



NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

JUNE 2021

**Sectors Featured Include:** Automobiles & Parts, Chemicals, Construction, Electronic, Financial General, Food & Beverages, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Marketing Communications, Recruitment, Retail/Consumer, Support Services, Utilities 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](#)
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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

### 273146 - AUTOMOBILE SPARE PARTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Distributor and supplier of spare parts for trucks, trailers, LCVs and agricultural tractors;</li><li>• Products include maintenance parts (e.g. filtration &amp; brakes) and technical components (e.g. gearbox, engine &amp; front axles);</li><li>• Headquartered in France;</li><li>• Exports goods globally.</li></ul>	<ul style="list-style-type: none"><li>• Distributors and suppliers of technical components and spare parts</li><li>• No interest in tyres;</li><li>• Serving heavy load and agricultural vehicles;</li><li>• Not interested in cars or vans;</li><li>• Located in Europe, with a focus on CEE;</li><li>• Turnover between €2m-€50m.</li></ul>

**Location: France**

## CHEMICALS

### 267141 - SPECIALITY RAW INGREDIENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Specialist producer and distributor of nutritional chemicals &amp; products;</li><li>• Supplies a vast range of chemical ingredients to manufacturers active in sports nutrition, food &amp; beverage, chemical and pharmaceutical sectors;</li><li>• Distributes products globally;</li><li>• Headquartered in the Netherlands with additional facilities in China.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and distributors of specialty raw ingredients;</li><li>• Serving clients in nutritional and pharmaceutical industries;</li><li>• Located across Europe;</li><li>• Turnover between €5m-€80m.</li></ul>

**Location: Netherlands**

## CONSTRUCTION

### 8196 - MOBILE ELEVATING WORK PLATFORMS *(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>• Services include the hire and sale of powered access machines;</li><li>• Track record of acquisitions.</li></ul>	<ul style="list-style-type: none"><li>• Businesses involved in the hire and sale of mobile elevating work platforms;</li><li>• No interest in cranes;</li><li>• Located internationally;</li><li>• Will consider UK-based wider plant hire and sale;</li><li>• Any size.</li></ul>

**Location: England**

### 275360 - FURNITURE MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Turkish privately-owned;</li><li>• Construction, design and consultancy firm;</li><li>• Offers a range of design &amp; building services, including planning, landscaping architecture, construction and tender management;</li><li>• Active in the public &amp; private healthcare, housing, hospitality and retail sectors.</li></ul>	<ul style="list-style-type: none"><li>• Furniture manufacturers;</li><li>• Other construction related businesses;</li><li>• Located in Europe with a focus on the UK;</li><li>• Full acquisition;</li><li>• EV between \$3m-\$10m.</li></ul>

**Location: Turkey**

### 275104 - CONSTRUCTION & ENGINEERING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Construction engineering firm;</li><li>• Serves the engineering and construction sectors;</li><li>• UK-based.</li></ul>	<ul style="list-style-type: none"><li>• Construction and engineering businesses;</li><li>• Specialities include civil &amp; mechanical engineering, hydro demolition, landscaping, earthworks and HVAC;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: England**

## ELECTRONIC

### 275548 - HOME AUTOMATION PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Smart home platform;</li><li>• Group of manufacturers of smart home products;</li><li>• Products include actuators, sensors and control units for use in commercial and residential settings;</li><li>• Distributes products to retailers and direct to consumers;</li><li>• Located in Germany and China;</li><li>• American and European client base.</li></ul>	<ul style="list-style-type: none"><li>• Providers of Z-wave wireless technology;</li><li>• Manufacturers and distributors of home automation products;</li><li>• Active B2B;</li><li>• Located in Europe;</li><li>• Turnover in the range of €2m-€20m;</li><li>• EBITDA in the range of €500k-€3m.</li></ul>

**Location: Germany**

### 267139 - LED PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Provider of industrial lighting solutions;</li><li>• Offers LED products, rental services, contracting and LaaS;</li><li>• Offers products and services to clients in logistics, manufacturing, retail &amp; commercial industries;</li><li>• Offers products and services through a network of European sales partners;</li><li>• Offices and production sites in DACH, the Netherlands and Poland.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of LED products;</li><li>• Providers of LED rental and other associated services;</li><li>• Located in Europe;</li><li>• Turnover between €5m-€80m.</li></ul>

