

HEALTHCARE BUYERS

ACQUISITIVE IN THE US

MAY 2022

Sectors Featured Include: Health/Pharma and Healthcare

Providers

SECTORS

To view our buyers targeting US-based opportunities in the Health/Pharma and Healthcare Providers sectors, 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

- HEALTH/PHARMA
- HEALTHCARE PROVIDERS

HEALTH/PHARMA

13643 - VALVES & PUMPS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 NYSE-listed; Manufacturer of engineered components and technology solutions; For the energy, transportation and industrial markets; 	 Valve and pump producers in the pharma and bio-pharma space; Located in North America, Europe and Asia; Sales in the range of US\$30m-US\$300m; Will consider smaller.

Location: USA

266093 - MEDICAL ADHESIVE TAPE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Medical adhesive tape providers;
 Producer of water-based adhesive tapes; 	Strong distribution capabilities in Europe,
 Single-sided and double-sided; 	North America or Asia;
 Tailored to customer requirements; 	 Located globally with a focus on North America;
 Supplies a domestic and overseas client base. 	 Turnover in the range of US\$10m- US\$60m;
	EBITDA between US\$2m-US\$13m.

Location: Switzerland

1577 - PRESCRIPTION BRANDED & OTC MEDICINES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK PE-owned;	Prescription branded and OTC medicine
 Pharmaceutical group; 	manufacturers;Medicinal brands;
 Owns or licenses the rights to a large number of healthcare and consumer products; 	Located internationally;
 Products are sold in more than 100 countries; 	,,

8639 - PHARMA COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE firm;	Pharma companies;
 More than 20 current investments; 	 Located in the US or Europe;
Global locations.	EBITDA greater than US\$4m.

Location: USA

273607 - PRODUCTION & TESTING CAPABILITIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Provider of a wide range of PPE clothing and equipment; 	 Providers of production and testing capabilities; Located in the US or Europe;
 Supplies sector-specific products spanning many different markets; 	Minimum EBITDA US\$500k.
 Products sold globally via distributors, retailers and e-commerce; 	

Location: USA

272003 - HEALTHCARE & NUTRITION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Global investment platform;Specialises in the healthcare and nutrition	 Companies in the healthcare and nutrition sector with a focus on:
sectors; • Provides growth or venture capital;	 Pharmaceutical services and contract manufacturing,
 Majority or minority investments; 	 Therapeutic intervention and patient management,
 Sponsorship and funding from investment firms; 	 Life science tools and diagnostics, and
 European family holdings and institutions; 	 Nutrition and preventative
 Associated with a global nutrition group; 	medicine;
Active across Europe and the US.	 Located across the US and Europe;
	Minimum EV US\$55m.

Location: France

268933 - **HEALTHCARE IT & PROFESSIONAL SERVICES** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK PE-owned;	 Providers of IT and other professional services to pharmaceutical companies;
Provider of IT services;	Services include medical data analysis:
 Services include IT and data analysis solutions for pharmaceutical companies; 	Located globally;
Operates worldwide.	Minimum EBITDA US\$300k.

Location: England

275089 - HEALTHCARE SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• TSX-listed;	Developers of healthcare software;
 Developer of healthcare software; 	End-to-end patient flow and operational
Software solutions include patient flow and	visibility solutions;
operational visibility to assist in patient management and support;	 Serving long-term care and mental health care in community agency sectors;
Located in Canada.	 Located in North America, Europe or the UK;
	• Turnover in the range of US\$1m-US\$8m.

Location: Canada

273198 - **HEALTHCARE PRACTICE MANAGEMENT PLATFORMS** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
US PE-owned;	Developers of similar digital healthcare
 Provider of a cloud-based healthcare practice management platform; 	practice and patient management platforms;
 Services include patient intake, management and communications solutions, and the day- to-day workflow systems; 	 Providers of compatible and integrable workflow and communications solutions and tools;
 Users are primarily dental practices but also other healthcare providers; 	Located in North America and Europe;Minimum EBITDA US\$500k.

