



Langcliffe International

BUYERS ACQUISITIVE IN
CEE

MAY 2022

Sectors Featured Include: Automobiles & Parts, Building Products, Chemicals, Construction, Electronic, Financial General, Food & Beverages, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Marketing Communications, Plastics & Packaging, Print, Real Estate, Recruitment, Retail/Consumer, Soft FM, Support Services, Transport/Distribution, Utilities and Generalist

SECTORS

To view a collection of our most acquisitive buyers targeting opportunities in CEE, 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](#)
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Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- [GENERALIST](#)

AEROSPACE & DEFENCE

258679 - AEROSPACE METALLIC PARTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Tier II supplier of highly engineered metallic parts, kits and assemblies;• Serves the aerospace industry;• Operates domestically;	<ul style="list-style-type: none">• Suppliers of metallic parts to the aerospace industry;• Parts including aircraft wing ribs, bulkheads, strings and floor beams;• Located in the US and Europe;• Minimum turnover US\$5m.

Location: USA

6326 - AEROSPACE PRECISION COMPONENTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of precision components;• Products include engine shafts and rotors, twisted links, cardan pins, rings and casings;• Serves the aerospace, defence and power generation markets.	<ul style="list-style-type: none">• Manufacturers and suppliers of complex engine components, fabrications and assemblies;• Serving the aerospace industry;• Located in North America and Europe;• Minimum turnover US\$5m.

Location: USA

AUTOMOBILES & PARTS

275087 - FLEET VEHICLE SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of safety solutions for fleet vehicles;• Products include video systems, wireless connectivity, vehicle safety lighting and van shelving and storage;• Serves the bus, rail, law enforcement and military, emergency services and fire markets;• Operates across North America.	<ul style="list-style-type: none">• Manufacturers of safety products for commercial and emergency vehicles;• Located in the US and Europe;• Profitable with minimum EBITDA US\$250k.

Location: USA

264495 - AUTOMATION COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Manufacturer and distributor of complex machined metal parts for commercial vehicles;• Parts are used in engines and chassis’;• Located in Germany.	<ul style="list-style-type: none">• Automation companies;• Customer solutions for cast and forged components in manufacturing and logistics;• Serving the heavy commercial vehicle industry;• Located in Europe;• Minimum revenues £20m.

Location: Germany

267675 - PLASTIC INJECTION MOULDING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Manufacturer and supplier of plastic injection moulded parts;• Specialises in products with complex geometries;• Products include door handles, panels, speaker grills and roof frames;• Serves the automotive industry;• Located in Germany and the Czech Republic.	<ul style="list-style-type: none">• Plastic injection moulding companies;• Specialising in automotive parts and accessories;• Located in Europe;• EBITDA from negative up to €15m.

Location: Germany

BUILDING PRODUCTS

251574 - BATHROOM & KITCHEN PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Main Market-listed;• Group of companies supplying branded kitchen and bathroom accessories;• Products include showers, taps, tiles and adhesives;• Serves consumers, retailers, wholesalers and architects.	<ul style="list-style-type: none">• Manufacturers, distributors and retailers of bathroom and kitchen building products;• Products including bathroom furniture, lighting, tiles and flooring;• Preference for trade channels;• Strong brand, IP and/or technology IP;• Located in Europe, South Africa and the Middle East;• Minimum turnover £20m.

Location: England

CHEMICALS

269896 - MANUFACTURERS OF ANTIOXIDANTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of antioxidants which are sold under a brand;• Products are supplied to feed and food, pharma and beauty, and industrial end-markets.	<ul style="list-style-type: none">• Manufacturers of antioxidants;• Located in Europe;• Minimum turnover €5m.

Location: Spain

276395 - ELASTOMER PARTS & SEALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Producer of moulded elastomer parts and seals;• Primarily for the automotive industry;• Operates domestically.	<ul style="list-style-type: none">• Manufacturers and suppliers of elastic and thermoplastic materials;• OE businesses and processors of silicone granulate;• Serving the automotive industry;• Located in Europe;• Minimum EBITDA €1m.

Location: Germany

267141 - SPECIALTY RAW INGREDIENTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Producer and distributor of nutritional chemicals and products;• Serves sports nutrition, food and beverage, chemical and pharmaceutical sectors;• Distributes products globally.	<ul style="list-style-type: none">• Manufacturers and distributors of specialty raw ingredients;• Serving clients in nutritional and pharmaceutical industries;• Located across Europe;• Turnover between €5m-€80m.

Location: Netherlands

CONSTRUCTION

279650 - ENVIRONMENTAL SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of environmental and infrastructure services; • Serves private and public clients across a range of end-markets; • Operates domestically. 	<ul style="list-style-type: none"> • Providers of environmental services; • Including remediation, removal, demolition and decontamination services; • Located in North America and Europe; • Minimum EBITDA US\$500k.

Location: USA

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Irish privately-owned; • International project management firm; • Provides professional services in project and construction management, architecture and engineering design • Services offered to pharmaceutical, food, medical devices, mission critical, advanced manufacturing and energy sectors; • Flexible approach to structuring transactions; • Consideration may consist of cash, shares, earnout and 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; • 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**

- Located in Europe and UK, particularly Ireland,
- Minimum turnover €3m with a 5% EBITDA margin;
- Preference for 10+ years of operational experience.

Location: Ireland

ELECTRONIC

279423 - PCBs (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Group of companies;• Provider of prototyping and manufacturing services for low volume PCB assembly;• Provides end-to-end service support from design to complete system integration;• Serves healthcare, EV charging and IoT industries;• European operations.	<ul style="list-style-type: none">• Manufacturers of PCBs;• Active in the prototype, production and assembly phases;• Located in Europe;• Minimum EBITDA €500k.

Location: France

264520 - SECURITY PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Provider of video surveillance, alarms, biometric access control and cardiac defibrillators;• Offers a range of security-related products across video, alarm, access and care;• Products offered to SMEs across France.	<ul style="list-style-type: none">• Security products providers;• Products including CCTV, vein recognition systems, alarm systems and defibrillators;• Located in Europe;• Valuation up to €150m.

Location: France

267109 - FIBRE & DATA CABLES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Wholesaler and supplier of wires, cords and cables;• Operates in telecoms and telematics;• Supplies domestically.	<ul style="list-style-type: none">• Wholesalers of fibre and data cables;• End users in the infrastructure, utility and industry sectors;• Located in Europe with a focus on Germany and the Benelux;• Minimum EBITDA €500k.

Location: Netherlands

274238 - BUSINESS PHONES & LAPTOPS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Mobile technology provider;• Provides affordable mobile internet devices;• Experienced in the technology refurbishment industry.	<ul style="list-style-type: none">• Businesses providing phone and laptop refurbishment;• Value added resellers in the telecoms sector;• SaaS/software businesses with recurring revenues;• Insurance and commercial property brokers;• Recruitment businesses;• Environmental and social impact businesses including those in the renewables and recycling sectors;• E-commerce businesses providing personalised gifts, cards and printing services;• Located globally;• Minimum EBITDA £250k.

Location: England

FINANCIAL GENERAL

276301 - DEBT COLLECTION SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of debt collection services;• Supports borrowers by providing loan repayment solutions;• Operates across five CEE markets.	<ul style="list-style-type: none">• Providers of debt collection services;• Services including monitoring payments, court and enforcement procedures;• Located in Europe;• Minimum EBITDA €500k.

Location: Poland

268260 - INSURANCE BROKERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Irish privately-owned;• Motor insurance provider;• Operates domestically.	<ul style="list-style-type: none">• Insurance brokers;• Strong growth history;• Located in Europe with a preference for the UK;• Turnover up to €10m.

Location: Ireland

FOOD & BEVERAGES

273880 - DAIRY & DAIRY ALTERNATIVES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XSWX-listed;• Processor and producer of dairy-based products;• Products include butter, cream, yoghurt and a range of plant-based dairy alternatives;• Operates across Europe and the US.	<ul style="list-style-type: none">• Producers of dairy and dairy alternatives;• Distributors and retailers of dairy products;• Located in Europe;• Minimum revenue €15m.

Location: Switzerland

15061 - FEED COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XAMS-listed;• Provider of complete feed solutions for organic livestock farming;• Products include compound, young animal, special and liquid feeds, loose raw materials and sowing seeds;• Separate nutrition and innovation centre for R&D purposes;• Headquartered in the Netherlands, with operations in Europe.	<ul style="list-style-type: none">• Feed companies for cows, swine and poultry;• Located in Europe, Asia and Africa;• Minimum turnover €50m• Providers of horse feed;• Located in Europe, with a preference for the UK and France• Minimum turnover €10m.• Organic feed companies;• Located in Europe, with a preference for France, Germany and the Nordics;• Minimum turnover €25m.

