



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

AUGUST 2021

Sectors Featured Include: Chemicals, Electronic, Food & Beverages, Health/Pharma, Healthcare Providers, ICT, Industrial/ Manufacturing, Marketing Communications, Recruitment, Retail/ Consumer, Soft FM, Support Services, Transport/Distribution, Travel 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

- CHEMICALS
- ELECTRONIC
- FOOD & BEVERAGES
- HEALTH/PHARMA
- HEALTHCARE PROVIDERS
- ICT
- INDUSTRIAL/MANUFACTURING
- MARKETING COMMUNICATIONS
- RECRUITMENT
- RETAIL/CONSUMER
- SOFT FM
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION
- TRAVEL

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

- GENERALIST

CHEMICALS

276182 - HOME DECOR & DIY PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Producer and supplier of coatings, waterproofing products, sealants and other construction chemicals;• Operates dealerships worldwide;• Supplies individuals and industry;• Products marketed under own brand;• Located in Belgium.	<ul style="list-style-type: none">• Manufacturers of home decorating and DIY products;• Products include paints, sealants and coatings;• Headquartered in Europe;• Minimum EBITDA €1m.

Location: Belgium

ELECTRONIC

276151 - SECURITY SURVEILLANCE SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Developer and supplier of mobile camera surveillance systems;• Also supplies thermometric camera systems which detect fire and overheating;• Operates across Europe and the Nordics;• Based in the Netherlands.	<ul style="list-style-type: none">• Suppliers of security surveillance systems;• Suppliers of thermometric camera systems;• Located in Europe;• Minimum EBITDA €1m.

Location: Netherlands

276148 - ELECTRONIC LOCK SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Developer of smart storage units and electronic locks;• Driven by digital application;• Manufacturing is outsourced;• Operates across Europe, New Zealand and Australia;• Headquartered in the Netherlands.	<ul style="list-style-type: none">• Producers of electronic lock systems;• Services include installation and design of smart storage units & lockers;• Located in Europe;• Minimum EBITDA €1m.

Location: Netherlands

FOOD & BEVERAGES

276078 - HEALTHY FOOD PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• NASDAQ-listed;• Manufacturer of natural & organic food and non-food products;• Includes organic & plant-based food and consumer health products;• Markets products under numerous own brands;• Distributes products through supermarkets and grocery stores across Europe;• Operates five production facilities across Europe.	<ul style="list-style-type: none">• Manufacturers of healthy food products;• Selling products to retail clients;• Located across Europe;• Turnover between €10m-€80m.

Location: Sweden

HEALTH/PHARMA

276064 - GENERIC DRUGS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Developer, manufacturer, register and distributor of generic drugs, consumer health products and original drugs;• Products include oral drugs for therapeutic use, parenteral drugs such as antibiotics, anti-inflammatory gels, fertility enhancers and allergy reliefs;• R&D division to develop patented new drugs to address orphan diseases and unmet medical needs;• Headquartered in Switzerland;• Located globally.	<ul style="list-style-type: none">• Producers of generic drugs;• Serving the pharma industry;• Located in Europe;• Minimum EBITDA €1m.

Location: Switzerland

HEALTHCARE PROVIDERS

276287 - PHYSIOTHERAPY & OTHER THERAPY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Physiotherapy provider;• Also provides other therapy services;• 120 centres located across the DACH region;• Headquartered in Germany.	<ul style="list-style-type: none">• Providers of physiotherapy and other types of therapy;• Located in Europe;• EBITDA up to €10m.

Location: Germany

ICT

276364 - HEALTHCARE SOFTWARE & APPLICATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of software supporting the healthcare sector;• Offers five different applications serving different areas of healthcare;• Apps are focused on health records;• Headquartered in the Netherlands.	<ul style="list-style-type: none">• Digital application and software providers;• Serving the healthcare sectors;• Based in Europe;• Minimum EBITDA €1m.

Location: Netherlands

276292 - B2B ENTERPRISE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Investor in enterprise software;• B2B enterprise software.	<ul style="list-style-type: none">• B2B enterprise software companies;• No interest in managed services;• Located in North America, the UK and Europe;• No interest in France;• Turnover in the range of \$3m-\$50m.