275367 - HEALTH INFORMATION & PATIENT ENGAGEMENT SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Provider of software and technology-enabled healthcare information management solutions; Supports healthcare providers throughout the lifecycle of patient encounters; 	 Developers of health information management and patient engagement software solutions; Including release of medical information, digital forms, patient scheduling, check-in and payment solutions; Located in North America or Europe; Minimum EBITDA US\$700k.

Location: USA

260898 - DIGITAL PATIENT SAFETY SYSTEMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Providers of digital patient safety systems;
 Developer of patient safety and risk management software; 	 Solutions for applications across healthcare sub-sectors;
 Provides tools used to input, track, analyse and report patient safety and incidents data; 	 Located in the US, Europe and Australia; Turnover in the range of US\$2m-US\$30m.
• 75% of NHS service providers are customers;	10
 Sectors include social care, primary care and mental health; 	
Located in the UK.	

Location: England

264465 - DIABETIC MEDICAL SUPPLIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; 	Distributors of diabetic medical supplies;
 Direct-to-patient distributor of continuous glucose monitors, insulin pumps and other advanced medical supplies to diabetics; 	Located in Europe or the US;Turnover greater than US\$6m.

270983 - **BIOTECHNOLOGY EQUIPMENT SERVICE PROVIDERS** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
US PE-owned;Supplier of multi-vendor services for	 Service providers for equipment in the biotechnology industry;
laboratory instruments;	 Located in the US and Europe;
 Provides repairs, maintenance and validation; 	Minimum EBITDA US\$250k.

Location: USA

275599 - CLINICAL RESEARCH SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 German PE-owned; Provider of integrated software systems for clinical trials; Integrates clinical data management systems clinical trial management systems and electronic data capture systems onto a single platform; 	Minimum EBITDA US\$500k.
 Headquartered in the US; 	
 Located in the US and Europe. 	

Location: USA

258947 - SCIENTIFIC EQUIPMENT, BIOLOGICAL DRUGS & PRECISION LABWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Manufacturer of laboratory tools and production equipment; 	 Manufacturers of scientific equipment, biological drug manufacturing solutions and precision labware;
 Used in development and manufacturing of life sciences and pharmaceutical products. 	 Businesses serving the pharmaceutical, biotechnology, scientific, university, healthcare and industrial sectors;
	 Located globally;
	Turnover greater than US\$6m.

260886 - **TRAUMATOLOGY & ORTHOPEDIC SOLUTIONS** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 French PE-owned; Developer, manufacturer and retailer of traumatology and orthopaedic solutions; 	 Developers, manufacturers and retailers of traumatology and orthopaedic solutions;
Headquartered in Italy.	 Products to include solutions for osteosynthesis and treatment of fractures;
	 Located in the US, Mexico, Italy and Spain;
	Minimum EBITDA US\$600k.

Location: Italy

3778 - GENERIC & OTC PHARMACEUTICAL BRANDS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK privately-owned;	Generic and OTC pharmaceutical brands;
 Producer of branded OTC and generic pharmaceutical products; 	 Offering products which are sustainable and/or unique;
 Retails online through several brands; 	 Internet-driven businesses;
 Products include at home cough and cold treatments, dermatology and skincare products, natural health remedies, and 	 Areas of interest include specialist dermatology and skincare, natural remedies, cleaning, and disinfectants;
disinfectants;	Manufacturers of branded pharmaceutical
 Operates across Europe and the US. 	products;
	 No interest in own brand manufacturers;
	 Located in Europe and the US;
	Minimum EBITDA US\$1m.

Location: England

266531 - MEDICAL IMAGING SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• UK PE-owned;	Medical imaging software developers;
 Developer of medical imaging software; 	 Located in Europe and the US;
• Located in the UK.	Minimum EBITDA US\$600k.

