



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

APRIL 2022

Sectors Featured Include: Electronic, ICT, Industrial/Manufacturing
and Retail/Consumer.

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

- [ELECTRONIC](#)
- [FINANCIAL GENERAL](#)
- [HEALTHCARE PROVIDERS](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
- [RETAIL/CONSUMER](#)

ELECTRONIC

277511 - ALARMS & WARNING SYSTEMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of personal alarm systems;• Serves customers in the healthcare sector;• Located in the North of England.	<ul style="list-style-type: none">• Manufacturers of alarm and warning systems;• Offering integrated and mobile systems;• Located in North America and Europe, with particular interest in the UK;• Strong continuing management;• EBITDA above £2m;• Margins above 17%.

Location: England

FINANCIAL GENERAL

265494 - PAN-EUROPEAN PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Pan-European PE firm;• Offering capital for organic and inorganic growth;• Raises funds from international institutional investors;• Currently manages c.€10bn investment commitments;• Headquartered in the UK;• Offices located across Europe.	<ul style="list-style-type: none">• Accountancy firms;• Offering auditing and other accountancy services to SMEs;• Located in the UK;• Minimum EBITDA £1m.

Location: England

HEALTHCARE PROVIDERS

265573 - CHILDREN'S CARE & SPECIALIST SCHOOLS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Children's support and healthcare group;• Operates specialist education facilities, children's homes and fostering agencies;• Works with children and young adults with a range of needs;• Facilities located across the UK and in the Middle East.	<ul style="list-style-type: none">• Residential care providers and specialist schools;• Supporting children and young adults with autism, social, emotional and mental health needs (SEMH) and learning difficulties;• Operating schools, colleges and homes across the UK;• Minimum EBITDA £2m.

Location: England

ICT

279275 - REFURBISHED IT HARDWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Distributor of refurbished networking technology;• Products include servers, storage systems and power connectors;• Operates across the UK.	<ul style="list-style-type: none">• Retailers and distributors of refurbished IT hardware;• Specific interest in servers, cables and drives;• Located in Europe, the UK and North America;• EBITDA above £2m;• EBITDA margins above 10%.

Location: Scotland

279030 - FINANCIAL MARKET DATA SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of data products and services;• Offers real-time and historical market data, predictive trade signals and strategies, automated trading and execution;• Acts as a strategic partner for buy-and-sell-side intermediaries, exchanges and ISV/technology firms;• Operates across North America, Europe and Asia Pacific.	<ul style="list-style-type: none">• Providers of digital financial market data solutions;• Offering real-time, historical and enterprise data products;• Providers of execution services including managed data services, market access and pre-trade risk services and low-latency gateways;• Serving customers operating in trading and investment markets;• Located in North America and Europe;• Minimum EBITDA \$1m.

Location: USA

268581 - TELECOMS & DIGITAL WORKING SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• B2B reseller of cloud IT and telecom services;• Operates c.45 franchisees across the Netherlands.	<ul style="list-style-type: none">• Suppliers of telecommunication and digital working solutions;• Operating B2B;• Located in the Benelux;• Minimum EBITDA €1m.

Location: Netherlands

253794 - IT MANAGED SERVICES & MICROSOFT LICENSING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• MSP;• Services include cloud storage, IOT and process automation;• Owns own data infrastructure;• Provides technical services to 7 verticals.	<ul style="list-style-type: none">• IT managed services and Microsoft licensing providers;• Companies which provide voice technology, telecoms, connectivity and IOT services;• Remote process automation service providers;• Located in the UK;• Sweet spots are the North of England and Scotland;• EV up to £5m.

Location: England

278858 - UK SEARCH FUND (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK search fund;• Looking to acquire and grow a single business for the long-term;• Provides direct management roles;• Experience investing in B2B SaaS ventures and start-ups;• Based in London.	<ul style="list-style-type: none">• Niche B2B software and IT services;• Located in England;• Preferably in the South and South East;• Turnover between £2m-£10m;• EBITDA between £300k-£1.5m;• EBITDA margin greater than 10%.

Location: England

INDUSTRIAL/MANUFACTURING

278947 - HUMIDITY PROTECTION DEVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of humidity protection devices;• Products include humidity indicators, vent dryers and desiccants;• Located in the South of England.	<ul style="list-style-type: none">• Manufacturers of humidity protection devices;• Located globally, with a specific interest in the UK;• EBITDA between €2m-€10m;• EBITDA margins above 10%.

Location: England

268361 - BELGIAN PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE firm;• Takes a majority in industrial SMEs;• Current portfolio located across Belgium and Germany.	<ul style="list-style-type: none">• Businesses active in port-related equipment;• Located in the Benelux and may consider France and the UK;• Preference for businesses located near or at a port;• EBITDA between €1m-€5m.

Location: Belgium

RETAIL/CONSUMER

279120 - CYCLING PRODUCTS & ACCESSORIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Distributor of cycling products;• Products include bicycle parts and components, apparel and accessories;• Operates internationally.	<ul style="list-style-type: none">• Distributors of cycling products and accessories;• Located in the Nordics, DACH and the UK;• Minimum EBITDA £2m;• EBITDA margins above 7%.

Location: England

261602 - CONSUMER HEALTH PRODUCTS & COSMETICS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish privately-owned;• Distributor of personal care products;• Products include cosmetics, fragrances, haircare and skincare;• Operations across Scandinavia.	<ul style="list-style-type: none">• Distributors of cosmetics, skincare, fragrances and consumer health products;• Located in the Nordics, DACH and the UK;• Minimum EBITDA £2m, with a history of at least £1m;• Steady profitability;• EBITDA margins above 7%.

Location: Sweden

264276 - TEXTILE PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German privately-owned;• Manufacturer of fabrics, blinds, wallpapers, flooring and furniture;• Global network of dealers for its fabrics and blinds;• Operations in North America, Europe, South Africa, Asia and Australasia;• Sells into more than 80 countries.	<ul style="list-style-type: none">• Manufacturers and retailers of textile products;• No interest in clothing;• Located in the UK and Europe;• Revenue up to €50m.

Location: Germany