

## **NEWLY ENGAGED BUYERS**

WITH SUB £1M EBITDA CRITERIA

MAY 2022

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

#### **SECTORS**

To view our most recent buyers targeting opportunities with an EBITDA below £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
- CONSTRUCTION
- FINANCIAL GENERAL
- FOOD & BEVERAGES
- HEALTH/PHARMA
- HEALTHCARE PROVIDERS
- ICT
- INDUSTRIAL/MANUFACTURING
- MARKETING COMMUNICATIONS
- RECRUITMENT
- RETAIL/CONSUMER
- SOFT FM
- SUPPORT SERVICES
- TRAVEL

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><li>US PE-owned;</li><li>Manufacturer of safety solutions for fleet</li></ul>	<ul> <li>Manufacturers of innovative solutions for fleet vehicles;</li> </ul>
vehicles;	<ul> <li>Particular interest in safety solutions;</li> </ul>
<ul> <li>Serves bus, rail, law enforcement, military, emergency services and commercial vehicles;</li> <li>Located in North America.</li> </ul>	<ul> <li>Located in Europe and the UK;</li> </ul>
	<ul> <li>No interest in distressed sales;</li> </ul>
	Minimum EBITDA US\$250k;
	Must be profitable.

**Location: USA** 

## **BUILDING PRODUCTS**

## 257575 - KITCHENS, WINDOWS & DOORS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>Manufacturer of kitchens, windows, doors and conservatories;</li> </ul>	<ul> <li>Manufacturers of kitchens, windows, doors and conservatories;</li> <li>Located in the UK;</li> </ul>
<ul><li>Part of a wider home furnishings group;</li><li>Serves customers across the UK.</li></ul>	EBITDA above £500k.

## **CHEMICALS**

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

The Acquirer	Acquisition Criteria
Belgian PE-owned;	Producers of high performance and
<ul> <li>Fire safety group;</li> </ul>	environmentally responsible fire safety chemicals;
<ul> <li>Develops and produces active and passive fire protection chemicals;</li> </ul>	Passive and active solutions;
<ul> <li>Develops products under own brands;</li> </ul>	<ul> <li>Active solutions including environmentally responsible fire extinguishing agents;</li> </ul>
<ul> <li>Group members located across the Benelux and DACH region.</li> </ul>	<ul> <li>Passive solutions including flame retardant and fire-resistant materials for use in textiles and electrical products;</li> </ul>
	Located in Europe;
	<ul> <li>Active solutions minimum EBITDA €250k;</li> </ul>
	Passive solutions minimum EBITDA €1m.

**Location: Belgium** 

#### **CONSTRUCTION**

## 279336 - HVAC, FIRE & DAYLIGHT TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>Swiss PE-owned;</li> <li>Provider of complex energy-efficient refurbishments;</li> </ul>	<ul> <li>Manufacturers, designers and installers of HVAC, fire protection and daylight technology;</li> </ul>
<ul> <li>Offers roof and façade technology, industrial HVAC technology, fire and sun protection and daylight systems;</li> </ul>	<ul> <li>Providers of sun protection and control systems;</li> <li>Providers of building shell renovation</li> </ul>
<ul> <li>Offers a full service, from planning and design, through to production, construction and installation;</li> </ul>	<ul><li>services;</li><li>Serving commercial and industrial clients;</li><li>Located in the DACH and Benelux regions;</li></ul>
<ul> <li>Also offers aftermarket services, including maintenance and assembly;</li> <li>Headquartered in Germany with additional</li> </ul>	Minimum EBITDA €500k.
manufacturing facilities in the Netherlands.	

**Location: Germany** 

## **268517 - BUILDING AUTOMATION SYSTEMS** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>Swedish PE-owned;</li> </ul>	Providers of building automation systems;
<ul> <li>Provider of building automation systems;</li> </ul>	Focusing on smart homes and climate
<ul> <li>Specialises in smart buildings and energy</li> </ul>	control systems;
efficiency;	Located in the Nordics, UK or the Benelux;
<ul> <li>Solutions manage heating, cooling, lighting,</li> </ul>	EV between €1m-€25m;
access control, security and fire control systems;	Minimum EBITDA €500k.
• Located in the Nordics.	

**Location: Sweden** 

## 279296 - AIR SOURCE HEAT PUMPS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul><li>UK privately-owned;</li><li>Heating contractor;</li></ul>	<ul> <li>Distributors and installers of air source heat pumps;</li> </ul>
<ul> <li>Installer of air source heat pumps;</li> </ul>	<ul> <li>Products supplied to housing associations, property developers and installers;</li> </ul>
<ul> <li>Also provides support and maintenance services.</li> </ul>	<ul> <li>Additional services could include technical support and training to installers in the industry;</li> </ul>
	Located in the UK;
	EBITDA above £500k.

