



NEWLY ENGAGED BUYERS

WITH SUB £1M EBITDA CRITERIA

APRIL 2022

Sectors Featured Include: Agriculture, Building Products, Financial General, Food & Beverage, ICT, Industrial/Manufacturing, Marketing Communications, Real Estate, Retail/Consumer, Soft FM and Support Services.

SECTORS

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AGRICULTURE

279119 - LIVESTOCK EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Manufacturer of cattle and horse breeding equipment;• Produces standard and tailormade products;• Provides a full service from design and prototyping to production and testing;• Retailers products globally.	<ul style="list-style-type: none">• Manufacturers of equipment for managing and breeding livestock;• Located in France and neighbouring countries;• Minimum EBITDA €250k.

Location: France

BUILDING PRODUCTS

279138 - DOOR PANELS & FRAMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Developer and manufacturer of wooden door panels;• Manufactures products from an own material;• Markets products through a network of distributors;• Distributors in the Netherlands and the UK;• Production facilities in the Netherlands.	<ul style="list-style-type: none">• Manufacturers of door panels and frames;• Wooden products;• Strong preference for the Netherlands but will consider the UK and Germany;• Minimum EBITDA €500k.

Location: Netherlands

FINANCIAL GENERAL

260137 - WEALTH MANAGEMENT FIRMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Wealth management group;• Offers financial planning services to individuals and SMEs in relation to asset management, pension schemes, trust funds and tax;• Operates across the UK.	<ul style="list-style-type: none">• Wealth management firms;• Providers of financial planning, investment, tax, pension and related services;• Services provided to SMEs and private investors;• Located in the UK;• Turnover above £500k.

Location: England

252600 - FINANCIAL ADVISORY & PLANNING FIRMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of financial advisory services;• Offers personal and business services;• Services include financial advice, planning, investment and risk management;• Operates across the UK.	<ul style="list-style-type: none">• Financial advisory and planning firms;• High levels of recurring revenue;• Located in the UK;• Minimum EBITDA £500k.

Location: England

FOOD & BEVERAGES

272013 - DAIRY-FREE MILKSHAKES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Producer of branded milkshakes;• Products are sold to supermarkets, schools, cafes and farm shops;• Located in the UK.	<ul style="list-style-type: none">• Producers of dairy-free milkshakes;• Products to include flavoured milk, cream and butter;• Located in the UK;• Minimum EBITDA £200k.

Location: England

ICT

6505 - IT MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• IT managed service and cyber security provider;• Services include cloud, connectivity and technical support;• Located in the UK.	<ul style="list-style-type: none">• Providers of IT managed services;• Services to include data centre network, WAN, colocation services, email security;• Customers in various sectors such as education, retail, property and hospitality;• Located in the UK;• Minimum EBITDA £200k.

Location: England

268390 - ERP SOFTWARE DEVELOPERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Provider of ERP software solutions;• Serves leading chains and facilities in the leisure industry;• Services include booking management, communication with members, progress and performance tracking, KPI statistics, membership handling and the scheduling of shifts;• Located in the Nordics, with operations across Europe.	<ul style="list-style-type: none">• Developers of ERP software;• Serving the leisure sector, with a keen interest in the fitness market;• Supporting in the automation of work processes;• Located in Europe;• Minimum EBITDA €250k.

Location: Sweden

278966 - FINTECH COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Provider of transaction and compliance software;• Serves the financial sector;• Uses GUIs and APIs to track transactional data;• Reduces illicit financial flows, corruption and financial inequities;• Headquartered in Belgium;• Located in Europe and the US.	<ul style="list-style-type: none">• FinTech companies;• Providers of KYC and AML software, transaction monitoring software and banking identity resolution software;• Located in Europe or the US;• Minimum EBITDA €500k.

Location: Belgium

276366 - IT & TELECOMS COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• IT and telecommunications service provider;• Operates B2B;• Offers a full range of hardware, software, security and connectivity solutions;• Multiple office locations throughout the UK.	<ul style="list-style-type: none">• IT and telecommunications companies;• Operating B2B;• Offering IT consulting and support, telecommunications and mobile services;• Services of interest include hosting and connectivity, unified communications, cyber security and telematics;• Sweet spot is the East of England;• EBITDA above £250k.

Location: England

279148 - SAP INTEGRATION & IMPLEMENTATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of SAP integration software and services;• Offers integration with analytics solutions, CRM databases, cloud solutions and process applications;• Integrates with products from Microsoft, Azure, Salesforce and Google;• Operates internationally;• Headquartered in Germany with subsidiaries in France, Hong Kong and the US.	<ul style="list-style-type: none">• SAP integration and implementation businesses;• Offering services and software through OEM partners;• Located in Europe and the US;• Minimum EBITDA €500k.

Location: Germany

278772 - IT MANAGED SERVICES & CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• IT services company;• Provides a complete range of IT managed services and advisory solutions to SME businesses;• Services include IT consultancy, cloud solutions, infrastructure support and more;• Part of a wider global group.	<ul style="list-style-type: none">• IT managed services providers and consultancies;• Areas of interest are digital transformation, cybersecurity, resilience and productivity;• Located in the UK;• Turnover between £500k-£3m.