268180 - CATHETERS & DRUG DELIVERY DEVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Dutch PE-owned;Supplier of medical devices;	 Developers of catheters and drug delivery devices;
 Developed a drug delivery catheter used in renal denervation; 	Located in the US and Europe;Minimum EBITDA US\$500k.
 In the process of initiating two clinical trials in the US and Europe; 	
 Headquartered in the US with facilities in the Netherlands. 	

Location: USA

252817 - HEALTHCARE COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 French PE firm; Specialises in the healthcare sector; Works alongside management teams to expand the product and service range. 	 Companies active in the healthcare sectors; Areas of interest including diagnostics, pharmaceuticals, homecare, orthopaedics, occupational health, medical devices and MedTech;
	Located in Europe or the US;Ticket size between US\$10m-US\$500m.
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Location: France

275623 - HEALTHCARE IT SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 German PE-owned; Provider of software solutions for drug and medical device studies; 	 Providers of healthcare IT solutions; Focusing on services for the management of clinical drug trials;
 Services include clinical data management, clinical trial management, clinical document management, clinical data science services and patient insight solutions; Operates internationally. 	 Located in Europe and the US; Minimum EBITDA US\$500k.

Location: Germany

278197 - GENERIC PHARMACEUTICALS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 UK PE-owned; Manufacturer and distributor of branded 	Manufacturers of generic pharmaceutical products;
 pharmaceutical products; Medical devices medicines, diagnostics and OTC products; 	 Outsourced pharmaceutical formulations providers; Products to be provided to underserved markets;
Located in the UK.	Located globally;Minimum EBITDA US\$600k.

Location: England

277959 - CARDIOLOGY EQUIPMENT & SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
French PE-owned;Manufacturer of cardiology devices and services;	 Manufacturers of cardiology equipment and solutions; Serving the healthcare sector;
 Products include electrocardiographs, stress exercise systems, Holter analysis software, Holter recorders and ABPMs; 	Located in the Americas or Europe;Minimum EBITDA US\$250k.
 Enables test results to be easily connected to a variety of information systems; Network of international distributors. 	

Location: Italy

269348 - EYECARE PRODUCTS & ACCESSORIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Distributors of branded and consumable professional eyecare products and optical
 Distributor of branded and consumable professional eyecare products and 	accessories;
accessories;	 Located in North America or Europe;
Global operations.	Turnover greater than US\$6m.

265415 - **MOBILITY MEDICAL PRODUCTS & SERVICES** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Swedish privately-owned; 	Suppliers of medical products and
 Supplier of medical devices; 	services;
 Focus on issues of patient mobility in medical environments. 	 Services assisting mobility outcome across acute and long-term care environments;
	 Located globally;
	 Deal value up to US\$300m;
	EBITDA margin above 10%.

Location: Sweden

261429 - LIFE SCIENCE PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
US PE-owned;Buy-and-build platform in the life sciences	 Producers or suppliers of life science products;
sector;	Located in North America or Europe;
 Comprising of 14 discrete brands; 	EBITDA in excess of US\$500k.
• Operates across the US and Europe.	

Location: USA

262577 - DENTAL PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 UK privately-owned; Professional dental product manufacturer; Focuses on digital dentistry, research and development; 	 Manufacturers of dental implantology products; Services to include dental implants, bone regenerations, dental membranes and dental CARCAN milling apparations;
 Manufacturing arm in Sweden; Operates across Western Europe, Australia, the US, Africa and Middle East. 	 dental CADCAM milling operations; Manufacturing facilities for dental implants; Located in the US and Europe;
	• Turnover between US\$1m-US\$15m.

274071 - WEIGHT LOSS DEVICES & PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• UK PE-owned;	Designers and manufacturers of weight
 Manufacturer of medical devices for weight loss and combatting obesity; 	loss devices and products;Located in the US and the UK;
 Operates across the US. 	Minimum EBITDA US\$250k.