**Location: England** 

## 279650 - ENVIRONMENTAL SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	<ul> <li>Providers of environmental services;</li> </ul>
<ul> <li>Provider of environmental and infrastructure services;</li> </ul>	<ul> <li>Including remediation, removal, demolition and decontamination services;</li> </ul>
<ul> <li>Services include hazardous material removal, environmental remediation; demolition and decontamination;</li> </ul>	<ul><li>Located in North America or Europe;</li><li>Minimum EBITDA US\$500k.</li></ul>
<ul> <li>Serves private and public clients across a range of end-markets.</li> </ul>	

**Location: USA** 

## FINANCIAL GENERAL

## 255942 - IFAS & FINANCIAL PLANNERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>Swedish PE-owned;</li> </ul>	IFAs and financial planning businesses;
<ul> <li>Provider of financial advice services;</li> </ul>	Located in Northern Europe;
<ul> <li>Personal services include investments, pensions, tax planning, protection and mortgages;</li> </ul>	Minimum EBITDA £500k.
<ul> <li>Corporate services include auto-enrolment, financial planning, investments, group schemes, protection and medical insurance;</li> </ul>	
Manages client assets above £2bn.	

#### **FOOD & BEVERAGES**

#### 279726 - ARTISAN DESSERTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> </ul>	Online suppliers of artisan desserts;
<ul> <li>Manufacturer and supplier of handmade cakes;</li> </ul>	<ul><li>Located in the UK;</li><li>Minimum EBITDA £250k.</li></ul>
<ul> <li>Products include vegan and low gluten brownies, traybakes, cookies and flapjacks;</li> </ul>	
<ul> <li>Products are sold through the company website direct to the customer.</li> </ul>	

**Location: England** 

#### 274343 - SOFT DRINKS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	<ul> <li>Producers of soft drinks and cocktail mixers;</li> </ul>
<ul> <li>Producer of mineral water and non-alcoholic beverages;</li> </ul>	Branded or private label producers;
<ul> <li>Products include water, mixers, iced teas,</li> </ul>	<ul> <li>Supplying retailers and foodservice clients;</li> </ul>
juices and flavoured waters;	Located in Europe or North America;
<ul> <li>Offers products under its own proprietary brand and private label services.</li> </ul>	Minimum EBITDA US\$500k.

**Location: Italy** 

## **276044 - PHARMACEUTICAL INGREDIENTS & FLAVOURINGS** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>US PE-owned;</li> <li>Manufacturer and supplier of active pharmaceutical ingredients and flavourings;</li> <li>Supplies the pharmaceutical, cosmetic, human and animal nutrition sectors.</li> </ul>	<ul> <li>Manufacturers of active pharmaceutical ingredients and flavourings;</li> <li>Products including bioflavonoids and natural flavours;</li> <li>Located in Europe and the US;</li> <li>Minimum EBITDA US\$500k.</li> </ul>

**Location: Spain** 

## **HEALTH/PHARMA**

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

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>Manufacturer of microwave-based equipment used for the treatment of</li> </ul>	<ul> <li>Manufacturers of microwave-based equipment and technology;</li> <li>Designed to treat dermatology and</li> </ul>
infections and skin conditions;	cardiology;
<ul> <li>Microwave equipment used for industrial, scientific and medical applications;</li> </ul>	Located in Europe;
Located in the UK.	Minimum EBITDA £500k.

**Location: Scotland** 

#### 279745 - IMAGING TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>Developer and manufacturer of advanced systems for fluorescence microscopy;</li> <li>Instrumentation used for medical research across cancer and neuroscience.</li> </ul>	<ul> <li>Imaging technology used in biological and medical research;</li> <li>Products that have a positive impact for patients;</li> <li>Located in Europe;</li> <li>Minimum EBITDA €500k.</li> </ul>

**Location: Italy** 

#### 273879 - PHARMACEUTICAL PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria	
UK PE-owned;	<ul> <li>Manufacturers and suppliers of pharmaceutical products;</li> </ul>	
<ul> <li>Manufacturer and supplier of pharmaceutical products and packaging;</li> </ul>	<ul> <li>Including packaging, tablets and capsules;</li> </ul>	
<ul> <li>Produces solid dose tablets and capsules;</li> </ul>	<ul> <li>Serving human and veterinary sectors;</li> </ul>	
Includes niche medicines, controlled drugs	Located in the UK and Europe;	
and veterinary products;	<ul> <li>Would consider distressed;</li> </ul>	
<ul> <li>Distributes products internationally.</li> </ul>	Minimum EBITDA £200k.	

#### 279627 - CDMOS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>Pharmaceutical contract development and manufacturing organisation;</li> <li>Offers early feasibility studies, process optimalisation and manufacturing services;</li> </ul>	<ul> <li>CDMOs providing formulation and dosage form development services;</li> <li>Specialists in spray dryings and dry powder dosage forms;</li> <li>Located in Europe;</li> </ul>
<ul> <li>Clients range from small start-ups to mid- sized pharmaceutical companies;</li> <li>Operates across the UK.</li> </ul>	Minimum EBITDA £500k.
	<u> </u>

**Location: England** 

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

The Acquirer	Acquisition Criteria
<ul> <li>Danish PE-owned;</li> </ul>	Manufacturers of immune diagnostic
<ul> <li>Manufacturer of immune diagnostic</li> </ul>	reagents;
reagents;	Serving the diagnostics and life science
<ul> <li>Products include antibodies, antigens, IVD</li> </ul>	industries;
ancillary agents, cell cultures and enzymes;	<ul> <li>Located in Europe or the US;</li> </ul>
<ul> <li>Other services include antibody development, lateral flow assay development and antigen customisation;</li> </ul>	Minimum EBITDA €250k.
<ul> <li>Headquartered in the UK with additional facilities in Sweden and the US.</li> </ul>	