Location: Netherlands

267082 - PET FOOD INGREDIENTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Distributor of raw pet food ingredients;• Pet food ingredients created from by-products of the food processing industry;• Products include animal protein meals, frozen meat, oil and fat;• Provides warehousing, stock handling and storage;• Operates in the Netherlands and the US.	<ul style="list-style-type: none">• Distributors of premium pet food ingredients;• Serving pet food manufacturers;• Located across Europe;• EV up to €350m.

Location: Netherlands

274343 - SOFT DRINKS & COCKTAIL MIXERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Producer of mineral water and non-alcoholic beverages;• Products include water, mixers, iced tea, juices and flavoured water;• Offering products under its own proprietary brand and private label services;• Supplies globally.	<ul style="list-style-type: none">• Producers of high end soft drinks and cocktail mixers;• Branded or private label producers;• Supplying retailers and food service providers;• Located in Europe and North America;• Minimum EBITDA US\$500k.

Location: Italy

269942 - WINE PRODUCERS & DISTRIBUTORS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Producer and distributor of still and sparkling wines, and premium brandy;• Located in Moldova.	<ul style="list-style-type: none">• Premium wine producers and distributors;• Located in CEE;• Minimum EBITDA £250k.

Location: Moldova

273718 - FRUIT JUICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Producer of fruit juices;• Focuses on health and 'superfoods';• Operates in Europe and China.	<ul style="list-style-type: none">• Producers of healthy beverages;• Products to contain no added sugar, no sweeteners and no artificial ingredients;• Located in Europe;• Minimum EBITDA €250k.

Location: England

266831 - INGREDIENTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swiss privately-owned;• Distributor of chemicals and pharmaceutical ingredients;• Strong history of acquisitions;• Located in Switzerland;• Operates across Europe.	<ul style="list-style-type: none">• Distributors of specialty chemicals and pharmaceutical ingredients;• Animal feed and food ingredients considered;• Located in Europe;• EBITDA in the range of €1m-€10m;• EV up to €30m.

Location: Switzerland

264459 - CONSUMER PACKAGED GOODS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Singaporean privately-owned;• FMCG and food and beverage manufacturer;• Strong track record of building household brands;• Manufactures and distributes consumer packaged products to retail consumers;• Presence across Africa, Asia and Europe.	<ul style="list-style-type: none">• Manufacturers of B2C consumer packaged goods;• Established mid-size brands;• Packaged foods, beverages, alcohol, personal care and home care products;• Specific interest in early stage plant based products;• Located globally;• EV between US\$1m-US\$100m.

Location: Singapore

276044 - BIOFLAVONOIDS & NATURAL FLAVOURS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer and supplier of active pharmaceutical ingredients and flavourings;• Supplier to the pharmaceutical, cosmetic, human and animal nutrition sectors;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of active pharmaceutical ingredients and flavourings;• Bioflavonoids and natural flavours;• Located in Europe and the US;• Minimum EBITDA US\$500k

Location: Spain

HEALTH/PHARMA

275010 - CANNULAS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Developer and manufacturer of medical components and devices;• Serves oncology, dermatology, pain therapy, pharmaceutical and veterinary markets;• Expertise in cannulas and cannula systems;• Separated into ready for cleanroom and ready for market divisions.	<ul style="list-style-type: none">• Manufacturers of cannulas and cannula systems;• Serving pharmaceutical and medical industries;• Pre-fillable disposable syringes and single use medical devices;• Located in Europe;• Minimum EBITDA €250k.

Location: Germany

273884 - PHARMACEUTICAL DISTRIBUTORS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Group of companies;• Manufacturer and distributor of generic pharmaceutical products;• Serves pharmacies, wholesalers, hospitals and retirement homes;• Offices in Belgium, Ireland and the US.	<ul style="list-style-type: none">• Distributors of OTC pharmaceutical products;• Serving pharmacies, hospitals, care homes or wholesalers;• Located in Europe or the US;• Minimum EBITDA of US\$500k.

Location: Belgium

255809 - IMMUNE-DIAGNOSTIC REAGENTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Danish PE-owned;• Manufacturer of immune-diagnostic reagents;• Products include antibodies, antigens, IVD ancillary agents, cell cultures and enzymes;• Other services include antibody development, lateral flow assay development and antigen customisation;• Located in the UK, Sweden and US.	<ul style="list-style-type: none">• Manufacturers of immune-diagnostic reagents;• Serving the diagnostics and life science industries;• Located in Europe and the US;• Minimum EBITDA €250k.

Location: Wales

279745 - IMAGING TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of advanced systems for fluorescence microscopy;• Instrumentation is used for medical research across cancer and neuroscience.	<ul style="list-style-type: none">• Manufacturers of imaging technology used in biological and medical research;• Products that have a positive impact for patients;• Located in Europe;• Minimum EBITDA €500k.

Location: Italy

279570 - MICROWAVE-BASED TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Manufacturer of microwave-based equipment used for the treatment of infections and skin conditions;• Equipment is used for industrial, scientific and medical applications;• Operates domestically.	<ul style="list-style-type: none">• Manufacturers of microwave-based equipment and technology;• Specialising in the areas of dermatology and cardiology;• Located in Europe;• Minimum EBITDA £500k.

Location: Scotland

279729 - BLOOD COLLECTION & DIALYSIS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Distributor of speciality medical consumables;• Serves the blood and plasma collection, and dialysis service industries;• Products include preparation, extraction, pharmaceuticals, diagnostics and PPE consumables;• Operates domestically.	<ul style="list-style-type: none">• Distributors of blood collection and dialysis medical consumables;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

273879 - PHARMACEUTICAL PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Manufacturer and supplier of pharmaceutical products and packaging;• Produces solid dose tablets and capsules;• Niche medicines, controlled drugs and veterinary products;• Products distributed internationally.	<ul style="list-style-type: none">• Manufacturers and suppliers of pharmaceutical products;• Products including packaging, tablets and capsules;• Serving human and veterinary sectors;• Located in the UK and Europe;• Minimum EBITDA £200k.

Location: England

279627 - CDMOS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Pharmaceutical contract development and manufacturing organisation;• Services include early feasibility studies, process optimisation to manufacturing;• Clients range from small start-ups to mid-sized pharmaceutical companies;• Operates domestically.	<ul style="list-style-type: none">• CDMOs providing formulation and dosage form development services;• Specialists in spray dryings and dry powder dosage forms;• Located in Europe;• Minimum EBITDA £500k.

Location: England

266826 - MEDICAL & DENTAL TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Manufacturer and distributor of products for medical technology;• Mainly serves the dental sector.	<ul style="list-style-type: none">• Manufacturers and distributors of medical and dental technology;• Located in Europe;• Minimum EBITDA €1m.

Location: Germany

266831 - PHARMACEUTICAL INGREDIENTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swiss privately-owned;• Distributor of chemicals and pharmaceutical ingredients;• Strong history of acquisitions;• Operates across Europe.	<ul style="list-style-type: none">• Distributors of specialty chemicals and pharmaceutical ingredients;• Animal feed and food ingredients considered;• Located in Europe;• EBITDA between €1m-€10m;• Maximum EV €30m.

Location: Switzerland

267086 - DRUG DISCOVERY CROS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Drug discovery CRO;• Clients include large European pharma and biotech companies;• Provides solutions for the design and synthesis of small molecules;• Operates across Europe.	<ul style="list-style-type: none">• Drug discovery CROs;• Located in Benelux and CEE;• Minimum EBITDA €2m.

Location: Netherlands

3381 - VETERINARY PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Developer and supplier of veterinary pharmaceutical products;• Products include drugs, vaccines and nutraceuticals;• Products sold internationally;• Multi-million-pound turnover.	<ul style="list-style-type: none">• Producers of veterinary pharmaceutical products for companion animals;• Veterinary medicines and animal identification products;• Located in the Nordics, Central Europe, Southern Europe and the Benelux;• Minimum EBITDA £500k.

Location: England

267895 - MEDICINE DEVELOPERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Manufacturer and distributor of branded generic medicines;• Private and own label products;• Operates across the UK.	<ul style="list-style-type: none">• Distributors of OTC products;• Providers of pharmaceutical marketing authorisation;• Located in Europe;• Minimum EBITDA £1m.

