



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

NOVEMBER 2021

Sectors Featured Include: Aerospace & Defence, Agriculture, Construction, Food & Beverages, Healthcare Providers, ICT, Industrial/Manufacturing, 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](#)
- [AGRICULTURE](#)
- [CONSTRUCTION](#)
- [FOOD & BEVERAGES](#)
- [HEALTHCARE PROVIDERS](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
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- [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

AGRICULTURE

4322 - AGRI-SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Agri-services group;• Provides agronomy and digital agricultural services;• Supplies crop technologies and inputs;• Operates on-farm and off-farm;• Headquartered in Ireland;• Operates globally.	<ul style="list-style-type: none">• Agriculture businesses;• Offering services, technologies and strategic inputs;• Primary products in agriculture, marine life, oils and food;• Located across Europe;• Minimum EBITDA €1m.

Location: Ireland

277675 - POTATO & VEGETABLE EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Distributor and installer of A-brand machines;• Serves professionals in the potato and open field vegetable markets;• Sources products from A-brand equipment manufacturers;• Distributes agricultural equipment and irrigation systems through an extensive sales and services network;• Headquartered in the Netherlands;• Distributes across Northern Europe and CEE.	<ul style="list-style-type: none">• Retailers of equipment and machinery designed for use in the potato and vegetable space;• Associated with a strong, recognisable brand;• Installers and service providers offering repair and maintenance services;• Located in Europe;• Minimum EBITDA €1m.

Location: Netherlands

CONSTRUCTION

277282 - COMMERCIAL PAINTING & DECORATING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Commercial interior and exterior painter and decorator;• Operates within the UK.	<ul style="list-style-type: none">• Commercial painting and decorating companies;• Facilities management companies in building maintenance and industrial cleaning;• Specialist coatings companies;• Based in the UK;• Any size.

Location: England

FOOD & BEVERAGES

270192 - PRESERVED & PICKLED PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Spanish privately-owned;• Manufacturer of preserved fruit and vegetable products;• Products include fruit preserves, jams and honeys;• Fruit in syrup, pickles and sauces;• Also has a confectionery line;• Operates facilities across Spain and France.	<ul style="list-style-type: none">• Manufacturers of fruit and vegetable products;• Preserved and pickled products;• Located in Europe;• Minimum EBITDA €1m.

Location: Spain

277304 - SPIRIT DISTRIBUTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Premium distributor of spirits, liqueurs and beers;• Imports, distributes and markets quality alcoholic brands;• Portfolio includes 10 craft-distilled or family-owned brands;• Products are sold to independent retailers and online.	<ul style="list-style-type: none">• Premium and standard spirits distribution;• Non-spirits distribution;• Prebatch cocktail distribution;• Spirits sales, branding and/or PR agencies;• Online retailer of spirits;• Based in the UK;• Maximum c.£1m EBITDA.

Location: England

277384 - FOOD MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Part of a wider family group;• Operations in the food, engineering and property sectors;• Acquisition funding is a mix of equity and loans.	<ul style="list-style-type: none">• Food manufacturers;• Established businesses;• Located across the UK;• Sweet spots are Scotland, North East and Midlands;• Deal consideration up to £10m.

Location: Wales

HEALTHCARE PROVIDERS

263342 - DOMICILIARY CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Spanish PE-owned;• Tech-enabled provider of home care services;• Offers a range of services including private nursing, respite care, complex care and on-demand care;• Uses technology to allow clients, families and health professionals to see real-time patient updates;• Headquartered in the UK.	<ul style="list-style-type: none">• Domiciliary care businesses;• Looking to diversify service offering rather than strictly domiciliary care;• Extra care and complex care;• Located in the UK;• Turnover above £5m.

Location: England

277303 - MISSION-CRITICAL SOFTWARE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Software provider to the social care sector;• Offers a range of digital care management systems to elderly care providers;• Offices located in the UK, Europe and Australia.	<ul style="list-style-type: none">• High level mission-critical software services;• Serving the healthcare industry;• Includes SaaS compliance solutions for care quality commission rules;• Based in the UK;• Minimum EBITDA £1m.

Location: England

277630 - CLEAN ROOM MANUFACTURERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Specialist clean room manufacturing service provider;• Primarily serving the medical devices sector;• Offering clean-room injection moulding, design, engineering, contract manufacturing and supply chain management services;• Located in the US.	<ul style="list-style-type: none">• Providers of clean room manufacturing and inspection services to the medical device industry;• Located in North America or Europe;• Minimum EBITDA \$1m.