Location: USA

276220 - DATA ANONYMISATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of pseudonymisation of data;• Provider of end-to-end encryption of information;• Ensures legal protection for protection of data.	<ul style="list-style-type: none">• Anonymisers of data;• Providers of legal protection of information;• Located in Europe;• Minimum EBITDA €1m.

Location: Netherlands

INDUSTRIAL/MANUFACTURING

253734 - PRECISION ENGINEERING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Precision engineering company;• Activities in a wide range of sectors.	<ul style="list-style-type: none">• Precision engineering businesses with a focus on the medical, defence, oil & gas and public sectors;• Located in the UK;• Turnover in the range of £2m-£10m;• EBITDA above £1m.

Location: England

276252 - TECHNICAL GLASS PARTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of industrial products;• Primarily produces glass parts for home appliances;• Other products include refractory rollers for ceramics production and plastic injection moulds for automotive parts;• Located in Italy.	<ul style="list-style-type: none">• Manufacturers of technical glass parts for home and kitchen appliances;• Producers of refractory rollers or plastic injection moulds;• Serving the home appliance, automotive or ceramic production sectors;• Located in North America or Europe;• Minimum EBITDA \$1m.

Location: Italy

276134 - STEEL REINFORCEMENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Supplier of steel reinforcements for window systems across Europe;• Producer for the PVC frame industry;• Also supplies the HVAC industry;• Located in Germany and Poland.	<ul style="list-style-type: none">• Producers of steel reinforcements for window systems;• Companies involved in the PVC frame and HVAC industries;• Located in Europe;• Minimum EBITDA €1m.

Location: Germany

276432 - STEEL & IRON SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of steel and iron services;• Carries out various casting processes;• Operates an individual consultancy-based service;• Headquartered in Switzerland.	<ul style="list-style-type: none">• Providers of steel and iron services;• Producers of steel and iron casts;• Located in Europe;• EBITDA in excess of €1m.

Location: Switzerland

MARKETING COMMUNICATIONS

276332 - MARKETING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of B2B marketing services;• Organises the distribution of unaddressed mail and advertising leaflets;• Also offers buying, procurement, media marketing and other related services;• Offers services across Germany and in neighbouring European countries.	<ul style="list-style-type: none">• Services including marketing solutions, particularly unaddressed mail;• Other marketing services providers;• Located in Europe;• Turnover in the range of €3m-€100m;• EBITDA in the range of €500k-€15m.

Location: Germany

273268 - GAMING & GAMBLING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• OTC Markets Group-listed;• Group of HNWIs;• Previous experience within social marketing, digital marketing and gaming sectors;• Based in the UK.	<ul style="list-style-type: none">• Social marketing, gaming and gambling;• Tech, E-commerce and digital marketing;• Located globally;• Any size.

Location: USA

274083 - MAGAZINE PUBLISHERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Publisher of an online and printed UK business magazine;• Main customer base is SMEs;• Operates nationwide.	<ul style="list-style-type: none">• Magazine publishers;• Publishers covering a broad range of genres;• UK-based;• Any size.

Location: England

RECRUITMENT

273572 - RECRUITMENT & CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Executive-level recruitment firm and consultancy;• Business support services in leadership training and executive coaching;• Operates globally.	<ul style="list-style-type: none">• Consultancy firms with a recruitment arm;• Interim recruitment services with a focus on C-suite positions;• Businesses providing executive-level training and associated consultancy services;• Located globally;• Keen interest in the DACH & Benelux regions;• EV in the range of £3m-£6m.

Location: England

RETAIL/CONSUMER

272709 - GIFTS & HOMEWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Wholesaler of gifts and home decorations;• Distributes products through a network of international department stores and independent gift shops;• Holds a wide brand portfolio in accessories, gifts, clocks, small furniture items and lighting;• Headquartered in the Netherlands.	<ul style="list-style-type: none">• Wholesalers and distributors of gifts & homeware;• Branded products;• Located across Europe;• Minimum EBITDA €1m.