Location: USA

165 - CONSUMABLES & INSTRUMENTATION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Main Market-listed;International group of businesses supplying	 Suppliers of consumables, instrumentation and related services to the healthcare industry;
 specialised technical products and services; Product sectors include life sciences, seals and controls; Based in the UK. 	 Products consist of medical devices and consumables used in clinical diagnostics, GI/endoscopy, specialty surgical and medical surgery;
	 Based in the US, Canada, the Nordics, Ireland, Australia and New Zealand;
	 Turnover between US\$6m-US\$140m;
	 Will consider larger targets;
	 Minimum gross margin 35%;
	Minimum EBIT margin 12%.

Location: England

260882 - BIOSAFETY TESTING SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 French PE-owned; 	 Biosafety testing services providers;
 Developer of transfection reagents for biological research; 	 Located in Europe or North America; Minimum EBITDA US\$1m.
 Worldwide distribution network; 	

Location: France

4355 - LIFE SCIENCE SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
AIM-listed;	Life science service providers;
 Software product and service provider; 	 Located globally;
 Serves the life sciences and health sectors; 	Minimum revenue US\$2m.
Based in the UK and the US.	

Location: England

277260 - SPECIALIST MOUNTS & MOBILITY SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Manufacturer of mounting and mobility solutions for medical IT and technology; Solutions include stands, mounts, arms and trolleys; 	 Manufacturers of specialist mounts and mobility solutions for technology in healthcare environments; Located in North America or Europe; Minimum EBITDA US\$500k.
 Products used in all aspects of healthcare and also produced for OEMs; 	·

Location: USA

277630 - CLEAN ROOM MANUFACTURING & INSPECTION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
US PE-owned;Specialist clean room manufacturing service	 Providers of clean room manufacturing and inspection services;
provider;	To the medical device industry;
 Primarily serving the medical devices sector; 	 Located in North America or Europe;
 Offers clean room injection moulding, design, engineering, contract manufacturing and supply chain management services; 	Minimum EBITDA US\$1m.

253313 - LIFE SCIENCE CONSULTANCIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 French PE-owned; 	Consultancies specialising in life sciences;
 Life science consultancy; Supports the strategy development process by delivering market landscape analysis, insight generation and strategic 	 Aiming to help firms make the right strategic decisions; Located globally;
recommendations;	Minimum EBITDA US\$500k.
 Services cover product strategy, corporate strategy, research and development, business development, manufacturing and supply strategy and competitive analysis; 	
Located in the UK.	

Location: England

264471 - SPECIALIST RESEARCH ORGANISATIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Research organisation with a focus on neuroscience and other specialist 	 Research organisations with a focus on neuroscience or other specialist conditions;
populations;	 Located in the US and Europe;
	Turnover greater than US\$6m.

Location: USA

264469 - HAEMOSTATIC & BLEEDING CONTROL PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Manufacturer of haemostatic products; Used in military, healthcare and first response settings; 	 Manufacturers of haemostatic and bleeding control products; Providing first responders, the military and healthcare providers; Located in North America or Europe; Minimum EBITDA US\$500k.

274015 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE firm; Focuses on middle-market majority and minority investments; Interested in businesses in a range of sectors including business, financial and government services, health, industrial, consumer and retail; 	 Sectors include business, financial and government services, industrials, healthcare, consumer and retail, TMT, and energy; Located in North America or Western Europe; Minimum EBITDA US\$10m.
Operates globally.	

Location: USA

274920 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE firm; Sector focus includes business and techenabled services, industrial, tech and telecoms, healthcare and energy sectors; Interested in mid-market majority, minority, liquidation and divesture deals. 	 Sectors include business and tech-enabled services, industrial, tech and telecoms, healthcare and energy; Located in North America; Minimum EBITDA US\$5m.

Location: USA

275410 - PHARMACEUTICAL GOODS & END TO END TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Manufacturer and distributor of pharmaceutical goods; 	 Manufacturers and distributors of pharmaceutical goods and end-to-end technology;
Also offers in-house pharmacy services;Located in the US.	 Particularly interested in pharmaceutical companies, private healthcare and specialist healthcare providers;
	Innovative pharmaceutical solutions;Located globally;
	Minimum turnover US\$50m.