**Location: Germany**

## 275568 - BATTERIES & POWER SOURCES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Manufacturer of consumer batteries;</li><li>• Operates under a strong brand;</li><li>• Provides marketing, sales and distribution of batteries;</li><li>• Headquartered in Europe.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of consumer batteries;</li><li>• Manufacturers of power sources (e.g. chargers);</li><li>• Located in Europe;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: Belgium**

## 275430 - ELECTRICAL & INDUSTRIAL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Singaporean privately-owned;</li><li>• Electronics manufacturer;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and distributors of electrical and industrial products;</li><li>• Serving the medical, automotive and industrial sectors;</li><li>• Located in Asia, Europe and the UK;</li><li>• Particular interest in Germany;</li><li>• EV in the range of £2m-£5m;</li><li>• Will consider underperforming businesses.</li></ul>

**Location: Singapore**

## FINANCIAL GENERAL

### 274820 - ROAD ASSISTANCE & BREAKDOWN *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Provider of automotive insurance and mechanical failure warranty services;</li><li>• Serves manufacturers, distributors, rental companies and insurance companies;</li><li>• Services include distributor warranties, extended warranties &amp; mechanical breakdown insurance and mobility, health &amp; home service applications;</li><li>• Located in Southern Europe, Germany and the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of road assistance and breakdown services;</li><li>• Including call centres, reparations and insurance providers;</li><li>• Located in Europe;</li><li>• Turnover between €5m-€200m.</li></ul>

**Location: France**



## FOOD & BEVERAGES

### 275393 - FROZEN & CHILLED MEALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Manufacturer of frozen and chilled prepared meals;</li><li>• Serves hospitals, healthcare providers and schools;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers &amp; distributors of food and beverages;</li><li>• Includes frozen and chilled prepared meals;</li><li>• Located globally;</li><li>• Turnover above £7m.</li></ul>

**Location: England**

### 269312 - CHOCOLATE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Manufacturer of chocolate;</li><li>• Serves wholesale, commercial and retail customers;</li><li>• Located in Australia.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and retailers of chocolate products;</li><li>• Located globally;</li><li>• Turnover above £7m.</li></ul>

**Location: Australia**

### 250277 - MEAT PRODUCERS & SUPPLIERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Meat producer;</li><li>• Supplies food products to the retail and food service markets;</li><li>• Products include fresh pork, bacon, sausages, cooked and canned meats as well as savoury snacks;</li><li>• Over 15 sites located across the UK and Denmark.</li></ul>	<ul style="list-style-type: none"><li>• Food producers and suppliers;</li><li>• Offering meat products, particularly pork;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: England**

## HEALTH/PHARMA

### 275410 - PHARMACEUTICAL GOODS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer and distributor of pharmaceutical goods;</li><li>• Also offers in-house pharmacy services;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and distributors of pharmaceutical goods &amp; end to end technology;</li><li>• Particularly interested in pharmaceutical companies, private healthcare and specialist healthcare providers;</li><li>• Innovative pharmaceutical solutions;</li><li>• Located globally;</li><li>• Minimum turnover \$50m.</li></ul>

**Location: USA**

### 271103 - MEDICAL DEVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Swedish PE-owned;</li><li>• Manufacturer of medical devices;</li><li>• Products include pumps, drains and needles;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and distributors of medical devices;</li><li>• Located in Europe, ideally the Nordics, DACH, Benelux, the UK and Italy;</li><li>• EBITDA in the range of €2m-€10m with potential to invest in larger targets;</li><li>• EBITDA margin above 10%.</li></ul>

**Location: England**

## HEALTHCARE PROVIDERS

### 275408 - HEALTH CARE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of healthcare services;</li><li>• Services include general health, dental and mental healthcare;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Providers of health care services;</li><li>• Particular interest in pharmaceutical companies, private healthcare, dental care providers and specialist healthcare providers;</li><li>• Interested in correctional and government facilities;</li><li>• Located globally;</li><li>• Turnover above US\$50m.</li></ul>