Location: England

272605 - PHARMACEUTICAL & RETAIL PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Brazilian privately-owned;• Group of beauty brands;• Provider of personal care and beauty products;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of beauty products without proprietary retail stores;• Products including pharmaceutical, cosmetic and perfumes;• Third party distributors;• Located in Europe, the US and Latin America;• Minimum revenue US\$20m.

Location: Brazil

HEALTHCARE PROVIDERS

272434 - FERTILITY CLINICS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Italian PE-owned;• Specialist healthcare provider;• Operates 12 fertility clinics.	<ul style="list-style-type: none">• Fertility clinics and fertility groups;• Located across Europe;• Turnover above €3m.

Location: Spain

ICT

279748 - TEXT GENERATION SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of content automation and optimisation software;• Solutions include multi-language text generation;• Serves the e-commerce, medical services and media sectors;• Allows users to automatically create content in over to 110 languages.	<ul style="list-style-type: none">• Developers of AI driven automated text generation software;• Serving data rich industries;• Located in Europe;• Minimum EBITDA US\$500k.

Location: Germany

268390 - ERP SOFTWARE (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

273126 - TECH COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Strategic business unit of a French investment company;• Invests between €7m-€30m;• Growth tech equity and quasi equity financing;• Located in Europe.	<ul style="list-style-type: none">• Small or mid-sized tech companies within the technology and digital thesis;• Located in continental Europe;• Profitable, with a high growth potential;• Minimum revenue €7m.

Location: France

275846 - CYBERSECURITY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of cybersecurity, performance testing and DevOps services;• Ensures companies applications and infrastructure work optimally and securely;• Services include preventative security, detection and incident response services;• Operates in the Benelux.	<ul style="list-style-type: none">• Providers of cybersecurity and DevOps consultancy services;• Providing protection, detection and incident response services to ransomware attacks and data leaks;• No interest in products or solutions;• Located in Europe;• Minimum EBITDA €250k.

Location: Netherlands

264166 - SOFTWARE DEVELOPERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Developer of a core business systems software for the youth care market;• Software integrates administration, documentation, control and billing;• Operates domestically.	<ul style="list-style-type: none">• Software developers with a focus on the social work market;• Located in Europe, particularly the DACH region;• Turnover between €2m-€20m;• EBITDA between €500k-€3m.

Location: Germany

277100 - SOFTWARE COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Software investment group;• Acquires and grows niche B2B software companies;• Operates globally.	<ul style="list-style-type: none">• Developers of niche vertical and horizontal software companies;• Providing B2B, mission critical products;• Specific interest in HealthTech and communications;• Must have their own IP;• Located globally, with a particular interest in Spain;• Turnover between US\$2m-US\$20m;• Gross margins above 60%;• Recurring revenue above 70%.

Location: USA

279198 - EDTECH COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XSTO-listed;• Developer of application-based education platforms;• Aimed at children between the ages of 3 to 16;• Provides fun and educational exercises on their apps;• Operates across the Nordics, UK and US.	<ul style="list-style-type: none">• EdTech companies;• Developers of educational software solutions;• B2C and B2B;• Serving children between the ages of 4-16 years old;• Located in Europe and the US;• Minimum EBITDA €250k.

Location: Sweden

276575 - CUSTOMER & SOCIAL TRENDS ANALYSIS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of AI driven customer engagement solutions;• Offer includes trend analysis, social commerce, and customer communication solutions;• Global customer base.	<ul style="list-style-type: none">• Developers of customer and social trend analysis solutions;• Providers of customer experience and communications software;• Located in North America and Europe;• Minimum EBITDA US\$2m.

Location: USA

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;• Products including servers, cables and drives;• Located in Europe, the UK and North America;• EBITDA above £2m;• EBITDA margins above 10%.

Location: Scotland

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 for the financial sector;• Uses GUIs and APIs to track transactional data;• Reduces illicit financial flows, corruption and financial inequities;• Headquartered in Belgium, with operations 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 and the US;• Minimum EBITDA €500k.

Location: Belgium

279542 - IOT CONNECTIVITY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Global connectivity provider;• Services include remote management of SIMs and connecting devices globally;• Located in the Channel Islands.	<ul style="list-style-type: none">• Providers of IoT connectivity;• Platforms which connect mobile network operators;• Services including device estate management, diagnostics and analytics;• Located in the UK and Europe;• Minimum EBITDA £500k.

Location: Jersey

279623 - DIGITAL TEACHING RESOURCES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• EdTech subscription platform;• Provides of digital learning content for primary schools;• Includes videos and lesson plans;• Operates across the UK.	<ul style="list-style-type: none">• Providers of digital teaching resources;• Serving the primary education sector;• Located in the UK, Europe and the US;• Minimum EBITDA £100k.

Location: England

265959 - AI TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• AI technology business;• Develops software to aid business development and innovation;• Technology provides market analysis to help identify business growth opportunities.	<ul style="list-style-type: none">• AI technology businesses;• Digital marketing software companies;• Businesses with IPR in AI technology;• Located across Europe;• Minimum turnover £40m;• Minimum EBITDA £1m.

Location: England

278535 - EDTECH SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of higher education student management and ERP software solutions;• Solutions include student management, marketing & web administration, campus life and workforce development solutions;• Located in North America.	<ul style="list-style-type: none">• Developers of higher education software;• Specialising in student management and relations;• Solutions including class schedule management, registration, virtual tours and maps;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: Canada

279338 - RETAIL & SALES SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of retail management software;• Solutions that combine sales optimisation, graphical project planning and product lifecycle management capabilities;• Provides consulting, implementation and maintenance services.	<ul style="list-style-type: none">• Providers of retail and sales software;• Solutions provided include CRM, product configuration, cost-and-price calculation, store design, product display management and project planning;• Operating B2B, serving retailers and manufacturers;• Located in Europe;• Minimum EBITDA €500k.

Location: Switzerland

279620 - HR SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of employee engagement software;• Offers employees a direct, online and moderated channel to HR;• Full SaaS solution;• Operates in the UK.	<ul style="list-style-type: none">• HR software;• Products including employee surveys and chat systems;• Located in the UK and Europe;• Minimum EBITDA £100k.

Location: England

278431 - E-COMMERCE SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of SaaS marketing automation and customer data platform;• Provides personalised experiences to improve the engagement of e-commerce marketing;• Serves over 2500 organisations globally.	<ul style="list-style-type: none">• Providers of e-commerce focused marketing automation software;• Customer data platforms;• Located in Europe and the US;• Minimum EBITDA £500k.

Location: Poland

264171 - Z-WAVE WIRELESS TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Manufacturer and distributor of home automation products;• Products include remotes, hubs, sensors and meters;• Products are sold via re-sellers and smart home installation networks globally.	<ul style="list-style-type: none">• Providers of Z-wave wireless technology;• Manufacturers and B2B distributors of home automation products;• Must have own software products;• Located in Europe;• Turnover between €2m-€20m;• EBITDA between €500k-€3m.

Location: Germany

265768 - SPORTS SOFTWARE PLATFORMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of sport management software;• Software used by governing bodies, venues, clubs and coaches;• Services include resource booking, reporting, compliance and safeguarding;• Operates in the UK.	<ul style="list-style-type: none">• Developers of sports-related software platforms;• Located in Europe;• Maximum turnover £10m.

Location: England

276328 - LEGAL SOFTWARE SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of software solutions in the legal-tech sector;• Services offered on a fully integrated platform include legal data and technical outsourcing;• Operates across Europe.	<ul style="list-style-type: none">• Suppliers of software solutions serving the legal sector;• Located in Europe;• Turnover between €5m-€50m;• EBITDA between €500k-€5m

Location: Germany

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

266332 - VERTICAL MARKET SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch privately-owned;• Vertical market software developer;• Strong presence in the healthcare and local government sectors;• Offers software products in the automotive, real estate, legal and accounting sectors.	<ul style="list-style-type: none">• Developers of vertical market software;• Focus on adding value to vertical markets by building industry-leading software solutions;• Located in Europe;• Minimum turnover €2m.

Location: Netherlands

261994 - DATA CONSULTANCIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Data and analytics services provider;• Services include data management, data integration, big data analytics, data visualisation, database management and data warehousing;• Located in Europe and the UK.	<ul style="list-style-type: none">• Data and analytics businesses;• Data consultancies active in MDM, BI, data science, machine learning and AI;• Technology consultancies active in low-code software and RPA;• Focusing on mid-large sized enterprises;• Located in Europe and the UK;• Maximum turnover €200m.