Location: Netherlands

270154 - PROCUREMENT, SOURCING & DISTRIBUTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of support services to retailers and distributors;• Sources, develops and distributes non-food concepts for supermarkets, discount stores, DIY stores and warehouses;• Serves well-known retailers and distributors including Asda, Amazon, Aldi, Lidl, Spar and Jumbo;• Trade and distribution facilities in the Netherlands, Belgium, Germany and the UK, with clients across Europe.	<ul style="list-style-type: none">• Procurement, sourcing and distribution businesses;• Operating in the pet care, personal care, home care and health spaces;• Located in the Benelux, Germany and the UK;• Targets outside of the Netherlands should be sizeable and have strong management in place;• Turnover up to €250m;• Must be profitable.

Location: Netherlands

15743 - RETAILERS & E-TAILERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Entertainment retailer;• Sells music, video games, films, boxsets and similar products;• Online and high street shops;• Operates within the UK.	<ul style="list-style-type: none">• Retailers and distributors of any products;• High street or online retailers;• Located in the UK, Europe, US and Canada;• Distributors with turnover above £5m;• Retailers with turnover above £10m.

Location: England

SOFT FM

270720 - STANDARD & SPECIALIST CLEANING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of commercial cleaning services;• Services range from specialist cleaning to grounds maintenance;• Operates across the UK.	<ul style="list-style-type: none">• Standard and specialist cleaning companies;• Serving clients in retail, corporate, logistics, healthcare, education, leisure and industrial sectors;• Security businesses;• Located across the UK;• Turnover greater than £5m, ideally £10m+;• Minimum EBITDA £250k.

Location: England

SUPPORT SERVICES

276353 - INDOOR CLIMATE TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of indoor climate technology;• Supplies systems for offices, aircraft, healthcare buildings and museums;• Operations in Germany, the UK and Netherlands.	<ul style="list-style-type: none">• Suppliers of indoor climate technology;• Products including climate ceilings, air handling systems, ventilation units and air filtering systems;• Based in Europe;• Minimum EBITDA €1m.

Location: Netherlands

250603 - SAFETY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Safety services provider;• Services include access, electrical testing and fire safety;• Present in a number of focused, niche markets.	<ul style="list-style-type: none">• Providers of safety services;• Particularly fire protection, working at height and electrical testing;• Suppliers of highly-engineered industrial products;• Based in the UK;• EBITDA in the range of £500k-£5m.

Location: England

6265 - ALTERNATIVE FUELS & ENVIRONMENTAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Operator and investor focused on alternative fuels and environmental services;• Operates three units focused around energy, wind and water treatment;• Operates globally.	<ul style="list-style-type: none">• Businesses active in alternative fuels, filtration, recycling and environmental services;• Located in Europe and Asia;• Minimum EBITDA £1m.

Location: England

273981 - ENVIRONMENTAL CONSULTANCY SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Euronext-listed;• Provider of environmental and geotechnical consultancy services;• Expertise includes soil investigations, sonic drilling, subsurface imaging and asbestos analysis;• Located in Belgium, the Netherlands and France.	<ul style="list-style-type: none">• Providers of environmental consultancy services;• Focusing on geotechnical, environmental and geophysical research;• Any market considered;• Located in the Benelux or France;• Minimum sales of €10m;• Minimum EBITDA €1m.

Location: Belgium

267128 - SAFETY TRAINING SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Danish PE-owned;• Provider of safety and competence services;• Serves safety critical industries;• Services include training & compliance management, simulators, consultancy services, software applications and training;• Operates globally.	<ul style="list-style-type: none">• Providers of safety training services;• Serving high-risk environments;• Located globally;• Any size considered.

Location: Denmark

TRANSPORT/DISTRIBUTION

251512 - LOGISTICS BUSINESSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of transport companies;• Services include haulage, same day delivery, pallet distribution & delivery, refrigerated transport and import & export;• Also offers vehicle repair and maintenance solutions;• Subsidiaries located across the UK.	<ul style="list-style-type: none">• Logistics businesses;• Currently focused on freight forwarders;• Also interested in pallet distribution and general haulage;• Located in the UK;• Turnover between £6m-£15m;• Minimum net profit margin 10%.

Location: England

9420 - B2B WHOLESALER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Wholesaler of office supplies;• Provides re-sellers and businesses with an extensive range of office supplies and related services;• Part of a wider communications, identification and graphics group;• Distributes products across the UK on next day delivery.	<ul style="list-style-type: none">• B2B wholesalers of office supplies, IT supplies, PPE, waste management and catering products;• Located in the UK and Ireland;• Minimum EBITDA £1m.