266577 - NICHE HEALTHCARE BUSINESSES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Main Market-listed; Manufacture of an electronic to the	 Niche businesses relating to healthcare and the environment;
 Manufacturer of products relating to the healthcare/medical and environmental sectors; 	 Particularly interested in technology and software;
 Operations across North and South America, Europe and Asia; 	 Healthcare IT, invitro diagnostics and biopharma solutions;
 Actively acquisitive with a strong track record. 	 MedTech (Class 1 & 2) i.e., patient monitoring, health assessments, lab instruments and drug discovery and IT;
	 Components for medical devices as well as the whole products;
	 Interested in proprietary branded products over services;
	 No interest in CMO or contract manufacturing;
	 Located globally;
	Steady growth preferred;
	Minimum EBITDA US\$1m;
	Minimum EBITDA margin of 10%.

Location: England

268252 - MEDICAL BILLING & CLINICAL CODING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US privately-owned; Medical billing provider; Serves private practices, billing companies, hospital systems, health centres, healthcare consulting firms and healthcare IT companies. 	 Acquisition Criteria Medical billing or clinical coding companies; Contracts with a number of healthcare providers; Owners of their own software and technologies; Located in North America and the UK;
	 Turnover between US\$600k-US\$5m;
	 Turnover between US\$600k-US\$5m;
	EBITDA above US\$200k.

277830 - MEMBRANE PROTEINS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 French PE-owned; Biotech company; Specialises in protein-based drug delivery systems; Serves the biotech and pharma industry; Manufactures their own protein purification resins and crystallisation products; Provides services in the expression, solubilisation, stabilisation, purification, characterisation and structure determination of proteins; 	 Providers of products and services in membrane proteins; Specialising in protein-based drug delivery systems; Located in the US or Europe; Minimum EBITDA US\$500k.
Located in Germany and the US.	

Location: Germany

273582 - REMOTE ALERT SYSTEMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• UK PE-owned;	Providers of remote alert systems for use in health care settings or emergencies;
 Developer of tracking and wellbeing monitoring technology; 	in healthcare settings or emergencies;Developers of wearable location
 Products low power, wearable monitoring technology; 	monitoring accessories;Providers of phone apps and software
 Used primarily by healthcare providers, the justice system and private individuals; 	with similar capabilities;Located in the US and Europe;
 Global customer base; 	Minimum EBITDA US\$250k.
 Headquartered in the UK with further operations in the US. 	

260321 - PRECISION OPHTHALMIC SURGICAL EQUIPMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Providers of branded precision ophthalmic
 Provider of branded precision ophthalmic surgical instruments, devices and 	surgical instruments, devices and therapeutics;
therapeutics;	 Located in North America or Europe;
European operations.	Turnover greater than US\$6m.

HEALTHCARE PROVIDERS

275408 - HEALTHCARE SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; 	Providers of healthcare services;
 Provider of healthcare services to correctional facilities; 	Particular interest in pharmaceutical companies, private healthcare, dental care
 Services include general health, dental and 	providers and specialist healthcare;
mental health care.	 Interested in correctional and government facilities;
	 Located globally;
	Turnover above US\$50m.

Location: USA

272003 - HEALTHCARE & NUTRITION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Global investment platform;	 Companies in the healthcare and nutrition sector with a focus on:
 Specialises in the healthcare and nutrition sectors; 	 Pharmaceutical services and contract manufacturing,
Provides growth or venture capital;Majority or minority investments;	 Therapeutic intervention and patient management,
 Sponsorship and funding from investment firms; 	 Life science tools and diagnostics, and
 European family holdings and institutions; 	 Nutrition and preventative
 Associated with a global nutrition group; 	medicine;
 Active across Europe and the US. 	 Located across the US and Europe;
	Minimum EV US\$55m.

Location: France