



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

OCTOBER 2021

Sectors Featured Include: Aerospace & Defence, Construction, Food & Beverages, Health/Pharma, ICT, Industrial/Manufacturing, Leisure, Retail/Consumer, Soft FM, Support Services & 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

- [AEROSPACE & DEFENCE](#)
- [CONSTRUCTION](#)
- [FOOD & BEVERAGES](#)
- [HEALTH/PHARMA](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
- [LEISURE](#)
- [RETAIL/CONSUMER](#)
- [SOFT FM](#)
- [SUPPORT SERVICES](#)

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

- [GENERALIST](#)

AEROSPACE & DEFENCE

250602 - AEROSPACE AFTERMARKET SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Provider of aerospace aftermarket and maintenance services;• Focused on part manufacturing, maintenance and overhaul;• Located globally.	<ul style="list-style-type: none">• Providers of aerospace aftermarket, maintenance, overhaul and repair services;• Suppliers of aerospace spare parts;• Located globally;• Particularly interested in the UK, Germany, Spain and France;• Any size.

Location: USA

CONSTRUCTION

277094 - LAND & PROPERTY DEVELOPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Residential property developer;• Designs and builds unique homes for private clients;• Developed over £200m of property;• Maintains a land bank throughout the UK.	<ul style="list-style-type: none">• Land and property development opportunities;• Located in the UK;• Particularly the Home Counties;• Turnover over £10m.

Location: England

277074 - INTEGRATED CONSTRUCTION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian privately-owned;• Construction and design group;• Group members integrate each step of the construction process;• Offers services from design, construction and financing, through to maintenance and operation;• Active across a wide range of sectors;• Headquartered in Belgium.	<ul style="list-style-type: none">• Construction businesses active at any stage;• Designers, architects, prefabricators, suppliers, builders, project managers, etc.;• Located in the Benelux;• Minimum EBITDA €1m.

Location: Belgium

272785 - CONSTRUCTION & ENGINEERING SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian privately-owned;• Group of companies providing a vast range of construction solutions;• Offers a full service from design to delivery and maintenance;• Focuses on both residential and non-residential construction;• Active across a range of sectors;• Offices across Europe.	<ul style="list-style-type: none">• Construction and engineering services and solutions;• Services include design, engineering, construction, renovation, installations, and maintenance;• Operating in a range of sectors;• Located in Belgium;• Minimum EBITDA €1m.

Location: Belgium

FOOD & BEVERAGES

258055 - PREMIUM PET FOOD *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of premium pet food;• Serves international markets;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of premium pet food and treats;• Located in North America or Europe;• Minimum EBITDA \$1m.

Location: USA

HEALTH/PHARMA

276923 - POLYMER-BASED SURGICAL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Brazilian privately-owned.• Manufacturer of surgical products;• Offers solutions for anaesthesia as well as orthopaedic and cardiac surgery;• Product line includes surgical screws, cannulas and bone substitutes.	<ul style="list-style-type: none">• Manufacturers of polymer-based surgical products;• Supplying the pharmaceutical industry;• Products designed for use in injections, ventilation, anaesthesia and surgery;• Located in Europe or South America;• Minimum EBITDA €1m.

Location: Brazil

275435 - HEALTH & PHARMA BUSINESSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Spanish PE firm;• Mid-market investor focused on the healthcare sector;• Supports European healthcare businesses during growth and strategic repositioning;• Operationally-focused;• Equity ticket between €20m-€50m.	<ul style="list-style-type: none">• Healthcare businesses;• Active in speciality pharma, healthcare services, MedTech and healthcare IT;• Located in Europe;• Revenues up to €200m;• EBITDA up to €50m.

Location: Spain

ICT

256846 - MICROSOFT LICENSING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• MOEX-listed;• IT services provider;• Offers digital transformation, cloud services, cybersecurity and Microsoft solutions;• Serves a global client base.	<ul style="list-style-type: none">• Microsoft licensing solutions providers;• Minimum turnover of \$70m in two years following the acquisition;• Microsoft cloud solutions providers;• Cloud services e.g. digital transformation, managed services, software development and outsourcing;• Utilising AWS, Google Cloud and/or Azure;• Vendor resellers;• Key vendors include VMWare, HPE, Dell, Adobe, CISCO, IBM, Oracle;• Minimum turnover of \$20m in two years following the acquisition;• Based in Europe, preferably in the UK.

