



# Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

MARCH 2022

**Sectors Featured Include:** Construction, Health/Pharma, ICT, Industrial/Manufacturing, Recruitment, 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](mailto:mark.eardley@langcliffeinternational.com)

- CONSTRUCTION
- HEALTH/PHARMA
- ICT
- INDUSTRIAL/MANUFACTURING
- RECRUITMENT
- 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

## CONSTRUCTION

**277692 - CONSTRUCTION & BUILDING SUPPORT SERVICES** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Building and construction services group;</li><li>• Main specialisms are security and facilities management;</li><li>• Additional services include building refurbishments, electrical and mechanical design and scaffolding.</li></ul>	<ul style="list-style-type: none"><li>• Providers of construction and building support services;</li><li>• Commercial and industrial client base;</li><li>• Services including M&amp;E, facilities management, building management and more;</li><li>• Located in the UK;</li><li>• Maximum EBITDA £3m.</li></ul>

**Location: England**

## HEALTH/PHARMA

### 278742 - MEDICAL & PHARMACEUTICAL LABS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Independent group of medical laboratories;</li><li>• Biological doctors and pharmaceutical labs;</li><li>• Carries out research and treats patients;</li><li>• Labs located across France.</li></ul>	<ul style="list-style-type: none"><li>• Medical and pharmaceutical laboratories;</li><li>• Located in France;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: France**

## ICT

### 277987 - VERTICAL SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US privately-owned;</li><li>• Enterprise software Investment group;</li><li>• Specialises in HealthTech, EdTech, MedTech and FinTech;</li><li>• Retains investments long term;</li><li>• Operates through a decentralised model;</li><li>• Global presence.</li></ul>	<ul style="list-style-type: none"><li>• Vertical software companies;</li><li>• Serving niche, specialised markets;</li><li>• Maintaining high recurring revenues;</li><li>• Located Globally;</li><li>• Turnover between US\$2m-US\$30m;</li><li>• EBITDA between US\$500k-US\$10m.</li></ul>

**Location: USA**

### 277100 - NICHE VERTICAL SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US privately-owned;</li><li>• Software investment group;</li><li>• Acquires and grows niche B2B software companies;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Developers of niche vertical software;</li><li>• Providing B2B, mission critical products;</li><li>• Specific interest in HealthTech and communications;</li><li>• Must have their own IP;</li><li>• Located globally, with a particular interest in Spain;</li><li>• Turnover US\$2m-US\$20m;</li><li>• Margins below 40%;</li><li>• Recurring revenue above 70%.</li></ul>

**Location: USA**

## 278731 - GEOMATIC SOFTWARE DEVELOPERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Luxembourgian PE-owned;</li><li>• Provider of land and marine geomatic and hydro-modelling solutions;</li><li>• Develops software for marine and land geomatics, as well as water modelling;</li><li>• Marine geomatic software produces and displays hydrographic and oceanographic charts;</li><li>• Land geomatic software predicts exposure to electromagnetic field and acoustic levels;</li><li>• Hydro-modelling software models water distribution, sewage and flooding and drainage design;</li><li>• Develops own software and works with other software development partners;</li><li>• Distributes products globally through a network of engineering and technology partners.</li></ul>	<ul style="list-style-type: none"><li>• Geomatic software developers and development partners;</li><li>• Developing software for a range of land, marine and water modelling and geospatial applications;</li><li>• Offering software to engineering and technology companies;</li><li>• Own IP or Software;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: France**

## INDUSTRIAL/MANUFACTURING

### 278386 - SEALING & INSULATING TECHNOLOGIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Precision manufacturer of insulation and sealing technologies;</li><li>• Products include rollers, belts, gaskets and seals;</li><li>• Serving OEMs in printing, transport, HVAC and medical end-markets amongst others;</li><li>• International manufacturing facilities.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of specialist sealing and insulating technologies;</li><li>• Product capabilities to include rubber and polyurethane mixing, processing and extrusion;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: USA**

### 278741 - URBAN COSMETICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Manufacturer of urban cosmetics;</li><li>• Develops and manufactures decorative and protective surface treatments, films and varnishes;</li><li>• Offers products to clients in public transport, building development, retail, agriculture and healthcare;</li><li>• Operates from facilities in France and South Africa.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of surface treatments, adhesive films, tarps, dibonds and other technical varnishes;</li><li>• Products developed for performance, decoration, advertisement, urban degradation, security, hygiene and protection;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: France**