**Location: USA**

## ICT

### 275546 - TRAVEL TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Travel technology and software platform;</li><li>• Provides mid-office ERP software for all stages of travel distribution;</li><li>• Own cloud platform for booking and travel management;</li><li>• Offers products to online and offline travel agencies;</li><li>• Located in Germany and Switzerland with a global client base.</li></ul>	<ul style="list-style-type: none"><li>• SaaS businesses with a focus on the travel industry;</li><li>• Located in Europe but primarily the DACH region;</li><li>• Turnover in the range of €2m-€20m;</li><li>• EBITDA of €500k-€3m.</li></ul>

**Location: Germany**

### 272305 - ICT SOFTWARE & HARDWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Swedish PE-owned;</li><li>• Supplier and developer of ICT software and hardware;</li><li>• Provides warehouse and supply chain technology;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and suppliers of ICT software and hardware;</li><li>• Providers of rugged and mobile hardware solutions;</li><li>• Industries of interest include ICT, warehouse, retail, manufacturing and logistics;</li><li>• Located in Europe, ideally in the Nordics, DACH, Benelux, the UK or Italy;</li><li>• EBITDA between €2m-€10m, with potential to invest in larger targets.</li></ul>

**Location: England**

**273126 - TECH COMPANIES** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• Strategic business unit of a French investment company;</li><li>• Expertise in growth tech;</li><li>• Invests between €7m-€30m;</li><li>• Growth tech equity and quasi equity financing;</li><li>• Located in Europe.</li></ul>	<ul style="list-style-type: none"><li>• Small or mid tech companies within the technology and digital thesis;</li><li>• Located in continental Europe;</li><li>• Revenues above €7m;</li><li>• Profitable, with a high growth potential.</li></ul>

**Location: France**

## INDUSTRIAL/MANUFACTURING

### 267365 - MOBILE VACUUM PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Manufacturer of mobile vacuum installations;</li><li>• Designs, manufactures and markets a range of mobile vacuums for dry &amp; liquid products;</li><li>• Products developed for use in the industrial cleaning, roof gravel blowing and ground suction markets;</li><li>• Installations are built onto trucks, trailers and containers;</li><li>• Distributes products across Europe through direct sales and a dealership network;</li><li>• Production sites in the Netherlands and Poland.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of mobile vacuum products;</li><li>• Developed for a range of industrial uses;</li><li>• No interest in consumer products;</li><li>• Located in Europe;</li><li>• Revenues between €5m-€80m.</li></ul>

**Location: Netherlands**

### 267363 - SYNTHETIC YARNS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Manufacturer of textile products;</li><li>• Products mainly include synthetic yarns but also include polyester, polyamide, nylon and aramids;</li><li>• Supplies manufacturers of ropes, strappings, conveyor belts, cables and cords;</li><li>• Supplies a large customer base from offices and warehouses in the Netherlands and the US.</li></ul>	<ul style="list-style-type: none"><li>• Producers and suppliers of synthetic yarns;</li><li>• Serving manufacturers operating in a range of sectors;</li><li>• Located in Europe and the US;</li><li>• Turnover between €5m-€80m.</li></ul>

**Location: Netherlands**

## 267366 - STEEL WIRE ROPES & SLINGS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Manufacturer and wholesaler of steel wire ropes;</li><li>• Serves the offshore and maritime industries;</li><li>• Customers tend to be trade intermediaries and end-users;</li><li>• Headquartered in the Netherlands with offices and activities across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of steel wire ropes, lifting slings and accessories;</li><li>• Located around the North Sea;</li><li>• Turnover between €5m-€80m.</li></ul>

**Location: Netherlands**

## MARKETING COMMUNICATIONS

### 275531 - DIGITAL TRANSFORMATION AGENCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Design-led digital consultancy;</li><li>• Provides services to support large-scale digital transformation with a focus on Government strategy;</li><li>• Services include defining the problem, providing the solution and engineering the product;</li><li>• Serving public and private sectors;</li><li>• Based in the UK.</li></ul>	<ul style="list-style-type: none"><li>• High-growth digital transformation agencies;</li><li>• Serving both public and private sector organisations;</li><li>• Located in the UK;</li><li>• Turnover above £5m.</li></ul>