Location: Russia

277012 - EPM PROCESS BUSINESSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of Enterprise Performance Management (EPM) and analytics services;• Services range from consultancy through to implementation and operation;• Operates across Europe.	<ul style="list-style-type: none">• EPM process businesses;• Processes including enterprise planning, management reporting, analytics and master data management;• Located in Europe;• Turnover between €5m-€10m.

Location: Netherlands

272729 - CUSTOMER EXPERIENCE & TECH SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Italian PE-owned; • Software developer; • Provides digital CRM and customer solutions; • History of acquisitions; • Based in Italy; • Offices located across Europe. 	<ul style="list-style-type: none"> • Specialists in customer experience and tech solutions; • Located in Europe; • Turnover in the range of €20m-€30m.

Location: Italy

253496 - HARDWARE & SOFTWARE DISTRIBUTION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • Specialist value-added distributor; • Supplies hardware, software and consumer technologies; • Serves B2B and B2C resellers; • Represents over 80 technology vendors; • Sites located across the UK, Europe, Australia, Asia and the US. 	<ul style="list-style-type: none"> • Pure consumer electronic distributors, selling electronic brands to retailers; • Located in the UK, Ireland and Germany; • Enterprise hardware and software distribution; • Located in the UK, Ireland, the Netherlands, France and the Nordics; • Own-brand electronics; • Amazon marketplace sellers which own brands or Amazon services businesses; • No interest in high-end industrial electrical components; • Located in the UK, Ireland and Europe; • Minimum EBIDTA £2m and 10% EBITDA margin; • Maximum EV c.£50m.

Location: England

INDUSTRIAL/MANUFACTURING

8206 - FIXTURES & FITTINGS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Hardware manufacturer and distributor;• Distributes fixtures, fittings and small components for plumbing, ventilation & electric;• Operates B2B across the UK.	<ul style="list-style-type: none">• Manufacturers and distributors of fixtures and fittings;• Manufacturers of metal and plastic components for ventilation, electrical, plumbing and similar;• Located in the UK;• Any size.

Location: England

LEISURE

277216 - MEXICAN RESTAURANTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Mexican fast food chain;• Dine in and takeaway of burritos;• Available on restaurant delivery websites;• Restaurants located across the UK.	<ul style="list-style-type: none">• Mexican restaurants;• Located in the UK;• Minimum EBITDA £1m.

Location: England

277133 - PUBS & BREWERIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK MBI;• Previously founded and directed multiple pubs and breweries;• Most recently led a brewery business through Covid-19 leading not only survival but to 400% annualised sales growth and profitability;• Significant corporate finance and legal experience.	<ul style="list-style-type: none">• Pubs and breweries;• Based in the UK;• Any size.

Location: England

RETAIL/CONSUMER

277238 - PET PRODUCTS & ACCESSORIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of toys, accessories and treats for pets;• Provides products to retailers;• Also available online;• Group includes a range of specialist pet brands;• Located in the US.	<ul style="list-style-type: none">• Pet products and accessories brands;• Particularly interested in e-commerce;• Located in North America or Europe;• Minimum EBITDA \$1m.

Location: USA

SOFT FM

276262 - LINEN RENTAL & WASHING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Italian privately-owned;• Provider of laundry and sterilisation services;• Serves clients in the healthcare sector;• Also designs and manages sterilisation facilities;• Over 20 production and sterilisation facilities across Italy.	<ul style="list-style-type: none">• Providers of hospital linen rental and washing services;• Outsourced sterilisation and other services;• FM in hospitals;• Located in Europe;• Minimum EBITDA €1m.

Location: Italy

263308 - SECURITY & SOFT FM BUSINESSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Group of soft FM companies;• Security, cleaning and building maintenance;• Operates in the UK and France.	<ul style="list-style-type: none">• Security companies with manned, CCTV and rapid response services;• Soft FM companies in cleaning and hazardous waste removal;• Based in the UK and France;• Any size.

Location: England

251149 - FIRE SAFETY SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Health, safety and fire safety consultancy;• Provides safety software and fire safety engineering services;• Varied client base of large corporations and SMEs within the healthcare, manufacturing, hospitality and construction sectors.	<ul style="list-style-type: none">• Fire safety system providers and consultants;• Offering consultancy, fire suppression systems, sprinklers, emergency lighting and maintenance;• Located in or close to the Midlands;• Turnover between £2m-£6m.

