



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

MAY 2022

Sectors Featured Include: Automobiles & Parts, Building Products, Chemicals, Food & Beverages, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Marketing Communications, Retail/Consumer, Soft FM, Support Services, Transport/Distribution, Travel and Generalist.

SECTORS

To view our most recent buyers targeting opportunities with an EBITDA above £1m, please click the title link below.

If you believe that you have an opportunity that meets the criteria of a buyer, please click the buyer title link to send the relevant team member an email.

Alternatively, please email mark.eardley@langcliffeinternational.com

- [AUTOMOBILES & PARTS](#)
- [BUILDING PRODUCTS](#)
- [CHEMICALS](#)
- [FOOD & BEVERAGES](#)
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Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- [GENERALIST](#)

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;• Serves bus, rail, law enforcement, military, emergency services and commercial vehicles;• Located in North America.	<ul style="list-style-type: none">• Manufacturers of innovative solutions for fleet vehicles;• Particular interest in safety solutions;• Located in Europe and the UK;• No in distressed sales;• Minimum EBITDA US\$1m; Must be profitable.

Location: USA

BUILDING PRODUCTS

272280 - SOLAR SHADING & VENTILATION PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian privately-owned;• Provider of ventilation, solar control, and outdoor solutions;• Creates safe, comfortable and efficient living environments within residential areas, apartments and schools;• Services include solar shading, ventilation, façade cladding and outdoor living concepts i.e., porches, carports;• Based in Belgium;• Operates in Europe.	<ul style="list-style-type: none">• Providers of solar shading, ventilation, façade cladding and outdoor living concepts;• Offering a range of products in these categories, designed to create safe and energy efficient environments;• Designed for use in commercial, residential and educational settings;• Located across Europe;• Minimum EBITDA €1m.

Location: Belgium

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;• Provides products to consumers, retailers, wholesalers and architects.	<ul style="list-style-type: none">• Manufacturers, retailers and distributors of bathroom and kitchen building products;• Products include bathroom furniture, lighting, ceramics, tiles, tile adhesives and flooring;• Preference for trade channels;• Preference for strong brand and/or technology/IP;• Located in Europe, South Africa and the Middle East;• Minimum Turnover £20m.

Location: England

279691 - DECKING PRODUCTS & ACCESSORIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Distributor of deck materials, products and accessories;• Products include decking, lighting, railings and other deck accessories;• Customers include professional contractors and the public;• Markets products through eCommerce channels;• Located in the North-East of the US.	<ul style="list-style-type: none">• Manufacturers and distributors of decking products and accessories;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

CHEMICALS

258959 - ECO-FRIENDLY CHEMICALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Manufacturer and distributor of eco-friendly flame-retardant chemicals;• Products offered to many markets within the industrial sector;• Products used in the processing and manufacture of wood, paper, plastics, resins, textiles and sealants;• Also manufactures fire extinguishing powders and water additives;• Headquartered in Belgium with production facilities in Belgium and Germany.	<ul style="list-style-type: none">• Manufacturers and distributors of eco-friendly chemicals;• Located in the Benelux and DACH regions;• Minimum turnover €1m.

Location: Belgium

276657 - FIRE SAFETY CHEMICALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Fire safety group;• Develops and produces active and passive fire protection chemicals;• Develops products under own brands;• Group members located across the Benelux and DACH region.	<ul style="list-style-type: none">• Producers of high performance and environmentally responsible fire safety chemicals;• Passive and active solutions;• Active solutions including environmentally responsible fire extinguishing agents;• Passive solutions including flame retardant and fire-resistant materials for use in textiles and electrical products;• Located in Europe;• Active solutions minimum EBITDA €250k;• Passive solutions minimum EBITDA €1m.