**Location: England**

### 9357 - PUBLISHING GROUP *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Media group specialising in consumer, business and travel publishing;</li><li>• Backed by HNWIs;</li><li>• £50m cash available for acquisitions;</li><li>• Active acquirer with 25 acquisitions in the last 10+ years.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Specific focus on SaaS and business software;</li><li>• Must have own IP;</li><li>• History of generating profits for 3+ years;</li><li>• No over-reliance on single/small group of customers;</li><li>• Located globally;</li><li>• EBITDA in the range of £500k-£10m;</li><li>• Will consider lower EBITDAs for an asset purchase;</li><li>• EBITDA &gt;£1m if overseas;</li><li>• Will purchase businesses which are suffering from slow growth, no growth or gentle decline.</li></ul>

**Location: England**



## RECRUITMENT

### 271936 - RECRUITMENT & PAYROLL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK family office;</li><li>• Backs MBOs, growth cases, recovery situations and equity releases;</li><li>• Invests private funds supplemented by bank debt;</li><li>• Deploys between £1m-£20m per transaction.</li></ul>	<ul style="list-style-type: none"><li>• Contract-based recruitment companies;</li><li>• Within volume workforce sectors i.e. driving, construction, warehousing, rail, manufacturing, oil and gas, healthcare, education, IT, renewables and fintech;</li><li>• Payroll services;</li><li>• Back-office services/invoice discount providers;</li><li>• Aiming to build a large scaled payroll entity;</li><li>• Located in the UK;</li><li>• Turnover £20m-£120m;</li><li>• EBITDA in the range of £500k-£10m.</li></ul>

**Location: England**

## RETAIL/CONSUMER

### 274903 - ENGINEERING TOOLS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Retailer of engineering tools;</li><li>• Includes power tools, compressors and generators;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Retailers of engineering tools and products;</li><li>• Located in the UK and Europe;</li><li>• Minimum EBITDA £1m;</li><li>• Steady profitability;</li><li>• EBITDA margin &gt;10%.</li></ul>

**Location: England**

### 275406 - HOME FURNITURE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Manufacturer of bedroom furniture;</li><li>• Products include mattresses, divans and bed frames;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Designers, manufacturers and retailers of home furniture;</li><li>• Particularly interested in environmentally friendly products;</li><li>• Located in Europe;</li><li>• Turnover &gt;£100m.</li></ul>

**Location: England**

### 273847 - CONTRACT FURNISHING COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Designer and manufacturer of flame retardant technical fabrics &amp; wall coverings;</li><li>• Sectors of activity include hospitality, healthcare, cruise and corporate;</li><li>• Headquartered in North West England.</li></ul>	<ul style="list-style-type: none"><li>• Contract furnishing businesses with products in drapery or upholstery;</li><li>• Fully employed sales team, with a significant client list and repeat business;</li><li>• Ideally with an online presence;</li><li>• Located in Belgium, the Netherlands or France;</li><li>• EBITDA above £1m.</li></ul>

**Location: England**

### 275394 - CERAMICS & GLASSWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer and retailer of ceramics;</li><li>• Products include bowls, cake stands, plates and jugs;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers, distributors and retailers of ceramics, home furnishings, dinnerware &amp; glassware;</li><li>• Located globally;</li><li>• Minimum turnover £7m.</li></ul>

**Location: England**

### 267364 - WET WIPE MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Manufacturer of wet wipes for personal and household applications;</li><li>• Products include baby wipes, facial wipes, household cleaning wipes, toilet tissue and medical wipes;</li><li>• Markets products under a range of own brands;</li><li>• Also manufactures private label products;</li><li>• Manufactures products in the Netherlands and distributes across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Wet wipe manufacturers;</li><li>• Serving a range of industries;</li><li>• Own and private label;</li><li>• Located across Europe;</li><li>• Turnover between €5m-€80m.</li></ul>

**Location: Netherlands**

### 275400 - TECH ACCESSORIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Developer, manufacturer and retailer of tech accessories;</li><li>• Products include phone cases, phone mounts and wallets;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and retailers of tech accessories;</li><li>• Accessories for phones and tablets;</li><li>• Headquartered in the UK with an international presence;</li><li>• Minimum turnover £5m.</li></ul>