**Location: Wales** 

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

The Acquirer	Acquisition Criteria
<ul> <li>US PE-owned;</li> <li>Distributor of speciality medical consumables;</li> </ul>	<ul> <li>Distributors of blood collection and dialysis medical consumables;</li> <li>Located in North America and Europe;</li> </ul>
<ul> <li>Serves the blood and plasma collection and dialysis service industries;</li> </ul>	Minimum EBITDA US\$500k.
<ul> <li>Products include preparation, extraction, pharmaceuticals, diagnostics and PPE consumables.</li> </ul>	

**Location: USA** 

## 273884 - PHARMACEUTICAL PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Distributors of pharmaceutical products;
<ul> <li>Group of companies;</li> </ul>	<ul> <li>No production companies;</li> </ul>
<ul> <li>Active in the distribution of pharmaceutical products, alongside the development and manufacturing of generic pharmaceutical products;</li> </ul>	<ul> <li>Serving pharmacies, hospitals, care homes or wholesalers;</li> <li>Located in Europe or the US;</li> </ul>
<ul> <li>Serves pharmacies, wholesalers, hospitals and retirement homes;</li> </ul>	Minimum EBITDA of €500k.
<ul> <li>Special focus on niche, well-established molecules and products difficult to develop and manufacture;</li> </ul>	
Located in Belgium, Ireland and the US.	

**Location: Belgium** 

## 273208 - DIGITAL WELLNESS SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>US PE-owned;</li> <li>Provider of digital wellness support resources for workers in high-stress critical roles;</li> </ul>	<ul> <li>Providers of wellness technology and SaaS solutions;</li> <li>Looking to increase content offering;</li> </ul>
<ul> <li>Offers customised apps, wellness tests, personal and professional development resources and 24/7 wellness support;</li> </ul>	<ul> <li>Located globally with a preference for the US;</li> <li>Minimum EBITDA US\$200k.</li> </ul>
<ul> <li>Designed for use by first responders and workers in the emergency services, as well as other high-stress professions;</li> </ul>	
Products and services offered across the US.	

**Location: USA** 

## **276502** - LIFE SCIENCE TRAINING & SUPPORT SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria	
<ul> <li>US PE-owned;</li> <li>Developer and provider of learning, performance and process solutions;</li> </ul>	<ul> <li>Providers of training solutions, advisory and support services to the life-science industry;</li> </ul>	
<ul> <li>Serves the life science industry exclusively;</li> </ul>	<ul> <li>Especially focusing on R&amp;D and commercial performance and compliance;</li> </ul>	
<ul> <li>Provides training, advisory, scientific and medical communications support services;</li> </ul>	<ul> <li>Located in North America, Europe and the APAC region;</li> </ul>	
<ul> <li>Headquartered in the US with offices across Europe and the APAC region.</li> </ul>	Minimum EBITDA US\$500k.	

**Location: USA** 

#### **HEALTHCARE PROVIDERS**

## 279651 - OPHTHALMOLOGY CLINICS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> </ul>	<ul> <li>Individual ophthalmology clinics;</li> </ul>
<ul> <li>Provider of ophthalmology services;</li> </ul>	<ul> <li>Located in Germany;</li> </ul>
<ul> <li>Services include laser treatments, lens surgeries and treatment of eye diseases;</li> </ul>	Minimum EBITDA €250k.
Clinics located across Germany.	

**Location: Germany** 

#### 279387 - FOSTER CARE AGENCIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK privately-owned;</li> <li>Provider of residential care for children;</li> <li>Support provided to individuals between the ages of 8 to 18;</li> <li>Caters to children and young adults with complex needs.</li> </ul>	<ul> <li>Foster care agencies;</li> <li>Providers of residential care and support services;</li> <li>Services provided to young children and adults with challenging emotional and behavioural needs;</li> <li>Located in the UK;</li> <li>EBITDA above £200k.</li> </ul>

**Location: England** 

## 270741 - SOCIAL CARE SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria	
UK PE firm;	Providers of specialist social care services;	
<ul> <li>Acquires and develops healthcare businesses;</li> </ul>		
<ul> <li>Specialises in children's homes, specialist care and education facilities, fostering services and social care training;</li> </ul>	<ul><li>leavers;</li><li>Located in the UK and Ireland;</li></ul>	
<ul> <li>Invests across the UK and Ireland.</li> </ul>	EBITDA between £250k-£1m.	

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

The A	cquirer	Acquisition Criteria
The A  •  •	German PE-owned;  Provider of product sales and retail management software solutions;  Offers software solutions that combine sales optimisation, graphical project planning and product lifecycle management capabilities;  Sales solutions include project-centred CRM technologies for sales optimisation and product lifecycle management;  Retail solutions include an integrated	<ul> <li>Providers of retail and sales software;</li> <li>Solutions designed around CRM, product configuration, cost-and-price calculation, store design, product display management and project planning;</li> <li>Operating B2B, serving retailers and manufacturers;</li> <li>Located in Europe;</li> <li>Minimum EBITDA €500k.</li> </ul>
•	planning environment for store design and outlet management; Offers complementary consulting, implementation and maintenance services; Offers products and services to manufacturers and retail clients.	