## RECRUITMENT

### 262958 - CONSTRUCTION RECRUITMENT FIRMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of support services to the construction sector;</li><li>• Supplier of permanent and temporary staff to large construction companies;</li><li>• Offers security and logistic services to construction sites.</li></ul>	<ul style="list-style-type: none"><li>• Recruitment companies serving the construction sector;</li><li>• Construction support services providers in waste management;</li><li>• Located in the South East;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: England**



## RETAIL/CONSUMER

### 278184 - BRANDED CONSUMER PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Brand development investment company;</li><li>• Operates a portfolio of data science, CRM and brand design businesses;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Online retailers of branded consumer products;</li><li>• Main source of revenue must be through own website;</li><li>• Revenue of £5m-£50m;</li><li>• Located in the UK.</li></ul>

**Location: England**

### 278678 - BEDROOM FURNITURE & LINEN *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Manufacturer and multi-channel retailer of home furnishings;</li><li>• Own-branded products include mattresses, bedding, curtains and other accessories;</li><li>• Over 75 stores and concessions located across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Distributors, manufacturers and retailers of bedroom furniture and linen;</li><li>• Distressed and turnarounds opportunities welcome;</li><li>• Located in the UK;</li><li>• Minimum turnover £10m.</li></ul>

**Location: England**

**266586 - HEALTH, FITNESS, WELLNESS & BEAUTY PRODUCTS** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Singaporean privately-owned;</li><li>• Retailer and distributor in the health, fitness, wellness and beauty sectors;</li><li>• Products include sports nutrition, health supplements, apparel, personal care, ready-to-eat and ready-to-drink products;</li><li>• Operates B2B and B2C;</li><li>• Plans for an IPO.</li></ul>	<ul style="list-style-type: none"><li>• Online retailers of health, fitness, wellness and beauty products;</li><li>• Brand representation of interest, but brands acquisition is not;</li><li>• Preference for management to remain post-acquisition;</li><li>• Located in South-East Asia and the UK;</li><li>• Turnover in the range of US\$5m-US\$10m.</li></ul>

**Location: Singapore**

## SOFT FM

### 15664 - FACILITIES MANAGEMENT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of soft FM and M&amp;E services;</li><li>• Provider of outsourced recruitment and business support services;</li><li>• Operates in the UK and Europe.</li></ul>	<ul style="list-style-type: none"><li>• Providers of manned security and related services;</li><li>• Facilities management and M&amp;E companies;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: England**

## SUPPORT SERVICES

### 278643 - GEO-ENVIRONMENTAL CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of on-site and laboratory testing to the infrastructure and construction industry;</li><li>• Services include material testing, soil testing and geotechnical consultancy;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Geo-environmental consultancies;</li><li>• Offering construction and infrastructure testing and consulting services;</li><li>• Located in the UK;</li><li>• Maximum EBITDA £3m.</li></ul>

**Location: England**

### 10085 - TECH-ENABLED WELLBEING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of compliance consultancy services to SMEs;</li><li>• Specialists in employment law, HR and health and safety;</li><li>• Customers primarily in the industrial and service sectors;</li><li>• Services offered on a subscription basis;</li><li>• Located in the North West of England.</li></ul>	<ul style="list-style-type: none"><li>• Providers of tech-enabled health, safety and wellbeing compliance services;</li><li>• Offering advisory services and resources to SMEs primarily;</li><li>• Located in the UK;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: England**

## 278732 - OFFICE EQUIPMENT RENTAL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Luxembourgian PE-owned;</li><li>• Lease and rental business;</li><li>• Leases and rents a range of office equipment and furniture, mobile IT equipment, medical equipment and mainframe servers and storage;</li><li>• Offers equipment through a variety of lease and rental schemes;</li><li>• Offices in Luxembourg and Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Computer and office equipment rental businesses;</li><li>• Offering the lease and rental of a range of office equipment and furniture;</li><li>• Also offering IT hardware, integrated IT solutions and software;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Luxembourg**