**Location: England**

## 263196 - CLEANING EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer and distributor of cleaning equipment and tools;</li><li>• Operates predominately in the commercial sector;</li><li>• Located in the Midlands.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and distributors of cleaning equipment and tools;</li><li>• High-level gutter, window, external wall and floor cleaning;</li><li>• Located in Europe, with particular interest in the UK;</li><li>• EBITDA in excess of £3m;</li><li>• Margins greater than 17%.</li></ul>

**Location: England**

## SUPPORT SERVICES

### 274817 - WASHING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Developer of tailor-made washing centres and solutions;</li><li>• Cleans, de-labels and disinfects pallets, cups, crates &amp; bins;</li><li>• Serves large customers such as supermarkets;</li><li>• Keen focus on reducing waste and sustainable habits;</li><li>• Located in Europe and North America.</li></ul>	<ul style="list-style-type: none"><li>• Providers of washing solutions for reusable products;</li><li>• Products include bins, bottles and pallets;</li><li>• Located in Europe or North America;</li><li>• Turnover between €5m-€50m.</li></ul>

**Location: France**

### 274914 - INTERNATIONAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• AIM-listed;</li><li>• International services group;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic, but focused on services;</li><li>• Areas of particular interest include retail, travel, farming, transport, specialist logistics, fine art &amp; art storage and consumer services;</li><li>• No interest in IT and tech businesses;</li><li>• No interest in people-focused businesses such as recruitment and consulting;</li><li>• B2B preferable;</li><li>• No interest in high risk or niche businesses;</li><li>• No interest in start-ups, distressed or loss making businesses;</li><li>• Located in mainland UK;</li><li>• Sales between £8m-£100m;</li><li>• EBITDA above £1m.</li></ul>

**Location: England**

### 275399 - PET SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of pet services;</li><li>• Services include dog day-care, grooming and overnight care;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of pet services;</li><li>• Pet day care, grooming, lodging, kennels and other pet services;</li><li>• Located in the UK;</li><li>• Minimum turnover £5m.</li></ul>

**Location: England**

### 275178 - OCCUPATIONAL SAFETY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Luxembourgian PE-owned;</li><li>• Group of health, safety and wellbeing businesses;</li><li>• Designs and maintains fire safety installations and machine protection systems;</li><li>• Offers safety and corporate healthcare services;</li><li>• Also offers a suite of IT solutions to support their service offering;</li><li>• Several operational headquarters located throughout Italy.</li></ul>	<ul style="list-style-type: none"><li>• Providers of services, products and IT solutions for the management of occupational safety within workplaces;</li><li>• Products and services centred around fire safety, corporate healthcare &amp; workforce management;</li><li>• Located in Europe with a strong focus on Italy;</li><li>• Minimum EBITDA €500k.</li></ul>

**Location: Italy**

### 274925 - EMPLOYEE RECOGNITION PROVIDERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US privately-owned;</li><li>• Provider of employee recognition services;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Employee recognition providers;</li><li>• Particularly interested in tech-based schemes;</li><li>• Located in the UK, THE US or Europe;</li><li>• Any size considered.</li></ul>

**Location: USA**

## UTILITIES

### 273144 - ELECTRICAL ENERGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Providers in the transmission and distribution of electricity;</li><li>• Develops and manufactures products for electrical, transport &amp; telecommunications infrastructure;</li><li>• Active across a range of sectors;</li><li>• Services include inspection, maintenance, technical assistance, training, advice and engineering;</li><li>• Headquartered in France;</li><li>• Located globally.</li></ul>	<ul style="list-style-type: none"><li>• Producers and distributors of products related to electrical energy;</li><li>• Not interested in service companies;</li><li>• Wholesale trade of electrical equipment;</li><li>• Active across a range of sectors;</li><li>• Located globally;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: France**

## GENERALIST

### 267137 - DUTCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE Firm;</li><li>• Focused on specialist situations and distressed deals;</li><li>• Looks for a controlling stake;</li><li>• Takes a temporary management position;</li><li>• Invests between €2m-€10m.</li></ul>	<ul style="list-style-type: none"><li>• Small- to medium-sized businesses in the industrial goods &amp; services and technical wholesale space;</li><li>• Headquartered in the Netherlands;</li><li>• Revenues between €10m-€80m.</li></ul>