Location: Denmark

275068 - CLOUD ERP & CRM SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XFRA-listed;• Providers of a cloud-based ERP platform;• Services include CRM, merchandise and customer management, order processing, invoicing and accounting solutions;• Operates in Europe.	<ul style="list-style-type: none">• Developers of cloud ERP and CRM solutions;• Focusing on the automation and optimisation of workflows;• Located in Europe;• Minimum EBITDA €250k.

Location: Germany

263864 - NICHE ENTERPRISE SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of ERP IT solutions for the furniture and kitchen industry;• Clients have tailor-made merchandise management systems;• Software allows customers to design and visualise kitchens, bathrooms and living spaces;• Offers cloud services, IT services and IT infrastructure as well as many services ranging from consulting to training;• Active across Europe.	<ul style="list-style-type: none">• Providers of niche enterprise software e.g., furniture retailers, garden centres, and sanitary and building materials wholesalers;• Software modules including e-commerce and logistics interfaces;• ERP peers in the furniture and planning sector;• New, niche software;• Located in Europe;• Revenues in the range of €1m-€25m;• EBITDA of €500k-€6m.

Location: Germany

273208 - DIGITAL WELLNESS RESOURCES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of digital wellness support resources for workers in high-stress critical roles;• Services include customised apps for different professions, wellness tests and support, personal and professional development resources and 24/7 contact options;• Primarily targeted and used by first responders and workers in the emergency services;• Content and support also available for corporate use and other high-stress professions;• Operates domestically.	<ul style="list-style-type: none">• Providers of digital wellness and development resources for workers in high stress professions;• Developers of SaaS solutions that can be integrated to better support the companies target market;• Targeted at or integrable to help companies target market and similar professions for possible product offering diversification;• Located in the US primarily but also open to global solutions;• Minimum EBITDA US\$200k.

Location: USA

272729 - CUSTOMER EXPERIENCE 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;• 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

264336 - COMMUNICATION & MANAGED SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of managed print and IT services;• International operations;• Track record of acquisitions.	<ul style="list-style-type: none">• Unified communications, print and managed services;• Located globally;• Turnover in excess of £1m.

Location: England

279553 - UX & PERFORMANCE MONITORING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of application, SaaS performance testing and user experience monitoring solutions;• Solutions include synthetic monitoring, capacity testing and performance analysis;• Customers include global enterprises, financial institutions and government agencies;• Offices in the US and UK.	<ul style="list-style-type: none">• Developers of application and platform user experience and performance monitoring solutions;• Offering monitoring, load testing and user experience analysis capabilities;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: Sweden

265943 - B2B TECHNOLOGY & EQUIPMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• STO-listed;• Technology trading group;• Develops and sells high-tech components and systems;• Operates across the manufacturing and infrastructure sectors;• Headquartered in Sweden with a physical presence across Europe.	<ul style="list-style-type: none">• B2B technology traders and electrical manufacturers;• Automation, electrification, energy and industrial processing technology;• No interest in the Automotive market;• Located in Europe and North America;• Established and profitable companies with no interest in start-ups;• Minimum turnover €1m;• Margins above 10%.

Location: Sweden

INDUSTRIAL/MANUFACTURING

262150 - MANUFACTURING & SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Industrial holding group;• Operates a portfolio of over 75 manufacturing and distribution sites;• Acquires underperforming companies and non-core business units;• Portfolio companies located across the US and Europe.	<ul style="list-style-type: none">• Non-core units and underperforming businesses;• Offering manufacturing and industrial services;• Particular interest in carve-outs;• Located in Europe and the US.• Turnover between US\$20m-US\$500m;• Break even or negative EBITDA.

Location: USA

266059 - HOT FORGING & MACHINING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Specialist in hot forging and machining of brass, copper and aluminium alloys;• Serves clients in the automotive and power distribution and sanitation sectors;• Facilities located across the Netherlands.	<ul style="list-style-type: none">• Providers of precision hot forging technology and services;• Providing parts to a wide range of sectors;• Located in Europe;• EBIT up to €50m

Location: Netherlands

279702 - PLANT POTS, TRAYS & CONTAINERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of thermoformed plant pots, trays and containers;• Serves the professional horticultural industry;• Markets products under proprietary brands;• Headquartered in the Netherlands with operations across Europe.	<ul style="list-style-type: none">• Manufacturers of plant pots, trays and containers;• Primarily serving professional growers;• Located in Europe;• Minimum EBITDA US\$500k.

Location: Netherlands

267031 - TOOLS & MACHINES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Holding company for three diamond-based tooling businesses;• One business produces dies, extrusion tools and machines for die reconditioning and refurbishing services;• One business supplies single crystal diamond tools for use in optics and high precision machining industries;• One business supplies a range of diamond and CBN tools;• Group members are located in the Netherlands and America;• Products and services offered globally.	<ul style="list-style-type: none">• Manufacturers and distributors of tools and machines;• Must be in the diamond tool segment of precision tooling;• Located in Europe;• Minimum EBITDA €500k.

Location: Netherlands

279378 - MACHINERY ATTACHMENT TOOLS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Manufacturer and distributor of attachment tools;• Applications for industrial machinery, including wheel loaders;• Operates across the Nordics.	<ul style="list-style-type: none">• Manufacturers of attachment tools for machinery;• Products including snowploughs, pallet forks, buckets, sweepers and blades;• Located in Europe;• Minimum EBITDA €250k.

Location: Sweden

279449 - FLOW CONTROL PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of sanitary flow control products;• Serves food, beverage and pharmaceutical sectors;• Products include valves, pumps, hoses and fittings;• Operates domestically.	<ul style="list-style-type: none">• Manufacturers of flow control products;• Provider of sanitary products to the food, beverage and pharmaceutical industries;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

276505 - MICRO PORT EXTRUSIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Producer of micro port extrusions for heat transfer applications;• Specialises in aluminium MPE, round tubing, cables and bars, alloys and coatings;• Operates domestically.	<ul style="list-style-type: none">• Manufacturers of micro port extrusions;• Located in Europe;• EBITDA from negative up to €30m.

Location: Netherlands

276558 - CRANE MANUFACTURERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Manufacturer of specialist cranes;• Designs cranes for use in bioenergy, dredging and marine situations;• Offers design, manufacturing and aftersales services.	<ul style="list-style-type: none">• Crane manufacturers;• Producing specialist cranes, designed for use in niche situations;• Located in Europe;• Minimum EBITDA €250k.

Location: Germany

267302 - METAL SHEET & LIGHT STRUCTURES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Supplier and manufacturer of sheet metal and light metal structures;• Carries out the design, assembly and final inspection of products;• Also operates an in-house powder coating installation facility;• Serves an international client base active across a range of sectors.	<ul style="list-style-type: none">• Metal sheet and light structure manufacturers;• Located in Serbia, North East Belgium and the DACH region;• EBITDA up to €10m.

Location: Belgium

269253 - ANCILLARY PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of external cargo handling equipment;• Serves civil and military helicopters.	<ul style="list-style-type: none">• Providers of ancillary products for helicopters, including firefighting equipment;• Niche hook and load businesses;• Located in Europe;• Minimum turnover US\$5m.

Location: USA

266969 - PUMP MANUFACTURERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of pumps;• Serves the water, oil and gas, energy and industrial markets;• Headquartered in Germany;• Operations across Europe, Asia and the US.	<ul style="list-style-type: none">• Submersible pump manufacturers or aftermarket services;• Serving the oil and gas, and water markets;• Located in North America and Europe;• Turnover up to US\$50m.

Location: Germany

276551 - MOULD MANUFACTURERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Manufacturer of moulds for use in the production of concrete products;• Moulds are predominantly used for paving stones, slabs, kerbs, grass pavers and landscaping products;• Also offers modification, maintenance and refurbishment services;• Headquartered in Germany with production sites in the US, Canada and Europe;• Serves an international client base.	<ul style="list-style-type: none">• Mould manufacturers;• Designed for use in producing outdoor concrete products;• Located in Europe and the US;• Minimum EBITDA €250k.

Location: Germany

276758 - LOAD CARRIERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Manufacturer of logistic load carriers;• Develops, manufactures, sells, rents and repairs a range of logistics road carriers;• Products include wooden pallets, metal roll containers, mobile racks, plastic pallets and bins;• Services include rental, pooling, packaging recover, RTI management, product design, repair and maintenance and purchase;• Serves clients across a wide range of sectors;• Headquartered in the Netherlands with additional offices and facilities across Europe.	<ul style="list-style-type: none">• Providers of load carriers and related services;• Targets to help offer a sustainable solution, including packaging recovery, pooling and rental of returnable load carriers;• Located in Northern, Southern and Eastern Europe;• Minimum EBITDA €2m.