Location: England

SUPPORT SERVICES

275682 - COMMERCIAL CLEANING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of commercial cleaning services;• Focuses on an environmentally friendly and technology driven service;• Operates B2B nationally.	<ul style="list-style-type: none">• Commercial cleaning companies for sectors including education, healthcare, manufacturing and professional;• Other soft FM companies in security, landscaping and similar;• Hard FM companies in building maintenance, M&E and similar;• UK based, sweet spots include London, Midlands, the North West, the North East, the South East and the South West;• Turnover typically around £5m but will potentially look as low as £500k;• EBITDA between £1m-£2m.

Location: England

272633 - NURSERIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Family run nursery and pre-school;• All qualified practitioners offer either NNEB, BTEC or NVQ minimum level-3 qualifications;• Situated in the North of the UK.	<ul style="list-style-type: none">• Nursery businesses;• Located in Sheffield and surrounding area;• Any size considered.

Location: England

264626 - DESIGN, CONSTRUCTION & ENGINEERING SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • International project management firm; • Provides professional services in project and construction management, architecture and engineering design; • Services offered to leading companies in the pharmaceutical, food, medical devices, mission critical, advanced manufacturing and energy sectors; • Flexible approach to structuring transactions, consideration may consist of cash, shares, earnout/deferred; • Active across Europe, the US and Asia. 	<ul style="list-style-type: none"> • Providers of design, construction and engineering services, specialising in technically complex, highly serviced industrial businesses: <ul style="list-style-type: none"> ○ Serving blue chip private sector clients in the pharmaceutical, medical devices, mission critical or AMT/EV battery spaces, ○ Located in the DACH region, the Netherlands and Poland, ○ Minimum turnover €5m with a 5% EBITDA margin; • Engineering and architectural firms focused on process industrial sectors: <ul style="list-style-type: none"> ○ Requires experience of EPCM in industrial sectors (vessels, pumps, pipes, etc.); ○ CQV service providers; ○ Clients in the pharmaceutical, medical device and food sectors, with a strong focus on pharmaceutical; ○ Between 8-400 personnel; ○ Located in the US, preferably the East Coast; ○ Minimum turnover \$10m with an EBITDA margin of 5%; • Lead automation and integration service consultancies: <ul style="list-style-type: none"> ○ Environmental and sustainability consultancies and design engineers; ○ Serving blue chip private clients in the pharmaceutical, medical device, food, mission critical and AMT/EV battery sectors; ○ Between 30-100+ personnel;

The Acquirer	Acquisition Criteria
	<ul style="list-style-type: none"><li data-bbox="971 210 1339 283">○ Located in Europe and UK, particularly Ireland;<li data-bbox="971 294 1443 367">○ Minimum turnover £3m with a 5% EBITDA margin;<li data-bbox="873 378 1396 451">● Preference for 10+ years of operational experience.

Location: Ireland

GENERALIST

274015 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Focuses on mid-market majority and minority investments;• Headquartered in the US, located globally.	<ul style="list-style-type: none">• Sectors include business, financial and government services, industrials, healthcare, consumer and retail, TMT and energy;• Located in North America or Western Europe;• Minimum EBITDA \$10m.

Location: USA

269017 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Low-volume investor;• Active across the UK.	<ul style="list-style-type: none">• Sector agnostic;• Located in the UK;• Minimum EBITDA £1m.

Location: England

276124 - ITALIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Italian PE firm;• Supported by a network of entrepreneurs, professionals and managers, carried out 35 investments to date;• Pursues growth projects through buy-and-builds and geographical expansions;• Supports capital deals, shareholders replacement, buy-outs and MBI/O cases.	<ul style="list-style-type: none">• Sector agnostic;• Operating in niche markets with high barriers to entry and a technical competitive edge;• No interest in early stage, venture capital or turnaround investments;• Located in Italy;• Turnover between €10m-€100m.

Location: Italy

262523 - US OPERATIONAL PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Operationally-focused;• Investing from its fifth fund;• Invests a minimum of 50% equity into portfolio companies;	<ul style="list-style-type: none">• Businesses in the manufacturing, distribution and business services space;• Headquartered in the US;• Revenue between \$20m-\$150m;• EBITDA between \$3m-\$12m;• Targets transaction values between \$15m-\$100m.

Location: USA