**Location: Netherlands**

### 268965 - IBERIAN FINANCIAL SERVICES FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Iberian financial services firm;</li><li>• Offers investment banking, credit portfolio and alternative asset management services;</li><li>• Asset management arm organised into private equity, private debt, venture capital, wealth management and funds of funds;</li><li>• PE arm has made over 100 investments with over €800m assets currently under management.</li></ul>	<ul style="list-style-type: none"><li>• Businesses active in food &amp; nutrition, health &amp; wellness, industry and TMT;</li><li>• Experienced management team in place;</li><li>• Located in Spain or Portugal;</li><li>• EBITDA between €7m-€40m.</li></ul>

**Location: Spain**

### 272978 - FRENCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE firm;</li><li>• Invests in small- and mid-cap companies;</li><li>• Six expert divisions focused on different types of transaction;</li><li>• Based in Europe.</li></ul>	<ul style="list-style-type: none"><li>• Active across a range of sectors;</li><li>• Small- and mid-cap companies;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: France**



## 273132 - FRENCH INVESTMENT PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Strategic business unit of a French investment company;</li><li>• Investments to supplement traditional bank loans;</li><li>• Senior debt financing;</li><li>• Invests between €10m-€25m.</li></ul>	<ul style="list-style-type: none"><li>• Active across all sectors;</li><li>• ISEs and mid-caps;</li><li>• Located in the Eurozone;</li><li>• EBITDA between €10m-€100m.</li></ul>

**Location: France**

## 254754 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE firm;</li><li>• Over 100 platform investments and 800 add-on acquisitions;</li><li>• Headquartered in the US.</li></ul>	<ul style="list-style-type: none"><li>• Sectors include business services, consumer, healthcare, industrial, software and technology;</li><li>• Platforms headquartered in the US;</li><li>• Minimum EBITDA \$8m;</li><li>• Bolt-ons of any size, with a median EBITDA of \$2m-\$3m.</li></ul>

**Location: USA**

## 258657 - SWISS PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Swiss PE firm;</li><li>• Operates as a family office;</li><li>• Has an operational background;</li><li>• Backs buy-and-builds, growth and LBOs;</li><li>• Takes a majority or minority stake;</li><li>• Flexible in terms of deal structure and length of investment;</li><li>• Invests own funds;</li><li>• Equity tickets up to c.€10m.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Preference for services, tech and software;</li><li>• Particular interest in non-traditional healthcare services and software in that sector;</li><li>• Green, social and responsible businesses;</li><li>• B2B2C distribution also of interest;</li><li>• Located in the DACH region;</li><li>• EBITDA between €1m-€3m.</li></ul>

**Location: Switzerland**

### 256347 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE firm;</li><li>• Specialises in consumer facing businesses and strategic distribution platforms (wholesale and retail);</li><li>• Transaction types include buy-outs, growth capital, replacement capital and restructuring;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Consumer brands;</li><li>• Located in Europe (mainly the UK, Northern and Western Europe);</li><li>• Equity cheques between €20m-€75m;</li><li>• Enterprise value between €50m and €300m;</li><li>• Minimum EBITDA €5m.</li></ul>

**Location: England**

### 273123 - FRENCH INVESTMENT PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Strategic business unit of a French investment firm;</li><li>• Invests between €8m-€40m;</li><li>• Equity, convertible bonds and mezzanine financing;</li><li>• Based in Europe.</li></ul>	<ul style="list-style-type: none"><li>• SMEs;</li><li>• Active across all sectors;</li><li>• Preferably technology, healthcare, education, financial and B2B service sectors;</li><li>• Located in Europe;</li><li>• EBITDA ranging from €3m-€10m.</li></ul>

**Location: France**

### 273127 - FRENCH INVESTMENT PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Strategic business unit of a French investment company;</li><li>• Services include rebalancing of the balance sheets and business mix, reorganisation of capital ownership and recovery from a phase of underperformance;</li><li>• Invests between €8m-€20m;</li><li>• Bonds in fine and/or equity financing.</li></ul>	<ul style="list-style-type: none"><li>• Profitable SMEs and ETIs;</li><li>• Active across all sectors;</li><li>• Mid cap companies;</li><li>• Management buy ins and buyouts;</li><li>• Located in Europe;</li><li>• Turnover between €10m-€300m;</li><li>• Minimum EBITDA €4m.</li></ul>

**Location: France**