Location: Netherlands

279252 - DIE CUTTING MACHINES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Group of companies;• Manufacturer of cutting and embossing machines;• Serves automotive, flooring, rubber and foam markets;• Located in Germany, Hungary and the US.	<ul style="list-style-type: none">• Manufacturers of die cutting machines;• Serving any industry;• Located in Northern and Central Europe and the US;• EBITDA from negative up to €15m.

Location: Germany

269379 - STAINLESS STEEL FITTINGS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Distributor of stainless adaptors, fluid power fittings, instrumentation fittings, and valves;• End markets include marine, industrial, chemical, and oil and gas.	<ul style="list-style-type: none">• Manufacturers and distributors of stainless steel fittings;• Located in North America and Europe;• Minimum turnover US\$5m.

Location: USA

264840 - VALVE MANUFACTURERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Manufacturer and supplier of water and wastewater valves;• Also offers on-site services, repairs, maintenance, analysis and training.	<ul style="list-style-type: none">• Manufacturers of specialty valves and smart valves;• Located globally;• Turnover in excess of €10m.

Location: Germany

279366 - BAG FILLING MACHINERY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Manufacturer of sack filling, pallet loading and sack emptying systems;• Specialises in powders and granules;• Serves food, chemical and feed industries;• Products sold globally.	<ul style="list-style-type: none">• Manufacturers of bag filling machinery;• Specialising in both manual and automated equipment;• Located in Europe;• Minimum EBITDA €250k.

Location: Sweden

276432 - STEEL & IRON SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Germany PE-owned;• Provider of steel and iron services;• Carries out various casting processes;• Operates an individual consultancy-based service.	<ul style="list-style-type: none">• Providers of steel and iron services;• Producers of steel and iron casts;• Located in Europe;• EBITDA in excess of €1m.

Location: Switzerland

269423 - REFRIGERATION PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Italian privately-owned;• Group of commercial refrigeration product manufacturers and installers;• Products include display counters, freezer cabinets, plug-in cabinets, compressor packs and cold rooms;• Products sold under six brands;• Group members located globally.	<ul style="list-style-type: none">• Manufacturers and installers of refrigeration products;• Providers of after sales services;• Service commercial retail clients;• Located in the Benelux, DACH, CEE, Spain and Portugal;• Management or senior executives to remain post-acquisition;• Flexible deal structure;• Sales above €20m;• Will consider targets with sales between €5m-€10m if there is niche tech or a value added service.

Location: Italy

1456 - GAS CYLINDERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Designer and manufacturer of high pressure, seamless steel gas cylinders;• Markets include oil and gas, defence and energy.	<ul style="list-style-type: none">• Supply chain businesses supporting precision engineering;• Providers of bespoke gas cylinders and maintenance services to the oil and gas sector;• Businesses with a hydrogen angle;• Located in the UK and Europe;• Minimum EBITDA £250k.

Location: England

263827 - MANUFACTURING, ENGINEERING & TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Singaporean privately-owned;• Global precision engineering and technology group;• Core competencies include precision manufacturing, material processing, systems design and system integration;• Operations across Asia, Europe and the US.	<ul style="list-style-type: none">• Industrial technology;• Industrial automation and system integration businesses• Operating in the packaging, inspection, catering and FMCG sectors;• Manufacturers of Semicon tools and equipment;• Industrial equipment OEMs;• Integrators of industrial software;• Located in the US, Europe and Asia;• Machine vision companies with activities in software integration and inspection systems;• Located in the US and Europe;• No interested in distressed targets;• Turnover between £15m-£40m;• Turnover up to £100m for industrial equipment OEMs;• EBITDA margin above 5%.

Location: Singapore

8639 - CHEMICALS, PLASTICS & PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Industrial holding company;• Active in the plastics, manufacturing, food service and packaging sectors;• Operates c.20 subsidiaries globally;• Subsidiaries are independently managed.	<ul style="list-style-type: none">• Chemical, plastics and pharma companies;• Located in the US and Europe;• EBITDA above US\$3m.

Location: USA

MARKETING COMMUNICATIONS

278344 - VISUAL CONTENT & OPTIMISATION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of visual content solutions for e-commerce brands and retailers;• Offers tech-enabled visual content services to increase brand strength and image;• Services include image editing, CGI, product video editing and visual content strategies;• Serves clients across Europe, the US and Asia.	<ul style="list-style-type: none">• Tech-enabled providers of visual content strategies and visual optimisation solutions;• Services focused around brand and product imagery and online shopping experiences;• Traditional photographers operating in specific niches;• Serving e-commerce brands and retailers;• Located in CEE, Northern Europe and the US;• Minimum EBITDA €500k.

Location: Netherlands

260401 - DATA ANALYTICS & DIGITAL MARKETING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Technology developer and marketing business combined to connect customers with businesses;• Offices in the UK and the US.	<ul style="list-style-type: none">• Data analytics providers and digital marketing services;• Located in Europe and the US;• Minimum EBITDA £1m.

Location: England

265287 - EVENT & EXHIBITION ORGANISERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Trade exhibitions organiser;• Specialises in the commercial security industry;• Operates across the UK.	<ul style="list-style-type: none">• Security event organisers and exhibition businesses;• Located in Europe;• Minimum EBITDA £1m.

Location: England

276708 - DIGITAL MARKETING AGENCIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Digital commercial marketing partner;• Offers tailored digital marketing solutions to retailers;• Services and digital products designed to increase customer loyalty and local sales, and to gain new customers;• Offers a full cross-channel marketing package or individual solutions;• Predominantly in the DACH region;• Has capabilities to support Europe-wide marketing campaigns.	<ul style="list-style-type: none">• Digital commercial marketing agencies;• Offering services and technical solutions in IT, products, marketing, sales, people and culture, finance and office management;• Serving over-the-counter retailers;• Located in Northern and Central Eastern Europe;• Minimum EBITDA €1m.

Location: Germany

251003 - PUBLISHING COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Media company;• Publishes newspapers and magazines;• Interests include new media, digital technology, retail and television;• History of acquisitions.	<ul style="list-style-type: none">• Publishing companies;• Located globally;• Minimum turnover £250k.

Location: Scotland

275948 - MARKETING AGENCIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Marketing and PR agency;• Operates several companies within the same industry;• Provides communications, PR training and consultancy services;• Operates globally.	<ul style="list-style-type: none">• Marketing, PR and communications agencies;• Based globally, with a preference for the US and Europe;• Turnover in the range of £2.5m-£5.0m.

Location: England

9357 - MEDIA COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Media group specialising in consumer, business and travel publishing;• Backed by HNWIs;• £50m cash available for acquisitions;• Active acquirer with 25 acquisitions in the last 10+ years.	<ul style="list-style-type: none">• Sector agnostic;• Specific focus on SaaS and business software;• Must have own IP;• Located globally;• EBITDA in the range of £1m-£10m;• Will consider lower EBITDA for an asset purchase;• History of generating profits for 3+ years;• No over-reliance on a single or small group of customers;• Will purchase businesses which are suffering from slow growth, no growth or gentle decline.

Location: England

4661 - SALES, MARKETING & SUPPORT SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Main Market-listed;• Group of companies involved in sales, marketing and support services;• Operates across the UK.	<ul style="list-style-type: none">• Businesses involved in sales, marketing and support services;• Located in the UK, ROI and wider Europe;• Turnover in the range of €20m-€50m;• Larger acquisitions would be considered.

Location: Ireland

262771 - MARKETING & COMMUNICATIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• International marketing and communications group;• Three business arms focused on technology driven marketing, secure identification and traceability solutions, and digital print production and support services;• Present in 15 countries with a global sales reach.	<ul style="list-style-type: none">• Marketing communications;<ul style="list-style-type: none">- E-commerce and tech,- Data analytics,- Consulting,- System development;• Other marketing services of interest include; identification technologies, graphic design, scanning solutions, print and payment technology;• Located globally, with a focus on Europe, particularly Benelux, DACH and UK;• Minimum EBITDA £500k;• Direct marketing businesses must have revenue above £20m;• E-commerce and e-logistics;• Deal size between £10m-£100m;• Carton packaging manufacturers;• Activities in food, pharma, cosmetics, gifting, promotional and electronics;• Located globally, with a focus on Europe.