Location: USA

ICT

12784 - TRANSPORT MANAGEMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of software for haulage and logistics market;• Software allows road transport operators to manage workflow and data more effectively;• Offices located across the UK.	<ul style="list-style-type: none">• Developers of transport management software;• Online freight exchange marketplaces to find and exchange courier work;• Located in Europe;• Turnover between £2.5m-£25m.

Location: England

277299 - B2B SOFTWARE & SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Investment business;• Look for platform investments;• Invests between £20m-£40m in each platform;• Services offered nationally.	<ul style="list-style-type: none">• B2B services and software business;• Focusing on knowledge-based businesses that combine people with technology;• Examples of sectors include IT, software, education and training, specialist business services and professional services;• Back-office services such as accounting, payroll, HR, finance, tax, insurance, and IT managed services are particularly of interest;• Prefers family or entrepreneurial businesses;• Recurring or subscription-based revenue streams;• Large and fragmented customer base;• Based in the UK, preferably the South East;• Any size.

Location: England

8203 - IT SERVICES & BUSINESS SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of IT services and business solutions;• Offers a range of IT managed services to assist businesses in growth and transformation;• Services include IT managed services, IT outsourcing, IT resourcing and IT partnerships;• Located in the UK and India;• Operates globally.	<ul style="list-style-type: none">• Tech companies;• Providers of IT services and business solutions;• Service-based companies where IT and automation technology can be applied;• Located globally;• Any size.

Location: England

272348 - IT RESELLERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Provider of technology products and services;• Reseller of IT software and hardware;• Located globally.	<ul style="list-style-type: none">• IT software and hardware resellers with own capabilities;• Providers of cybersecurity solutions;• Located in Western Europe;• Particularly interested in the UK, Ireland and France;• Strong continuing management;• Turnover between £5m-£100m;• EBITDA minimum 5% margin.

Location: USA

INDUSTRIAL/MANUFACTURING

261205 - INDUSTRIAL & MANUFACTURING BUSINESSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German privately-owned;• Industrial holding group;• Acquires and operationally develops industrial and manufacturing businesses;• Invests in succession schemes and conglomerate spin-offs;• Portfolio revenue above €500m.	<ul style="list-style-type: none">• Industrial and manufacturing businesses in line with current portfolio;• Including kitchen furniture, doors, windows, pre-fabricated homes and technical textiles;• Located in DACH region;• Platform investments to have sales between €30m-€500m;• Add-on investments to have sales above €5m.

Location: Germany

275096 - B2B TECHNOLOGY PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish-listed;• Industrial technology group;• Comprised of over 60 manufacturing companies;• Active across electronics, mechatronics, communication and other niche products;• Physical presence across Europe and the UK.	<ul style="list-style-type: none">• Niche B2B technology and industrial businesses;• Manufacturers of proprietary products;• Distributors of unique products;• Located in Europe or the UK;• Specific interest in the UK and Germany;• EBITDA in the range of £500k-£5m;• EBITDA margins above 10% for the last 3 years.

Location: Sweden

3683 - METAL STOCKHOLDERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Metals and plastics stockholder;• Metals include aluminium, brass, bronze, copper and steel;• Operations across the UK.	<ul style="list-style-type: none">• Metal stockholders;• Based in the UK;• Turnover up to £50m.

Location: England

RETAIL/CONSUMER

274126 - SKINCARE & COSMETICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Italian PE-owned;• Manufacturer of cosmetic treatments and skincare products;• Products include skincare products, sun protection, skincare devices and spa products;• Distributes products B2B and B2C through a global distribution network;• Also has in-house distribution capabilities;• Offers R&D services to other beauty businesses;• Headquartered in Germany;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of skincare and cosmetic products;• Offering a range of products from creams, gels and washes to devices, body wraps and oral products;• Located in Europe;• Minimum EBITDA €1m.

Location: Germany

272244 - WET WIPES & SINGLE USE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of wet wipes;• Products designed for family and home use;• Products include baby wipes, cosmetic wipes, moist toilet tissue and household cleaning wipes;• Operates across Europe and the US.	<ul style="list-style-type: none">• Manufacturers of wet wipes and single-use products;• Products designed for family and home use;• Health and beauty brands;• Located in the UK and Europe, particularly interested in Spain;• No interest in wipes manufacturers in UK;• Interest in distressed;• Any size.

Location: Wales

274125 - PROFESSIONAL HAIRCARE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Italian PE-owned;• Manufacturer and distributor of professional haircare products;• Develops high-end haircare, colouring and hair styling products;• Distributes products to hairdressers and hair professionals;• Headquartered in Italy with additional facilities located globally.	<ul style="list-style-type: none">• Manufacturers and distributors of professional haircare products;• Designed for use in hairdressers and salons;• Located globally;• Minimum EBITDA €1m.