**Location: Switzerland** 

## 279635 - CLOUD MODERNISATION & INTEGRATION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>Provider of digital modernisation and cloud services;</li> <li>Specialists in Google Cloud technologies;</li> <li>Offering includes custom cloud application development, migration and managed services;</li> </ul>	<ul> <li>Providers of cloud modernisation/integration services;</li> <li>Specialists in Google Cloud are of particular interest;</li> <li>Located in the UK;</li> <li>Minimum EBITDA £250k.</li> </ul>
• Located in the South-East.	

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

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>Provider of SaaS marketing automation and Customer Data Platform software;</li> </ul>	<ul> <li>Providers of e-commerce focused marketing automation software;</li> <li>Customer data platforms;</li> </ul>
<ul> <li>Provides personalised experiences to improve the engagement of e-commerce marketing;</li> </ul>	<ul> <li>Located in Europe and the US;</li> <li>Minimum EBITDA €500k.</li> </ul>
Serves over 2500 organisations globally.	

**Location: Poland** 

#### 279542 - IOT CONNECTIVITY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK PE-owned	<ul> <li>Providers of IoT connectivity;</li> </ul>
<ul> <li>Global connectivity provider;</li> </ul>	Technology which can connect mobile
<ul> <li>Services include remote management of SIMs</li> </ul>	network operators in a single platform;
and connecting devices globally;	<ul> <li>Located in the UK and Europe;</li> </ul>
<ul> <li>Located in the Channel Islands.</li> </ul>	Minimum EBITDA £500k.

**Location: Jersey** 

## 278535 - STUDENT MANAGEMENT & EDTECH SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>US PE-owned;</li> <li>Provider of higher education student management and ERP software solutions;</li> <li>Platform includes student management, marketing &amp; web administration, campus life and workforce development solutions;</li> <li>Located in Canada and the US.</li> </ul>	<ul> <li>Developers of student management and relations EdTech software solutions;</li> <li>Providers of higher education ERP and administrative platforms;</li> <li>Located in North America or Europe;</li> <li>Minimum EBITDA US\$500k.</li> </ul>

**Location: USA** 

#### 279748 - TEXT GENERATION SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul><li>US PE-owned;</li><li>Provider of multi-language text generation solutions;</li></ul>	<ul> <li>Developers of AI driven automated text generation software;</li> <li>Serving data rich industries;</li> </ul>
<ul> <li>Serves high content industries such as eCommerce, medical services and media;</li> <li>Allows users to automatically create content in over to 110 languages.</li> </ul>	<ul><li>Located in Europe;</li><li>Minimum EBITDA US\$500k.</li></ul>

**Location: Germany** 

#### 279623 - DIGITAL TEACHING RESOURCES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK PE-owned;	Providers of digital teaching resources;
<ul> <li>EdTech platform;</li> </ul>	<ul> <li>Serving the primary education sector;</li> </ul>
<ul> <li>Provider of digital training content, including videos and lesson plans;</li> </ul>	<ul><li>Located in the UK, Europe and the US;</li><li>Minimum EBITDA £100k.</li></ul>
<ul> <li>Serves primary schools across the UK.</li> </ul>	

**Location: England** 

## 279620 - HR SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owed;</li> </ul>	<ul> <li>Providers of HR software;</li> </ul>
<ul> <li>Employee engagement platform;</li> </ul>	<ul> <li>Located in the UK and Europe;</li> </ul>
<ul> <li>Provides employees a direct, online and moderated channel to HR;</li> </ul>	Minimum EBITDA £100k.
<ul> <li>Offers a full SaaS solution;</li> </ul>	
<ul> <li>Operates across the UK.</li> </ul>	

## 279705 - DIGITAL CLAIMS SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>German privately-owned;</li> </ul>	<ul> <li>Providers of digital claims services;</li> </ul>
<ul> <li>Provider of digital services to insurance companies;</li> </ul>	<ul> <li>Offering digital and automated services and solutions to insurance companies;</li> </ul>
<ul> <li>Processes and digitalises injury claims for insurance providers;</li> </ul>	<ul> <li>Located in Europe and the US;</li> <li>Minimum EBITDA €500k.</li> </ul>
<ul> <li>Also develops predictive analysis models;</li> </ul>	
Part of a wider American group.	