Location: England

279723 - MARKETING SERVICE AGENCIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of marketing services and supply-chain solutions;• Services include consulting, designing and distributing branded merchandise and point-of-sale display development;• Primarily serves the FMCG sector;• Offices and clients located globally.	<ul style="list-style-type: none">• Marketing service agencies;• Specialising in consultancy, compliance and supply chain services;• Located in Europe;• Minimum EBITDA £200k.

Location: England

PLASTICS & PACKAGING

268843 - PACKAGING & CANNING SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of packaging service for beverages;• Operates across the UK.	<ul style="list-style-type: none">• Providers of packaging and canning services;• Focused on metal cans for soft and alcoholic drinks;• Located in the UK and Europe;• Minimum EBITDA £500k.

Location: England

260839 - AUTOMOTIVE INJECTION MOULDING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Manufacturer of complex plastic parts and components;• Products used in packaging, technical parts, household appliances and automotive applications.	<ul style="list-style-type: none">• Automotive suppliers focusing on injection moulding;• Automotive and consumer-goods OEMs;• Diversification into complex plastic applications;• Injection moulding focusing on packaging;• Located in China, DACH, CEE and NAFTA;• Profit margins in excess of 10%;• Turnover in the range of €10m-€100m;• EBITDA in the range of €2m-€20m.

Location: Switzerland

263022 - PRECISION MOULDING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• SGX-listed;• Manufacturer of precision plastic components;• Capabilities include mould fabrication, injection moulding and mould designs;• Four key business areas in automotive, consumer/IT/environment, medical and tools;• Operations across Asia, Europe and the US.	<ul style="list-style-type: none">• Plastics companies with precision moulding capabilities;• No interest in extrusion moulding;• No current interest in the automotive sector;• Located in Europe;• Turnover in excess of £25m.

Location: Singapore

276542 - SENSOR SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Designer and assembler of packaging solutions for micro-electrical mechanical systems;• Produces optimised applicators of sensor system solution;• Predominantly serves the automotive sector.	<ul style="list-style-type: none">• Providers of sensor solutions;• Assemblers of packaging solutions for micro-electrical mechanical systems;• Located in Europe;• Minimum EBITDA €250k.

Location: Netherlands

PRINT

276673 - PRINTING SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Holding company comprised of multiple printing services brands;• Specialises in catalogues, leaflets books and magazines;• Headquartered in Germany with group members in Central Eastern Europe.	<ul style="list-style-type: none">• Providers of printing services;• Supporting clients in their consumer marketing efforts;• Located in Central and Eastern Europe;• Minimum EBITDA €250k.

Location: Germany

261784 - SELF ADHESIVE LABELS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Provider of print services;• Specialises in the production of self-adhesive labels for packaging;• Products include multicolour, booklet and information labels, tickets and tags;• Further offers a range of labelling machines, printers and application solutions;• Located in the Nordics.	<ul style="list-style-type: none">• Producers of self-adhesive labels;• Suppliers considered but must have an element of production involved;• Primarily serving the packaging industry;• Located in Europe;• Minimum EBITDA €1m, unless located in the Nordics where any size would be considered.

Location: Sweden

REAL ESTATE

15711 - COMMERCIAL REAL ESTATE & PROPTech (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Canadian privately-owned;• Commercial real estate broker;• Financial, management, advisory and transaction services;• Operates globally.	<ul style="list-style-type: none">• Commercial real estate, property management services and PropTech;• No interest in residential real estate;• No interest in contractor services;• Located in North America & Europe;• Particular interest in Germany, France and the UK;• EV above US\$5m.

Location: Canada

RECRUITMENT

265962 - ONLINE RECRUITMENT FIRMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• AI Powered start up online hiring agency;• Exclusively online service offering;• Operates across the UK.	<ul style="list-style-type: none">• Online recruitment firms;• AI and IPR available to develop business;• Located across Europe;• Minimum turnover £40m;• Minimum EBITDA £1m.

Location: England

258954 - TALENT LIFECYCLE SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Recruitment provider in the technology and renewable energy markets;• Helps clients find talent as well as retrain members of the existing workforce;• Offices based in Europe, Asia, Australia and the US.	<ul style="list-style-type: none">• Providers of end-to-end talent lifecycle solutions;• Recruitment of contract, temporary and permanent opportunities;• Located globally;• Minimum EBITDA £500k.

Location: England

RETAIL/CONSUMER

268049 - PERSONAL COSMETIC PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Bulgarian privately-owned;• Manufacturer of personal products;• Products range from toothpastes, hair dye and shampoos to face cream, soaps and lotions;• Operates domestically.	<ul style="list-style-type: none">• Personal cosmetic products;• Products include skincare, oral care, baby products and detergents;• Both owned production facilities and brands without production facilities;• Located in Europe;• Deal value up to €5m.

Location: Bulgaria

4626 - CONSUMER BRANDS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group made up of several consumer brands;• Owns several outdoor sports brands;• Distributes worldwide.	<ul style="list-style-type: none">• Consumer brands;• Strong interest in outdoor sport brands;• Looking to diversify;• Located in Europe;• Minimum turnover £1m.

Location: England

276550 - HOUSEHOLD STORAGE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Producer of household storage, predominantly wall shelves;• Markets products through a network of dealers worldwide.	<ul style="list-style-type: none">• Producers and manufacturers of wall shelves, clips, cantilevers, furniture legs and tool storage solutions;• Products designed for use in household applications;• Located in Europe;• Minimum EBITDA €250k.

Location: Germany

276011 - WOMEN'S CLOTHING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Manufacturer of vintage inspired women's clothing;• Sells products through its own stores, partner stores and online;• Stores located across Europe;• Ships internationally;• Headquartered in the Netherlands with an additional store in Switzerland.	<ul style="list-style-type: none">• Manufacturers of women's clothing;• Vintage-inspired, 'pre-loved' or sustainable clothing;• No interest in generalist brands;• Located across Europe;• Minimum EBITDA €500k.

Location: Netherlands

14707 - BRANDED CLOTHING COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Textile business;• Products include underwear, nightwear, swimwear, formalwear, casualwear, coats, jackets and babywear;• Operations in Europe and Asia.	<ul style="list-style-type: none">• Branded clothing businesses with a retail arm;• No interest in the socks and legwear sector;• Will also consider plants focused on non-UK business that have fully diversified operations from textile mills to brands;• Located in Europe;• Minimum turnover £5m.

Location: England

264629 - PERSONAL CARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Established buy-and-build platform of personal care brands across Europe;• Focuses on hair and skin care products;• Located in the UK.	<ul style="list-style-type: none">• Single brands, portfolios of brands or non-core brands from larger groups with a focus on personal care;• Preference for a problem-solving angle;• Consumer products which are distributed via traditional retail channels or online;• Manufacturing should ideally be outsourced;• Located in Europe;• Turnover in the range of US\$500k- US\$30m for individual brands;• Larger acquisitions considered if the target is part of a portfolio.

Location: England

275220 - MOTORCYCLE GEAR (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Retailer of motorcycle gear;• Supplies jackets, trousers suits and accessories;• Operates through own stores and retailers;• Products sold globally.	<ul style="list-style-type: none">• Retailers of motorcycling gear and clothing;• Located in Europe;• Minimum EBITDA €250k.

Location: Belgium

277265 - PET PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Retailer of household pet products;• Products include food, supplements, wellbeing, accessories and transport offerings;• Located across the CEE region.	<ul style="list-style-type: none">• Retailers of pet products and associated accessories;• Operating from physical stores or E-commerce based;• Located in Southeast Europe;• Minimum EBITDA US\$500k.

Location: Croatia

275600 - CYCLING PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Online retailer of cycling and fitness products;• Products include bikes, bike parts, swimwear and electronics.	<ul style="list-style-type: none">• Cycling product e-tailers;• Located in Europe;• Minimum EBITDA £250k.

Location: Germany

279143 - E-COMMERCE BRANDS & SHOPS (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">• E-commerce brands and shops;• Offering sporting and athleisure products;• Located across Europe;• Minimum EBITDA €500k.

Location: Netherlands

275685 - SOFAS & ARMCHAIRS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German privately-owned;• Designer, manufacturer and retailer of sofas, armchairs and loungers;• Products sold in branches located worldwide.	<ul style="list-style-type: none">• Designers and manufacturers of sofas and armchairs;• Located in Europe, excluding the UK;• Minimum EBITDA €250k.