Location: Belgium

FOOD & BEVERAGES

277042 - FLAVOURS, INGREDIENTS & FRAGRANCES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of flavour development and production services;• For small and mid-sized food and beverage companies;• Services include use of digital platform, research services and on-site interaction.	<ul style="list-style-type: none">• Suppliers of flavours, ingredients and fragrances;• Providers of flavour development and production services;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

HEALTH/PHARMA

267895 - MEDICINES & PHARMACEUTICAL PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Manufacturers of niche pharmaceutical products;• Offers products across a range of therapeutic areas;• Primarily supplies hospitals and pharmacy wholesalers;• Offers private and own label products;• Serves a network of international clients and distributors.	<ul style="list-style-type: none">• Manufacturers of complex, value-added medicines and pharmaceutical products;• Offering a range of branded generic pharmaceuticals;• Located in Europe;• Minimum EBITDA £1m.

Location: England

HEALTHCARE PROVIDERS

265573 - RESIDENTIAL CARE & SPECIALIST SCHOOLS *(CLICK REFERENCE TO ENQUIRE)*

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

Location: England

ICT

276575 - TREND ANALYSIS SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of AI driven customer engagement solutions;• Offers trend analysis, social commerce, and customer communication solutions;• Serves a 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

279719 - RECRUITMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of a recruitment automation and digitalisation platform;• Solutions include screening, assessment and interview automation software;• Serves customers across all sectors.	<ul style="list-style-type: none">• Developers of recruitment software solutions;• Including all screening, interviewing and onboarding solutions;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

263854 - IT CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Digital solutions, consulting and software company;• Advises in the deployment, implementation and operation of intelligent data technologies;• Services include financial service automation, data transformation, CEM, digitalisation of platforms, SAP services and supply chain solutions;• Located in Europe.	<ul style="list-style-type: none">• IT consultancy companies;• Specialising in digital technologies and transformations;• Located in the DACH and Benelux regions;• Minimum turnover of €10m;• Minimum EBITDA of €2m.

Location: Germany

INDUSTRIAL/MANUFACTURING

252734 - PRECISION MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Precision manufacturer of engineered products;• Supplies leading global industrial companies.	<ul style="list-style-type: none">• Precision manufacturers of engineered products;• Located in Europe;• Minimum EBITDA US\$1m.

Location: USA

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;• Focus is on Benelux and DACH but will consider 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 add service.

Location: Italy

MARKETING COMMUNICATIONS

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

279697 - PRODUCTION & ANIMATION STUDIOS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Visual effects and animation studio;• Provides B2B production services to media corporations;• Also develops children focused original content;• Operates globally.	<ul style="list-style-type: none">• B2B production and animation studios;• Located in the UK;• EBITDA between £250k-£2m.

Location: England

RETAIL/CONSUMER

272059 - PERSONAL SAFETY EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer and supplier of professional safety equipment and tools;• Products include PPE and safety equipment;• Serves industrial, healthcare, food preparation, construction and automotive end-markets;• Located in Canada and the US.	<ul style="list-style-type: none">• Providers of branded enterprise grade personal safety products and equipment;• Serving blue collar industries;• Preference for outsourced manufacturing;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

SOFT FM

4344 - GREEN & URBAN AREA SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Landscaping and external works group;• Undertakes and delivers complex multi-disciplinary external works projects;• Offers a range of green services, ranging from professional open space management, to landscape design and build, grounds maintenance, tree surgery, outdoor facilities management, biodiversity management and waterways management;• Cares for parks and gardens, amenity green space, playing fields, canals and rivers, woodlands, cemeteries and nature reserves;• Operates across Europe.	<ul style="list-style-type: none">• Providers of nature-based solutions;• Developers of green and urban areas and providers of maintenance services in these spaces;• Biodiversity consultancies;• Green engineering, consulting and design businesses;• ClimateTech providers;• Working on green areas, urban areas, sporting facilities, recreational areas and other outdoor areas such as conservation and land development sites;• Northern and Southern Europe, the UK, the US and Canada;• Management team willing to stay and/or re-invest;• Recurring revenues above €1m, with a sweet spot between €5m-€50m;• Stable cash generation.

Location: France

SUPPORT SERVICES

7929 - ENERGY ADVISORY & PURCHASING FIRMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of energy consultancy and energy purchasing;• Provides services to corporate energy users to help optimise their energy cost and consumption;• Serves across the UK.	<ul style="list-style-type: none">• Energy advisory, consultancy and purchasing businesses;• Located in the UK;• Minimum EBITDA £1m.