**Location: Germany** 

#### **279198 - EDTECH COMPANIES** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>XSTO-listed;</li> </ul>	EdTech companies;
<ul> <li>Developer of application-based education platforms;</li> </ul>	<ul> <li>Developers of educational software solutions;</li> </ul>
<ul> <li>Aimed at children between the ages of 3 to 16;</li> </ul>	<ul><li>B2C and B2B;</li><li>Serving children between the ages of 4-16</li></ul>
<ul> <li>Provides fun and educational exercises on their apps;</li> </ul>	years old;  • Located in the Nordics, UK and US;
<ul><li>Headquartered in Sweden;</li><li>Operates across the Nordics, UK and US.</li></ul>	Minimum EBITDA €250k.
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**Location: Sweden** 

## 279634 - IT SERVICES & TRAINING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK privately-owned;</li> </ul>	<ul> <li>Providers of IT services and training;</li> </ul>
<ul> <li>Managed IT service provider;</li> </ul>	Offering managed IT services, security and
<ul> <li>Offers IT support, data security, training,</li> </ul>	communications solutions;
communications and cloud services;	Operating B2B;
<ul> <li>Operates a network of offices across the Midlands and the North of England.</li> </ul>	Located in the UK;
	EBITDA above £500k.

## 279553 - PERFORMANCE MONITORING & USER EXPERIENCE SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>US PE-owned;</li> <li>Developer of application/SaaS performance testing and user experience monitoring solutions;</li> </ul>	<ul> <li>Developers of performance monitoring and user experience solutions;</li> <li>Designed for use in applications and online platforms;</li> </ul>
<ul> <li>Solutions include synthetic monitoring, capacity testing and performance analysis;</li> </ul>	<ul> <li>Offering monitoring, load testing and user experience analysis capabilities;</li> </ul>
<ul> <li>Customers include global enterprises, financial institutions and government agencies;</li> </ul>	<ul><li>Located in North America and Europe;</li><li>Minimum EBITDA US\$500k.</li></ul>
<ul> <li>Headquartered in Sweden with additional offices in the US and UK.</li> </ul>	

**Location: Sweden** 

## 276697 - VENUE HIRE PLATFORMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• UK PE-owned;	Digital venue hire platforms;
<ul> <li>Digital venue hire platform;</li> </ul>	Located in the UK;
<ul> <li>Allows people to find and hire under-utilised school leisure and community venues;</li> </ul>	Minimum EBITDA £250k.
<ul> <li>For activities such as funeral wakes, drama, learning, sports and wedding receptions;</li> </ul>	
Located in Manchester.	

## 271750 - INTEGRATION & DATA MIGRATION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK PE-owned;	Integration and data migration specialists;
Provider of cloud and data migration, and	Serving the private and public sectors;
<ul><li>integration managed services;</li><li>Customers include private corporations,</li></ul>	<ul> <li>Providers of IT managed services, data consultancy and data analytics;</li> </ul>
healthcare and government organisations;	Serving the public sector only;
<ul> <li>Headquartered in the Midlands;</li> </ul>	Located in the UK;
<ul> <li>Located across the UK and the US.</li> </ul>	Turnover between £500k-£5m.

## INDUSTRIAL/MANUFACTURING

## 279449 - FLOW CONTROL PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Manufacturers of flow control products;
<ul> <li>Manufacturer of sanitary flow control products;</li> </ul>	<ul> <li>Providers of sanitary products to the food, beverage and pharmaceutical industries;</li> </ul>
<ul> <li>Provider to the food, beverage and pharmaceutical sectors;</li> </ul>	<ul><li>Located in North America and Europe;</li><li>Minimum EBITDA US\$500k.</li></ul>
<ul> <li>Products include values, pumps, hoses and fittings.</li> </ul>	

**Location: USA** 

#### 278840 - TEMPORARY TEMPERATURE SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• French PE-owned;	Providers of temporary temperature
<ul> <li>Provider of rental equipment for heating and</li> </ul>	control solutions;
cooling solutions;	<ul> <li>Activities in the areas of heating, hot and cold-water production, air treatments and</li> </ul>
<ul> <li>Provides a full service from specification and proposals to rental of equipment and</li> </ul>	air conditioning;
aftersales services;	<ul> <li>Strong second tier management;</li> </ul>
<ul> <li>Products include chillers, air handlers, air</li> </ul>	<ul> <li>Located in Europe;</li> </ul>
conditioners, cold rooms, hot air generators and steam boiler houses;	Minimum EBITDA €750k.
Operates domestically.	

**Location: France** 

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

The Acquirer	Acquisition Criteria
• US PE-owned;	Manufacturers of plant pots, trays and
<ul> <li>Manufacturer of thermoformed plant pots, trays and containers;</li> </ul>	<ul><li>containers;</li><li>Serving professional growers primarily;</li></ul>
<ul> <li>Serves the professional horticultural industry;</li> </ul>	Located in Europe;
<ul> <li>Produces products under proprietary brands;</li> </ul>	Minimum EBITDA US\$500k.
<ul> <li>Headquartered in the Netherlands with additional locations across Europe.</li> </ul>	

**Location: Netherlands** 

#### MARKETING COMMUNICATIONS

## 279568 - SAAS SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>US PE-owned;</li> <li>Developer of a digital marketing SaaS platform;</li> </ul>	<ul> <li>Developers of digital marketing SaaS solutions;</li> <li>Including advertising and campaign</li> </ul>
<ul> <li>Supporting businesses with omnichannel digital marketing optimisation;</li> </ul>	optimisation and market data solutions;  • Located in North America and Europe;
<ul> <li>Provider of real-time market data;</li> </ul>	Minimum EBITDA US\$500k.
<ul> <li>Worldwide customer-base;</li> </ul>	
<ul> <li>Headquartered in the US with additional offices across Europe.</li> </ul>	

**Location: USA** 

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

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> </ul>	B2B production and animation studios;
<ul> <li>Visual effects and animation studio;</li> </ul>	Located in the UK;
<ul> <li>Provides B2B production services to media corporations;</li> </ul>	EBITDA between £250k-£2m.
<ul> <li>Also develops children focused original content;</li> </ul>	
Operates globally.	