Location: Germany

254565 - FURNITURE DEALERSHIPS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Canadian PE-owned;• Office furniture dealership and commercial furnishing consultant;• Located in the UK.	<ul style="list-style-type: none">• Office furniture dealerships and commercial furnishing consultants;• Located in Europe;• Minimum turnover US\$1m.

Location: England

279074 - TENTS & COVERINGS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of tents and marquees;• Offers include party tents, industrial coverings and spare parts;• Direct-to-consumer online sales model.	<ul style="list-style-type: none">• Providers of professional tents and coverings;• Products including industrial tents, gazebos and marquees;• Supplying B2B and B2C;• Located in Europe;• Minimum EBITDA US\$500k.

Location: Germany

264372 - WELLBEING & LIFESTYLE BRANDS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Invests in consumer brands;• Focuses on health and wellness, lifestyle and heritage brands;• Invests across the UK and Europe.	<ul style="list-style-type: none">• Wellbeing, lifestyle and heritage brands;• Located in Northern Europe;• Revenue in the range of £5m-£30m;• Maximum EBITDA £3.5m.

Location: Scotland

SOFT FM

264441 - SECURITY PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Provider of security products, software and services;• Controls the flow of valuables, cash and people;• Specialises in the areas of entrance control, safe storage, cash management and integrated security;• Products include turnstiles, security gates, safe deposit lockers, cash recycling systems, intrusion detection systems, interlocking doors and antitheft gateways;• Located in Europe, the US and Asia.	<ul style="list-style-type: none">• Providers of entrance control, cash management or safe storage security solutions;• Serving retail, airport, mass transit, building or high-risk sites;• Located in Europe, the US and Asia;• Minimum EBITDA €500k.

Location: Sweden

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 Europe;• Minimum EBITDA €500k.

Location: Sweden

SUPPORT SERVICES

274409 - ENVIRONMENTAL EMERGENCY RESPONSE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• BVMF-listed;• Group of companies operating in the environmental management space;• Serves multiple sectors ranging from pharmaceutical to construction;• Global operations;• Headquartered in Brazil.	<ul style="list-style-type: none">• Environmental emergency response companies;• Providers of industrial services;• Located in Europe and North America;• Minimum EBITDA U\$500k.

Location: Brazil

279731 - ONLINE TRAINING & EDUCATION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of online vocational training courses;• Includes industry specific mandatory training, education and certification courses;• Services to meet legal and industry compliance;• Operates across the US.	<ul style="list-style-type: none">• Providers of online training, education, and professional certification for regulated end-markets;• Focused on online and asynchronous training solutions;• B2B and B2C customer base;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

279581 - TRAINING & VOCATION COURSES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Producer of vocation specific training courses and resources;• Provides to schools, higher education, continued education and industry;• Offer includes multimedia resources for distance/remote learning.	<ul style="list-style-type: none">• Producers of industry training and vocation specific educational courses;• Providers of accompanying educational resources and certification programmes;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

255538 - RECYCLING SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of alternative recycling solutions;• Recycles ash extracts, scrap and non-ferrous metals from industrial incineration;• Cleans, upgrades and sells the recovered products;• Offices and recycling sites across the Netherlands, the UK and North America.	<ul style="list-style-type: none">• Developers, installers and maintenance providers;• Servicing equipment used in the recycling of incinerator bottom ash;• Designed to recycle ash for energy from waste plants;• Recyclers of incinerator bottom ash;• No interest in general recycling or the recycling of waste aggregates;• No interest in general construction waste management and recycling businesses;• Located in Europe;• Minimum EBITDA €500k.

Location: Netherlands

279751 - TRAINING SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of an e-learning training platform and human capital management software solution;• Serves the oil and gas industry;• Primarily provides industry required training and competency management solutions;• Located in Scotland and across Europe.	<ul style="list-style-type: none">• Providers of online and in-person training solutions;• Developers of employee management solutions;• Serving the oil and gas industry;• Located in Europe;• Minimum EBITDA US\$500k.

Location: Scotland

279250 - RECYCLING COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Recycler of refrigerators;• Services include product collection, pollutant separation and shredding;• Serves a number of well-known companies;• Operates several recycling plants across Germany.	<ul style="list-style-type: none">• Recycling companies;• Specialising in electronic waste, electric vehicle batteries and household appliances;• Located in Europe;• EBITDA from negative up to €15m.

Location: Germany

265175 - PLANT DESIGNERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Plant designer;• Industries served include pharma, biotech, chemical and oil and gas.	<ul style="list-style-type: none">• Designers of plants;• For use in any of the previously served sectors, or similar;• Located in Europe;• Profits in excess of €1m.

Location: Austria

273742 - LITERACY & READING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Supplier of special education tools;• Products include read-in teaching materials, books, films and guides;• Serves preschools up to adult education;• Located in Europe.	<ul style="list-style-type: none">• EdTech companies;• Specialising in literacy and reading development;• Services for inclusive education;• Located in Europe and the US;• EV between €5m-€25m;• Minimum EBITDA €500k.

Location: Sweden

279438 - NUCLEAR POWER EQUIPMENT SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of parts and equipment lifecycle management services to the nuclear power sector;• Offers sourcing, integration, repair and parts inventory management services;• Operates an online database of parts and services.	<ul style="list-style-type: none">• Providers of testing, qualification and compliance services for nuclear power equipment;• Suppliers and distributors of products, technologies and parts;• Supporting current and next generation nuclear power;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

276502 - LIFE SCIENCE TRAINING & ADVISORY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer and provider of learning, performance and process solutions;• Serves the life science industry;• Provides training, advisory, scientific and medical communications support services;• Headquartered in the US with offices in Europe and APAC.	<ul style="list-style-type: none">• Providers of training solutions, advisory and support services to the life-science industry;• Focusing on R&D and commercial performance and compliance;• Located in North America, Europe and APAC;• Minimum EBITDA US\$500k.

Location: USA

10549 - THIRD-PARTY LOGISTICS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish privately-owned;• Support services provider;• Services include supply chain, electronics refurbishment and niche print and packaging;• Operates across Europe.	<ul style="list-style-type: none">• Third-party logistics companies;• Working with B2B fashion and lifestyle brands;• Providers of IT refurbishment and value-add recovery services;• Located in the UK and Europe;• Turnover between €10m-€20m;• EBITDA above 10%.

Location: Sweden

276635 - CONSULTANCY FIRMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Consulting firm;• Offers technical, legal, scientific and financial advisory services;• Operates globally.	<ul style="list-style-type: none">• Consultancy firms;• Focusing on claims and disputes, environmental, technical and scientific, forensic accounting and finance, property, and infrastructure;• Specific interest in technology, cyber security, digital forensics and digital analytics consultancies;• Located in the North America, Europe and Asia;• Maximum annual revenue US\$75m;• Maximum EBITDA US\$20m;• EBITDA margins above 20%.

Location: USA

TRANSPORT/DISTRIBUTION

267321 - TRANSPORT SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Provider of door-to-door transport solutions;• Mainly transports over long distances by train or ship;• Transports both packed and bulk cargo;• Operates across a wide range of sectors;• Active across Europe.	<ul style="list-style-type: none">• International transport service providers;• Cargo shipping, bulk transport and packed cargo;• Clients in the chemical, automotive, steel, food & beverage and paper and packaging sectors;• Located in mainland Europe;• Revenue up to €50m;• EBITDA up to €10m.

Location: Belgium

279734 - LOGISTICS & FREIGHT FORWARDING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of asset light, third-party freight forwarding and value-added supply chain services;• Services include multi-modal freight forwarding, warehousing and distribution, relocation and compliance services;• Serves industrial, healthcare, retail and e-commerce end-markets;• Located across North America, Asia and the UK.	<ul style="list-style-type: none">• Asset light logistics and freight forwarding businesses;• Focused on value-added or specialised services;• Serving B2B and B2C customers;• Located in North America, Europe and the APAC region;• Minimum EBITDA US\$5m.

Location: USA

279572 - VALVES & SPARE PARTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Distributor of valves and replacement parts to the valve replacement and repair market.	<ul style="list-style-type: none">• Distributor of replacement valves and parts;• Offering safety and relief valve products;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

267147 - OFF-HIGHWAY EQUIPMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Agriculture and landscape group;• Two business segments;• One segment focuses on the distribution of equipment for farming, horticulture, landscape maintenance, material handling, groundwork, road and water construction;• The other segment focuses on the distribution of steel, personal means of protection and hydraulic components and systems;• Headquartered in the Netherlands with activities across Europe.	<ul style="list-style-type: none">• Distributors of off-highway equipment;• Construction and greenery equipment;• No interest in materials handling or forklifts;• Sales and after services;• Suppliers of spare parts for the machinery listed above;• Branded;• Located globally;• Minimum EBITDA €500k.