## 273776 - SMART MOBILITY SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of car parking management technology;</li><li>• Uses cloud technology to manage and control regulated parking;</li><li>• Services include incident reporting, instant messaging, complaints issuing.</li></ul>	<ul style="list-style-type: none"><li>• Providers of smart mobility solutions;</li><li>• Cloud technology which provides information in a geo-located and real-time manner;</li><li>• Located in Spain;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: Spain**

## 278734 - M&E ENGINEERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Luxembourgian PE-owned;</li><li>• Provider of seaport rail solutions;</li><li>• Manufactures, assembles and repairs cranes at seaports;</li><li>• Inhouse manufacturing capabilities;</li><li>• Headquartered in Spain.</li></ul>	<ul style="list-style-type: none"><li>• Mechanical and electrical engineers;</li><li>• Servicing and repairing seaport crane and rail solutions;</li><li>• Manufacturers of spare parts;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Spain**

**264541 - ENERGY SERVICES** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of contract management services into the education sector;</li><li>• Management of energy procurement and invoice validation.</li></ul>	<ul style="list-style-type: none"><li>• Energy service providers to the education sector;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £150k.</li></ul>

**Location: England**

## GENERALIST

### 278515 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE firm;</li><li>• Provides operational support to management teams;</li><li>• Takes a majority shareholding.</li></ul>	<ul style="list-style-type: none"><li>• Products or services in the healthcare and consumer sectors;</li><li>• Located in the UK;</li><li>• Turnover below £10m;</li><li>• EBITDA between £1m-£2m.</li></ul>

**Location: England**

### 260822- UK INVESTMENT ARM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE firm;</li><li>• Corporate PE arm of an American investment bank;</li><li>• Invests in low-mid market companies;</li><li>• Offers equity cheques between €25m-€90m per investment;</li><li>• Offices located across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include healthcare, software and technology, business services, consumer and education;</li><li>• Focus on recurring revenues and domestic franchises;</li><li>• Located in Europe;</li><li>• EV between €50m-€500m.</li></ul>

**Location: England**

## 269690 - LUXEMBOURGIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Luxembourgian PE firm;</li><li>• Makes direct investments and manage a number of specialised teams;</li><li>• Experienced in energy, insurance, telecoms, security, healthcare and education and ??</li><li>• Pursues PE and VC deals;</li><li>• Invests up to €100m.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic but a slight focus on production and distribution of OTC products and recruitment firms;</li><li>• No interest in real estate or construction;</li><li>• Public and private businesses;</li><li>• Preference for minorities;</li><li>• Located across the Benelux and Germany;</li><li>• Equity stake of €10m-€100m.</li></ul>

**Location: Luxembourg**

## 258880 - UK FAMILY OFFICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK family office;</li><li>• Invests using their own capital in mid-market businesses for the long-term;</li><li>• Can provide operational solutions;</li><li>• Made over 15 investments to date;</li><li>• Active across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Sector agnostic;</li><li>• Prefer strong, mature businesses;</li><li>• Recurring revenue;</li><li>• Distressed opportunities welcome;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £2m.</li></ul>

**Location: England**

## 276609 - UK FAMILY OFFICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK family office;</li><li>• Focuses on special situations including underperforming, under managed, distressed and stressed assets;</li><li>• Invests using their own funds.</li></ul>	<ul style="list-style-type: none"><li>• Consumer products and brands;</li><li>• Active at any stage in the retail supply-chain;</li><li>• Located in the UK, Europe and the US;</li><li>• Low EBITDA margins;</li><li>• Minimum turnover £25m.</li></ul>

**Location: England**



**260854 - US PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE firm;</li><li>• Invests in manufacturing, value-added distribution and industrial businesses;</li><li>• Experienced in LBOs, carve-outs and special situations;</li><li>• Takes a controlling stake; Invests across the US and Europe.</li></ul>	<ul style="list-style-type: none"><li>• Industrial, distribution, food products and services, and energy sectors;</li><li>• Products with a long life cycle</li><li>• Located in Western Europe with a preference for the DACH region, the Nordics and the UK;</li><li>• Minimum turnover US\$80m;</li><li>• Located in North America;</li><li>• Minimum turnover US\$40m;</li><li>• Maximum EBITDA US\$25m.</li></ul>

**Location: USA**