## 279694 - CONTENT DESIGN AGENCIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> </ul>	Content design agencies;
<ul> <li>Content design agency specialists in moving imagery;</li> </ul>	<ul> <li>Creators of visual experiences such as marketing videos, films, audio, television</li> </ul>
<ul> <li>Provider of branding and informative advertising campaigns;</li> </ul>	<ul><li>advertisements;</li><li>Located in the UK and the US;</li></ul>
<ul> <li>Customers include Google and PlayStation;</li> </ul>	Minimum EBITDA £250k.
Studios in the UK, US and Australia.	

**Location: England** 

## 279723 - MARKETING SERVICE AGENCIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• UK PE-owned;	Marketing service agencies;
<ul> <li>Provider of marketing services and supply- chain solutions;</li> </ul>	<ul> <li>Specialising in consultancy, compliance and supply chain services;</li> </ul>
<ul> <li>Services include consulting, designing and distributing branded merchandise and point- of-sale materials;</li> </ul>	<ul><li>Located in Europe;</li><li>Minimum EBITDA £200k.</li></ul>
<ul> <li>Primarily serving the FMCG sector;</li> </ul>	
<ul> <li>Offices and clients located globally.</li> </ul>	

## **RECRUITMENT**

## 258954 - TALENT LIFECYCLE SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>Recruitment provider in the technology and renewable energy markets;</li> </ul>	<ul> <li>Providers of end-to-end talent lifecycle solutions;</li> </ul>
<ul> <li>Helps clients find talent as well as retrain members of their existing workforce;</li> </ul>	<ul> <li>Recruitment of contract, temporary and permanent opportunities;</li> </ul>
<ul> <li>Offices based in Europe, Asia, Australia and the US.</li> </ul>	<ul><li>Located globally;</li><li>Minimum EBITDA £500k.</li></ul>

## **RETAIL/CONSUMER**

## 265676 - HOME & GARDEN PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>E-commerce retailer of bathroom and kitchen products;</li> </ul>	<ul> <li>Online retailers of home and garden products;</li> <li>Located in the UK;</li> </ul>
<ul> <li>Supplies products across the UK.</li> </ul>	Minimum EBITDA £250k.

**Location: England** 

#### 275600 - CYCLING PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK PE-owned;	Cycling product e-tailers;
<ul> <li>Online retailer of cycling and fitness products;</li> </ul>	<ul><li>Located in Europe;</li><li>Minimum EBITDA £250k.</li></ul>
<ul> <li>Products include bikes, bike parts, swimwear and electronics;</li> </ul>	
Serves a European client base.	

**Location: Germany** 

#### 279074 - PROFESSIONAL TENTS & COVERINGS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>US PE-owned;</li> </ul>	Providers of professional tents and
<ul> <li>Provider of tents and marquees;</li> </ul>	coverings;
<ul> <li>Offers party tents, industrial coverings and spare parts;</li> </ul>	<ul> <li>Including industrial tents, gazebos and marquees;</li> </ul>
Operates via a D2C online sales model.	<ul> <li>Supplying B2B or B2C customers;</li> </ul>
	<ul> <li>Located in Europe;</li> </ul>
	Minimum EBITDA US\$500k.

**Location: Germany** 

## 279544 - RAW PET FOOD (CLICK REFERENCE TO ENQUIRE)

UK PE-owned	<ul> <li>D2C providers of raw pet food;</li> </ul>
Raw pet food brand;	• Dog treats;
<ul> <li>Products include raw meats, bones and other uncooked ingredients for cats and dogs;</li> <li>Operates domestically.</li> </ul>	<ul><li>Located in Germany;</li><li>Minimum EBITDA €250k.</li></ul>

**Location: Germany** 

## 4699 - FRAGRANCE, COSMETIC & WELLBEING BRANDS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK privately-owned;</li> <li>Home fragrance designer and B2B supplier;</li> <li>Products include diffusers, fragrance lamps,</li> </ul>	<ul> <li>Home fragrance, cosmetics and wellbeing brands;</li> <li>Private label manufacturers are also of interest;</li> </ul>
<ul> <li>oils and incense;</li> <li>Serves the international gift retail market.</li> </ul>	<ul> <li>Predominantly B2B but will consider B2C;</li> <li>Located in the UK;</li> <li>EBITDA above £200k.</li> </ul>

#### **SOFT FM**

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

The Acquirer	Acquisition Criteria
<ul> <li>French PE-owned;</li> <li>Landscaping and external works group;</li> <li>Undertakes and delivers complex multidisciplinary external works projects;</li> <li>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;</li> <li>Cares for parks and gardens, amenity green space, playing fields, canals and rivers, woodlands, cemeteries and nature reserves;</li> <li>Operates across Europe.</li> </ul>	<ul> <li>Providers of nature-based solutions;</li> <li>Developers of green and urban areas and providers of maintenance services in these spaces;</li> <li>Biodiversity consultancies;</li> </ul>