Location: Netherlands

UTILITIES

270532 - ENERGY SWITCHING PLATFORMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Energy distribution platform;• Operates under multiple brands;• Serves consumers and SMEs;• Enables users to easily compare and switch energy suppliers;• Provides suppliers with access to high value sales channels;• Located in the Netherlands and Germany.	<ul style="list-style-type: none">• Providers of energy switching platforms;• Activities can be both online and offline;• Located in Germany, Southern Europe or the Czech Republic;• Minimum EBITDA €1m.

Location: Netherlands

GENERALIST

273132 - FRENCH PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Strategic business unit of French investment firm;• Investments to supplement traditional bank loans;• Senior debt financing;• Invests between €10m-€25m.	<ul style="list-style-type: none">• Active across all sectors;• ISEs and mid-caps;• Located in the Eurozone;• EBITDA between €10m-€100m.

Location: France

203801 - UK PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Fund size c.£500m;• Located in the UK.	<ul style="list-style-type: none">• Technology services, business services, healthcare and education businesses;• Located in the UK & Europe;• Enterprise value between £7.5m-£50m;

Location: England

17504 - UK PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Pan-European investment group;• Subsidiary of a German PE firm;• Investing in European mid-market private and public companies;• Takes majority stakes and backs a range of transactions;• Liquid cash sources for investments of over £200m.	<ul style="list-style-type: none">• Sector agnostic;• Capabilities in business services, chemicals, consumer goods, food and beverage, industrial and TMT;• Located in the UK and Europe;• Sales between £25m-£1bn+;• Minimum turnover £40m;• Targeting low margin businesses;• EBITDA margins from negatives to +15%.

Location: England

268986 - EUROPEAN PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European PE firm;• Capital raised with private individuals and family investors;• Focused on the mid-market;• Operates across Europe.	<ul style="list-style-type: none">• Businesses in the financial, business, industrial, energy, business services sectors;• Located in the UK and Continental Europe;• Enterprise value £75m up to £200m;• Minimum EBITDA £5m.

Location: England

273127 - FRENCH PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Strategic business unit of French investment firm;• Services include rebalancing of the balance sheets and business mix, reorganisation of capital ownership and recovery from a phase of underperformance;• Investments in the range €8m-€20m;• Bonds in fine and/or equity financing.	<ul style="list-style-type: none">• Profitable SMEs and ETIs;• Active across all sectors;• Mid cap companies;• MBIs and MBOs;• Located in Europe;• Turnover between €10m-€300m;• Minimum EBITDA €4m.

Location: France

269300 - UK PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• FCA regulated investment manager;• Provides long-term value for their investors and shareholders;• Investment experience across Europe.	<ul style="list-style-type: none">• Business platforms with scalability of an offering, product or service;• Interested engineering, manufacturing and industrial B2B sectors;• Distressed businesses welcomed;• Located in CEE, excluding Ukraine, Russia and Belarus;• Minimum EBITDA £20m.

Location: England

4026 - UK INVESTMENT GROUP (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK investment group;• Focuses on industrial businesses;• Particularly interested in manufacturing; engineering and distribution.	<ul style="list-style-type: none">• Sectors include bathroom manufacturing and accessories, chemicals, engineering, transport, logistics, warehousing and storage manufacturing;• Will consider distressed;• Located globally;• Minimum turnover £30m overseas;• Will look smaller for bolt-ons, minimum £5m for UK and minimum £20m for overseas.

Location: England

263642 - LATVIAN PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Latvian PE firm;• Global investment company and multi-family office;• Portfolio of five active investments;• Investment horizon of 4 to 7 years;• Operates across Latvia and the Baltic states.	<ul style="list-style-type: none">• SMEs;• Sector agnostic;• Preferably a majority stake;• Located in Latvia or the Baltic states;• EV in the range of €3m-€20m.

Location: Latvia

254155 - EUROPEAN PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European PE firm;• Sector agnostic;• Keen interest in the technology, media and telecom, consumer and education sectors;• Offices in the UK and Germany.	<ul style="list-style-type: none">• Niche brands and technology;• Located across Europe;• Enterprise value between £40m-£150m;• Platforms must have a minimum EBITDA of £7m.

Location: England

15253 - UK PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Hands on investors with great experience and track records;• Provides anywhere from 20% minority to MBO solutions;• Has completed over 21 acquisitions and investments;• Invests between £1m-£10m;• Active across the UK.	<ul style="list-style-type: none">• B2B digital businesses;• Interested in technology, software, security, online training, managed services and publishing;• Distressed opportunities welcomed;• Located in Europe;• Turnover between £1m-£25m;• Maximum EBITDA £3m.

Location: England

256009 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Privately funded investment company with seven platforms across four sectors;• Focuses on control transactions, special situations and roll ups.	<ul style="list-style-type: none">• SMEs;• Active in any sector;• Located in North America and Europe;• Turnover in the range of US\$50m-US\$500m;• EBITDA margins negative to 15%.

Location: USA

256214 - UK PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Investments in SME opportunities with high recurring revenue;• Invests in MBOs, buy and builds and young growing businesses;• Active across the UK.	<ul style="list-style-type: none">• Interested in software and B2B tech-enabled services;• Located in Europe and the US;• EBITDA between £1m-£10m;• EBITDA margin >10%;

Location: England

279068 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in lower middle-market businesses;• Over US\$1.5 billion of capital under management;• Operates internationally.	<ul style="list-style-type: none">• Providers of healthcare support services;• Services of interest include; clinical therapies, supply distribution, pharmacy services, home and hospice care, payroll, management and staffing;• Providers of professional support services;• Services of interest include; facilities maintenance and compliance, process outsourcing, government services;• Providers of IT support services;• Services of interest include; consultancy, training, integration, infrastructure and managed service providers;• Providers of process outsourcing and supply chain;• Services of interest include; food and beverage supply chain, transport, logistics and value add distribution;• Located globally;• EBITDA in the range of US\$8m-US\$30m.

Location: USA

279069 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in businesses in the lower-middle market;• Operates across a wide range of sectors including, health and beauty, IT and distribution;• Operates internationally.	<ul style="list-style-type: none">• Sector agnostic;• Management to remain;• Located in North America, Europe and Australia;• Turnover up to US\$500m;• EBITDA in the range of US\$8m-US\$40m;

Location: USA

279070 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Focussed on acquiring technology and services companies;• Over US\$800m in raised capital;• Operates internationally.	<ul style="list-style-type: none">• Companies active in FinTech, financial services, software, data and analytics, supply chain and logistics and tech-enabled business services;• Located in North America and Europe;• Turnover in the range of US\$5m-US\$75m.

Location: USA

255051 - 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;• Offices located across Europe.	<ul style="list-style-type: none">• Sector agnostic;• Categorises investments into ageing population, outsourcing and digitalisation, leisure and luxury and sustainability;• Located in Europe;• Turnover between €10m-€200m;• Minimum EBITDA €4m.

Location: Netherlands

250636 - SWEDISH CONGLOMERATE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• STO-listed;• €2.5bn market cap conglomerate;• Significant operations throughout Europe;• Ideal buyer of family companies: keen to retain management, current location and develop the business further;• Corporate culture that believes in local expertise and minimises corporate overhead;• Cash buyer with significant funds (€300m annually) available for acquisitions.	<ul style="list-style-type: none">• Sector agnostic;• No interest in project heavy industries, real estate, construction contracting or 'people only' industries e.g., recruitment;• No interest in Gambling, tobacco, arms and alcohol businesses;• Consumer is of limited appeal;• Located in North America and Europe;• No interest in Turkey;• Strong continuing management;• EBITDA in excess of €3m (margin of 17%).

Location: Sweden

269700 - SWEDISH CONGLOMERATE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish investment firm;• Investment capital supplied by 120 friends and family members;• Equity capital of €270m;• Takes majority stake or a minority with a path to a majority;• Aims to never sell a company;• Looking to make 8-10 investments annually;• Transparent and direct governance model, no-nonsense management and efficient execution;• Offices across Scandinavia and Germany.	<ul style="list-style-type: none">• Sector agnostic but have experience in distribution;• No interest in real estate, financial services and asset-and-process-heavy businesses;• Located in Europe;• EBITDA between €2m-€10m, with potential to invest in larger targets;• EBITDA margin above 10%.

Location: Sweden