Location: England

INDUSTRIAL/MANUFACTURING

279162 - ARTIFICIAL GRASS & TURFS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Manufacturer and supplier of artificial grass solutions;• Operates B2B, supplying landscapers and professional gardeners;• Markets products under an own brand;• Distributes products across the Netherlands.	<ul style="list-style-type: none">• Manufacturers of artificial grass and turfs;• Offering fibre, cotton and Condor grass for landscaping projects and play areas;• Located in the Benelux;• Minimum EBITDA €500k.

Location: Netherlands

258477 - PROPERTY PROTECTION SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Providers of indoor area protection solutions;• Products include metal-based mesh panels for partitions, cages and metal shelving;• Operates globally.	<ul style="list-style-type: none">• Providers of property protection solutions;• Helping protect hazardous areas and secure valuable property;• Located globally;• Minimum EBITDA €250k.

Location: Sweden

279064 - MOLECULAR ANALYSIS EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Manufacturer of equipment for the research, development and production of advanced materials;• Specialises in the x-ray characterisations of nanomaterials and nanostructures;• Serves universities, research institutes and laboratories;• Operates globally.	<ul style="list-style-type: none">• Providers of instruments and software for testing, analysing and developing materials at a molecular level;• Particular interest in x-ray scattering;• Located in Europe;• Minimum EBITDA €500k.

Location: France

MARKETING COMMUNICATIONS

268227 - DIGITAL MARKETING COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Digital marketing company;• Services include digital transformation, technical support and integrated marketing;• Operates in Europe, the US, China and the Netherlands.	<ul style="list-style-type: none">• Digital marketing companies;• Located in the UK;• Must have an international presence;• Minimum EBITDA £500k.

Location: England

REAL ESTATE

279059 - CHARTERED SURVEYORS & ESTATE AGENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Group of chartered surveyors and estate agents;• Located in London.	<ul style="list-style-type: none">• Individual or groups of chartered surveyors and estate agents;• Solely focusing on the London market;• Minimum EBITDA £100k.

Location: England

RETAIL/CONSUMER

279007 - URBAN STREETWEAR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Online retailer of urban clothing;• Retailers products from brands including Adidas, Nike, Tommy Hilfiger and Calvin Klein;• Products include t shirts, jackets, jeans and shoes;• Operates domestically.	<ul style="list-style-type: none">• Online retailers of urban and streetwear clothing;• Offering men's and women's clothing;• Located in Europe;• Minimum EBITDA €500k.

Location: France

279197 - PET PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Italian PE-owned;• Designer and online retailers of pet accessories;• Offers products for domestic pets and aquariums;• Offers toys, feed, beds, leashes, clothing and care products;• Markets products under an own brand;• Distributes products across Europe.	<ul style="list-style-type: none">• Online retailers of pet products;• Pet accessories and pet food;• Branded products;• Located in Europe;• Minimum EBITDA €500k.

Location: Italy

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

279143 - SPORTING & ATHLEISURE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Online retailer of sports clothing and athleisure apparel;• Offers clothing, footwear and accessories from a range of international sporting and athleisure brands;• Delivers products across Europe.	<ul style="list-style-type: none">• Ecommerce brands and shops;• Offering sporting and athleisure products;• Located across Europe;• Minimum EBITDA €500k.

Location: Netherlands

SOFT FM

268395 - TECH-BASED SECURITY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Group of companies;• Provider of security and fire services;• Offers turnkey solutions, from planning to installation and integration of products;• Products include access control systems, alarms, CCTV and locking systems;• Located in the Nordics.	<ul style="list-style-type: none">• Providers of tech-based security services;• Specialising in the security installation and service market;• Serving corporate and public sectors;• Located in Northern Europe;• Minimum EBITDA €500k.

Location: Sweden

279248 - COMMERCIAL CLEANING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Commercial cleaning and soft FM services provider;• Sectors served include retail, industrial, medical, education and professional;• Operates across the UK.	<ul style="list-style-type: none">• Commercial cleaning companies;• Predominantly providing daily office cleaning, rather than specialist services;• Serving the SME market;• Located in the UK;• Sweet spots are the South East, South West and East Anglia;• Turnover up to £10m.

Location: Scotland

SUPPORT SERVICES

272710 - BUSINESS SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Outsourced business services provider;• Services include fleet hire contracts, first aid training, employment legislation guidance and risk assessments;• Operates across a broad range of sectors.	<ul style="list-style-type: none">• Business service providers;• Services should strengthen risk compliance, vehicle funding and fleet management operations;• Located in the UK;• EBITDA above £250k.

Location: England

278969 - RAIL MAINTENANCE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Providers of rail maintenance vehicles;• Services include hiring, manufacturing and maintenance solutions for 4x4 road to rail vehicles;• Based in the North of England.	<ul style="list-style-type: none">• Specialist manufacturers and engineers serving the rail maintenance sector;• Providers of transport solutions for railway maintenance companies;• Located in England;• Minimum EBITDA £250k.

Location: England

263210 - TEXTILE RECYCLING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Textile recycling group;• Offers reclamation, processing and export services;• Predominantly deals with clothing, shoes and household textiles;• Works with charities, local authorities and waste reclamation companies;• Operates recycling bins and banks across the UK.	<ul style="list-style-type: none">• Textile recycling businesses;• Textile collectors and re-sellers;• Offering clothing and textile collection, sorting and re-selling;• Located across the UK;• Minimum EBITDA £1m.

Location: England