Location: England

279700 - RENEWABLE INSTALLATIONS & CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Technology-enabled renewable energy services provider;• Provides design, funding, installation, training and maintenance solutions;• Clients include housing associations, commercial developers and not-for-profit organisations;• Based in the Northeast of England.	<ul style="list-style-type: none">• Providers of renewable installations and consultancy services;• Products including heat pumps, solar PV, battery storage and EV charging;• Providers of energy efficient hardware and software solutions;• Located in the UK;• EBITDA between £250k-£2m.

Location: England

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

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Canadian privately-owned;• Commercial real estate broker;• Offers 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 or contractor services;• Located in North America & Europe;• Particular interest in Germany, France and the UK;• EV above US\$5m.

Location: Canada

TRANSPORT/DISTRIBUTION

279734 - ASSET LIGHT LOGISTICS & 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;• Includes multi-modal freight forwarding, warehousing & distribution, relocation and compliance services;• Serving industrial, healthcare, retail and eCommerce end-markets;• Located across North America, Asia and the UK.	<ul style="list-style-type: none">• Asset light logistics and freight forwarding businesses;• Focussed on value-added or specialised services;• Operating B2B or B2C;• Located in North America, Europe and APAC;• Minimum EBITDA US\$5m.

Location: USA

279572 - VALVE DISTRIBUTORS *(CLICK REFERENCE TO ENQUIRE)*

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

Location: USA

279438 - NUCLEAR POWER EQUIPMENT SERVICING *(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;• Offers sourcing, integration, repair and parts inventory management services;• Operates an online database of parts and services;• Serves the US nuclear power sector.	<ul style="list-style-type: none">• Providers of nuclear power equipment testing, qualification and compliance services;• Suppliers of products, technologies and parts distribution;• Supporting current and next generation nuclear power;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

TRAVEL

11554 - TRAVEL MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Full-service travel management company;• Providing travel for professional golfers;• Services include 24/7 support, online expense tools, rewards and incentives and security management;• Clients include corporate, business, sportsmen/women, offshore and luxury travellers.	<ul style="list-style-type: none">• Travel management companies;• Serving professional sports and business travel clients;• Located in the UK;• Minimum EBITDA £1m.

Location: England

GENERALIST

256530 - EUROPEAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European arm of US PE firm;• Over 600 investments across a range of industries;• Operations in US and Europe.	<ul style="list-style-type: none">• Focused on the industries of business services, consumer, education and training, healthcare, software and specialist manufacturing;• Located in Europe;• EBITDA up to £30m.

Location: England

272088 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Provides MBOs, growth equity and operational solutions;• Focuses on a buy-and-build strategy;• Invests between £5m-£20m;• Active across the UK.	<ul style="list-style-type: none">• Sector agnostic;• Interested in e-commerce, equipment hire, healthcare software, IT services, manufacturing, professional and environmental services;• Located in the UK;• EBITDA between £500k-£5m.

Location: England

10150 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Over 600 investments across a range of industries;• Operations in US and Europe.	<ul style="list-style-type: none">• Focused on the industries of business services, consumer, education and training, healthcare, software and specialist manufacturing;• Located in North America or Europe;• EBITDA up to US\$30m.

Location: USA

272316 - SWEDISH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE firm;• Impact fund;• Targets companies making societal impacts;• Takes controlling stakes in cash flow positive companies;• Located in Sweden and Germany.	<ul style="list-style-type: none">• Mid-sized companies;• Active across any sector;• Must contribute to at least one of the UN's 17 sustainable development goals;• Competitive financial reruns;• Majority stakes;• Located in the Nordics, the Benelux or the DACH regions;• Sales between €15m-€300m.

Location: Sweden

278837 - FRENCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE firm;• Active in takeovers, growth capital and restructuring;• Proactive investor, supporting the autonomy of managers;• Investment horizon of 5-7 years;• Team invests at least 5% in all transactions.	<ul style="list-style-type: none">• SMEs;• Active in any sector;• Strong second tier management;• Located in France, Belgium or Switzerland;• EV between €2m-€60m.

Location: France