**Location: France** 

## **265072** - **DEEP CLEANING & MAINTENANCE SERVICES** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK privately-owned;</li> <li>Commercial and industrial cleaning contractor;</li> </ul>	<ul> <li>Providers of deep cleaning and maintenance services;</li> <li>Serving both commercial and industrial</li> </ul>
<ul> <li>Provides daily office cleaning in addition to more specialist deep cleaning services;</li> </ul>	clients;  • Located in the UK;
<ul> <li>Operates nationally.</li> </ul>	EBITDA above £200k.

## 279576 - FACILITIES MANAGEMENT FIRMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>Provider of facilities management services;</li> <li>Services include water management, emergency systems testing, HVAC, kitchen equipment, drainage and lift maintenance;</li> <li>Serves a large blue-chip customer base;</li> <li>Located in the Southeast of England.</li> </ul>	<ul> <li>Providers of facility management services;</li> <li>Including maintenance, systems testing, cleaning and security;</li> <li>Located in the UK;</li> <li>Minimum EBITDA £250k.</li> </ul>

#### **SUPPORT SERVICES**

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

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>Provider of energy consultancy and energy purchasing;</li> </ul>	<ul> <li>Energy advisory, consultancy and purchasing businesses;</li> <li>Located in the UK;</li> </ul>
<ul> <li>Provides services to corporate energy users to help optimise their energy cost and consumption;</li> </ul>	Minimum EBITDA £250k.
Serves across the UK.	

**Location: England** 

## 195394 - PROFESSIONAL SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> </ul>	Providers of professional services focused
<ul> <li>Provider of professional services;</li> </ul>	around financial and operational issues;
<ul> <li>Offers corporate restructuring and insolvency services across the UK;</li> </ul>	<ul> <li>Offering financial, legal and consultancy services;</li> </ul>
<ul> <li>Operates from c.20 regional offices.</li> </ul>	Located across the UK;
,	Minimum EBITDA £250k.

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

The Acquirer	Acquisition Criteria
<ul><li>UK PE-owned;</li><li>Technology-enabled renewable energy</li></ul>	<ul> <li>Providers of renewable installations and consultancy services;</li> </ul>
services provider;	<ul> <li>Products including heat pumps, solar PV, battery storage and EV charging;</li> </ul>
<ul> <li>Provides design, funding, installation, training and maintenance solutions;</li> </ul>	Providers of energy efficient hardware
<ul> <li>Clients include housing associations, commercial developers and not-for-profit</li> </ul>	<ul><li>and software solutions;</li><li>Located in the UK;</li></ul>
<ul><li>organisations;</li><li>Based in the Northeast of England.</li></ul>	EBITDA between £250k-£2m.

**Location: England** 

#### 279550 - ENVIRONMENTAL CONSULTANCIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• UK PE-owned;	Environmental consultancies;
<ul> <li>Environmental consultancy group;</li> </ul>	Services to provide environmental
<ul> <li>Group is made up of three companies;</li> </ul>	compliance, to improve efficiency and manage environmental impact;
<ul> <li>Services offered include air quality monitoring, emissions testing and occupational hygiene consultancy;</li> </ul>	<ul><li>Located in the UK;</li><li>Minimum EBITDA £250k.</li></ul>
<ul> <li>Operates across the UK.</li> </ul>	William EBIT BY E230K.

## 279250 - RECYCLING COMPANIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• German PE-owned;	Recycling companies;
<ul> <li>Recycler of refrigerators;</li> </ul>	Specialising in electronic waste, electric
<ul> <li>Services include product collection, pollutant separation and shredding;</li> </ul>	vehicle batteries and household appliances;
Serves a number of well-known companies;	Located in Europe;
<ul> <li>Operates several recycling plants across Germany.</li> </ul>	<ul> <li>EBITDA from negative up to €15m.</li> </ul>

**Location: Germany** 

# **279731 - ONLINE TRAINING, EDUCATION & CERTIFICATION** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Providers of online training, education,
<ul> <li>Provider of online vocational training courses;</li> </ul>	and professional certification for regulated end-markets;
<ul> <li>Includes industry specific mandatory training, education and certification courses;</li> </ul>	<ul> <li>Technology and digitally-enabled business models;</li> </ul>
Offers courses that meet legal or industry	Operating B2B or B2C;
regulations;	<ul> <li>Located in North America and Europe;</li> </ul>
Offers courses to a domestic client base.	Minimum EBITDA US\$500k.