Location: Italy

SOFT FM

261370 - CATERING & HOSPITALITY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of events planning and catering services;• Events such as weddings, parties and corporate functions;• Services provided across the South of England.	<ul style="list-style-type: none">• Businesses in the catering, café, food production and hospitality sectors;• Must have a central production unit;• Located in the UK;• EBITDA between £300k-£2m.

Location: England

SUPPORT SERVICES

259335 - BPO SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of business process outsourcing (BPO) services;• Acquires, manages and retains customers on behalf of their clients;• International presence;• Located in the UK.	<ul style="list-style-type: none">• Customer management businesses;• Providers of unified communications, data generation, telemarketing and customer care & matching services;• Located in the UK;• Minimum EBITDA £1m.

Location: England

277621 - BUSINESS TRANSFORMATION CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Luxembourgian PE-owned;• Provider of business transformation consultancy services;• Services are categorised into business, people, digital and agile transformation;• Serves public and private organisations worldwide;• Operates an international network of independent consulting firms;• Headquartered in France with an additional office in Switzerland.	<ul style="list-style-type: none">• Business transformation consultancies;• Offering a range of consultancy services across business, data, digitisation, change and leadership;• Serving clients active in a range of sectors;• Located in France;• Minimum EBITDA €1m.

Location: France

277688 - LED LIGHTING PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• LED lighting consultancy and installation company;• Focused on energy efficient solutions to maximise cost savings and carbon reductions;• Supplies across all sectors including commercial, domestic, public and social enterprise;• Operates across the UK.	<ul style="list-style-type: none">• Manufacturers and installers of LED lighting products;• Providers of low-carbon products including solar panels, electric vehicle charging points and renewable heat pumps;• Providers of light switches and lighting cables;• Energy efficiency consultancies;• Located in the UK;• Any turnover and EBITDA considered.

Location: England

GENERALIST

275662 - FRENCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE firm;• Targets small- and mid-cap French businesses;• Family-owned.	<ul style="list-style-type: none">• Sector agnostic;• Located in France;• EV between €5m-€50m.

Location: France

272953 - ITALIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Italian PE firm;• Operates as a cross-border PE house;• Targets mid-market businesses;• Invests in low-leverage buyouts and growth cases;• Investing out of its third fund.	<ul style="list-style-type: none">• Sector agnostic with a preference for industrial goods, pharmaceuticals, chemicals, luxury consumer products and food;• Non-cyclical businesses;• Export-orientated;• Proven management teams;• Located in Italy and the DACH region;• Revenues between €20m-€100m;• Must be profitable.

Location: Italy

11692 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Focuses on leveraged buyouts, equity, debt, and other investments;• Operates worldwide.	<ul style="list-style-type: none">• Sector agnostic;• Located globally;• Turnover above \$50m;• EBITDA above \$10m.

Location: USA

275639 - TURKISH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Turkish PE firm;• Invests in mid-market businesses;• Specialises in growth capital investments and MBOs.	<ul style="list-style-type: none">• Sector agnostic;• Primarily manufacturing, consumer goods, food and beverages, retail, business services, healthcare, software and technology businesses;• Majority or significant minority investments;• Located in Turkey;• Minimum EBITDA €2m;• EV in the range of €15m-€50m.

Location: Turkey

273062 - GERMAN SEARCH FUND *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German search fund;• Looking to acquire a platform to build on to;• Two entrepreneurs looking to operate the businesses;• Funded by a strong team of entrepreneurs and mentor investors;• Expertise in international engineering, sales and finance, but seeking from a range of sectors including services and software;• Based in Germany.	<ul style="list-style-type: none">• B2B services with an industrial focus;• Some interest in software-enabling technologies;• Maximum customer concentration of 30%;• Long-term contracts;• Owner seeking to exit in 0-3 years;• Located in Germany or the Netherlands;• Turnover between €5m-€30, with a sweet spot of €8m-€15m;• Stable cashflow with a positive EBITDA of c.10%.• Located globally;• EBITDA in the range of €1m-€5m.

Location: Germany

256097 - UK PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Small, well-funded investment team with M&A background;• Looking for MBI opportunities to buy, build and actively manage;• Currently invests in four companies.	<ul style="list-style-type: none">• B2B service businesses;• Interested in the catering, education and hospitality sectors;• Located in the UK;• EBITDA between £1m-£4m;• EV up to £40m.

Location: England