Location: England

276555 - WORKPLACE EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of office supplies, interiors and related managed services;• Offers a wide range of business supplies, office supplies and complementary business services;• Products sold through an online store and delivered across the UK.	<ul style="list-style-type: none">• Business service providers;• Suppliers and distributors of workplace equipment and solutions;• Targets with capabilities in the workplace solutions and business services space;• Located in the UK;• Minimum EBITDA €500k.

Location: England

TRAVEL

276327 - TRAVEL PROGRAMMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Travel organisation company;• Provides travel programmes to worldwide locations;• Employs 160 people;• Headquartered in Germany.	<ul style="list-style-type: none">• Organisers of travel programmes;• Located in Europe;• Turnover in the range of €3m-€100m;• EBITDA in the range of €500k-€15m.

Location: Germany

GENERALIST

13380 - UK IMPACT FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Invests in businesses that intentionally create positive social and environmental impact alongside a financial return;• Portfolio of eco-friendly/socio friendly businesses.	<ul style="list-style-type: none">• Businesses with positive social or environmental impacts;• Located in the UK;• Will look overseas;• Turnover up to £20m.

Location: England

268986 - EUROPEAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European PE firm;• Capital raised with private individuals and family investors;• Focused on the mid-market;• Operates across Europe.	<ul style="list-style-type: none">• Businesses in the financial, business, industrial, energy and business services sectors;• Located in UK or continental Europe;• EV in the range of £75m-£200m;• Minimum EBITDA £5m.

Location: England

262409 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Focuses on business services. consumer, industrial, manufacturing and technology;• Preference for control investments and private companies or divestures;• Experienced in management buyouts;• Located in the US.	<ul style="list-style-type: none">• Sectors include business services, consumer, industrial, manufacturing and technology;• Preference for control positions;• Located in North America or Europe;• EBITDA \$5m-\$35m for platforms, can be smaller or earlier stage for bolt-ons.

Location: USA

273558 - DUTCH SPECIALIST INVESTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE firm;• Specialist investor;• Invests their own resources in companies;• Partners in complex and diverse situations;• Track record of carve outs, successions, expansions and special circumstances;• Located in the Netherlands and Germany.	<ul style="list-style-type: none">• Sector agnostic;• Expertise in automation, IT & production, education & training, medical technology & healthcare and safety & certifications;• Controlling interests in SMEs and parts of larger companies;• Located in the Benelux or DACH regions;• Equity investments of €2m-€7m per company;• Turnover between €10m-€100m.

Location: Netherlands

260822 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• European private equity arm of a major global independent financial advisory group;• Invests in lower middle market companies;• Partners with entrepreneurs, family owners, management, financial sponsors and corporates;• Invest through growth & replacement capital provision and traditional buy-outs;• Deploys an equity ticket between £40m-£100m;• Offices in the UK, France and Luxembourg.	<ul style="list-style-type: none">• Asset-light service and product businesses;• Deep experience in healthcare, data, software and tech-enabled business services;• Strong service component;• Located in Western Europe;• EV between £50m-£500m;• Profitable.

Location: Europe

272845 - GERMAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE firm;• Invests in businesses with a strong market position;• Supported by entrepreneurial families;• Flexible investments and does not have to exit;• Offers growth capital.	<ul style="list-style-type: none">• Businesses in the tech, consumer and services sectors;• Asset light;• Strong and sustainable growth;• Headquartered in the Nordics or DACH;• EBITDA between €1m-€5m.

Location: Germany

275854 - BELGIAN SPECIALIST INVESTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE firm;• Independent investment fund;• Specialises in special situations;• Invests between €2.5m-€10m per transaction;• Targets Belgian SMEs.	<ul style="list-style-type: none">• SMEs;• Sector agnostic;• Successions, carve outs, operational challenges and financial difficulties considered;• Located in Belgium;• Minimum turnover of €15m.

Location: Belgium

261736 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Fund 1 is spent in the leisure, retail, consumer and services sectors;• Fund 2 of £120m;• Majority and minority investments of £5m-£20m;• UK-based.	<ul style="list-style-type: none">• Sector agnostic with interest in support services, TMT, financial services, business services and consumer sectors;• Preference for businesses that are high growth and tech enabled;• UK-based;• EBITDA up to £5m.

Location: England