company website and in shops across the UK.	<ul style="list-style-type: none">• Distributors and retailers of electrical products;• Keen interest in kitchen appliances;• Located in the UK;• Minimum EBITDA of £500k.

Location: England

SOFT FM

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

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

Location: England

274661 - CLEANING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Canadian PE-owned;• Provider of comprehensive commercial and residential cleaning services;• Services include office, shop, production and construction site cleaning services;• Located in Denmark.	<ul style="list-style-type: none">• Providers of general or specialist cleaning services;• Serving commercial or residential clients;• Located in Europe;• Minimum EBITDA €200k.

Location: Denmark

SUPPORT SERVICES

272676 - BUSINESS CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Business consultants, specializing in organizational transformation;• Sectors include technology, telecommunications, financial services, and industrials;• Headquartered in the Netherlands with offices in France, the USA and India.	<ul style="list-style-type: none">• Business consultancies focusing on organisational transformation;• Also focused on innovation and digital transformation;• Sectors to include technology, telecommunications, financial services and industrials;• Located in France, the Netherlands or Germany;• Minimum EBITDA €500k.

Location: Netherlands

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

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

Location: USA

274876 - HEALTHCARE EDUCATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Healthcare education business;• Provides paramedic vocational courses and three levels of qualifications;• Located in Australia.	<ul style="list-style-type: none">• Education providers for the healthcare industry;• Located in the UK;• Minimum EBITDA £250k.

Location: Australia

274696 - RELOCATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of company relocation and industrial assembly logistics services;• Supplier of logistics machinery on a rental basis;• Executes projects across Europe;• Located in Germany.	<ul style="list-style-type: none">• Providers of company relocation services;• Suppliers of rental industrial and logistics machinery and vehicles;• Located in the DACH region;• Minimum EBITDA €250k.

Location: Germany

274973 - MEDHEALTH CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of material review, medical signatory approval and medical communication services;• Part of a wider MedHealth consultancy;• Serves global pharmaceutical and biopharma companies;• Headquartered in the UK	<ul style="list-style-type: none">• Businesses offering medical & technical review, nominated signatory content certification, referencing, compliance, system agnostic content upload and medical communication services;• Serving clients in the pharmaceutical industry;• Located in the UK;• Minimum EBITDA £250k.

Location: England

353 - PLANTS & EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of engineering services;• Serves clients in the nuclear, oil & gas, defence, safety & security and transport infrastructure markets;• Operates across the UK.	<ul style="list-style-type: none">• Designers and specialist manufacturers of bespoke plants and equipment;• Designed for use in high hazard and high security environments;• Located in the UK;• Minimum EBITDA £250k.

Location: England

TRANSPORT/DISTRIBUTION

263880 - PARCELS & TRANSPORT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch privately-owned;• Provider of global shipping solutions;• Offers parcel delivery, shipping logistics, warehousing and freight logistics;• Operates across Europe.	<ul style="list-style-type: none">• Parcel and transport businesses;• Without own warehousing or own trucks;• Based in Austria and Italy;• Minimum EBITDA €250k.

Location: Netherlands

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

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

Location: Germany

11635 - CHEMICAL & GAS TRANSPORT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Logistics services provider;• Focuses on bulk transport of chemical, gas, fuel and foodstuff;• Offers tank container, road tanker and combined transport services;• Activities include fleet management, warehousing, drumming and on-site logistics;• Offices located globally.	<ul style="list-style-type: none">• Liquid chemical and gas transport or storage;• No interest in general haulage;• Located in Europe;• Minimum EBITDA £500k.

Location: England

GENERALIST

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

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

Location: Germany

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

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

Location: England

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

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

Location: England