**Location: USA** 

## **279581 - INDUSTRY TRAINING & VOCATIONAL COURSES** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul><li>US PE-owned;</li><li>Providers of vocation specific training courses</li></ul>	<ul> <li>Providers of industry training and vocation specific educational courses;</li> </ul>
<ul><li>and resources;</li><li>Provider to schools, higher education,</li></ul>	<ul> <li>Providers of accompanying educational resources and certification programmes;</li> </ul>
<ul> <li>continued education and industry;</li> <li>Offering includes multimedia resources for distance/remote learning.</li> </ul>	<ul><li>Located in North America and Europe;</li><li>Minimum EBITDA US\$500k.</li></ul>

**Location: USA** 

#### 279751 - ONLINE & IN-PERSON TRAINING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>US PE-owned;</li> <li>Developer of an e-learning training platform and human capital management software solutions;</li> </ul>	<ul> <li>Providers of online and in-person training solutions;</li> <li>Developers of employee management solutions;</li> </ul>
<ul> <li>Serves the oil and gas industry;</li> </ul>	<ul> <li>Serving the oil and gas industry;</li> </ul>
<ul> <li>Primarily provides industry required training and competency management solutions;</li> <li>Operates across Europe.</li> </ul>	<ul><li>Located in Europe;</li><li>Minimum EBITDA US\$500k.</li></ul>

**Location: Scotland** 

#### 279636 - EMPLOYEE COACHING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK PE-owned;	<ul> <li>Providers of workplace employee coaching;</li> </ul>
<ul> <li>Provider of life coaching and mentoring sessions;</li> </ul>	Focusing on mental health and wellbeing
<ul> <li>Virtually and in-person;</li> </ul>	care;
<ul> <li>Serves the UK corporate sector.</li> </ul>	Located in the UK;
	Minimum EBITDA £100k.

## 279296 - AIR SOURCE HEAT PUMPS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul> <li>UK privately-owned;</li> <li>Heating contractor and installer of air source heat pumps;</li> <li>Also provides support &amp; maintenance services.</li> </ul>	<ul> <li>Distributors and installers of air source heat pumps;</li> </ul>
	<ul> <li>Products supplied to housing associations, property developers and installers;</li> </ul>
	<ul> <li>Additional services including technical support and training to installers in the industry;</li> </ul>
	<ul> <li>Located in the UK;</li> </ul>
	EBITDA above £500k.

**Location: England** 

## 279650 - ENVIRONMENTAL SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Providers of environmental services;
<ul> <li>Provider of environmental and infrastructure services;</li> </ul>	<ul> <li>Including remediation, removal, demolition and decontamination services;</li> </ul>
<ul> <li>Services include hazardous material removal, environmental remediation, demolition and decontamination;</li> </ul>	<ul><li>Located in North America or Europe;</li><li>Minimum EBITDA US\$500k.</li></ul>
<ul> <li>Serves private and public clients across a range of end-markets;</li> </ul>	
<ul> <li>Offers services across the US.</li> </ul>	

**Location: USA** 

## 274255 - WASTE & WASTEWATER SERVICES (CLICK REFERENCE TO ENQUIRE)

<ul> <li>Swedish PE-owned;</li> <li>Group of water and wastewater companies;</li> <li>Provides emptying, flushing, pipe, dangerous waste and industrial services;</li> <li>Services include sludge removals, high pressure flushing of pipes, transport and handling of hazardous waste, and maintenance shutdowns;</li> <li>Serves private, corporate and public markets;</li> <li>Headquartered in Norway with additional facilities across the Nordics and Germany.</li> <li>Providers of waste and wastewater services;</li> <li>Services including sludge removals, emptying of tanks, maintenance and flushing of pipes, decontamination and handling of hazardous waste, and cleaning of incinerators;</li> <li>Serving any market;</li> <li>Located in Northern Europe;</li> <li>Minimum EBITDA €250k.</li> </ul>	The Acquirer	Acquisition Criteria
	<ul> <li>Swedish PE-owned;</li> <li>Group of water and wastewater companies;</li> <li>Provides emptying, flushing, pipe, dangerous waste and industrial services;</li> <li>Services include sludge removals, high pressure flushing of pipes, transport and handling of hazardous waste, and maintenance shutdowns;</li> <li>Serves private, corporate and public markets.</li> <li>Headquartered in Norway with additional</li> </ul>	<ul> <li>Providers of waste and wastewater services;</li> <li>Services including sludge removals, emptying of tanks, maintenance and flushing of pipes, decontamination and handling of hazardous waste, and cleaning of incinerators;</li> <li>Serving any market;</li> <li>Located in Northern Europe;</li> </ul>

**Location: Norway** 

## 273742 - EDTECH (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Swedish PE-owned;	EdTech companies;
<ul> <li>Supplier of special education tools;</li> </ul>	Specialising in literacy and reading
<ul> <li>Products include read-in teaching materials,</li> </ul>	development;
books, films and guides;	<ul> <li>Services focused around inclusive education;</li> </ul>
Serves preschools, schools and higher	,
education institutions;	<ul> <li>Located in Europe and the US;</li> </ul>
<ul> <li>Located in Europe.</li> </ul>	• EV between €5m-€25m;
	Minimum EBITDA €500k

**Location: Sweden** 

## **TRAVEL**

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

The Acquirer A	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>Full-service travel management company;</li> <li>Providing travel for professional golfers;</li> <li>Services include 24/7 support, online expense tools, rewards and incentives and security management;</li> <li>Clients include corporate, business, sportsmen/women, offshore and luxury travellers.</li> </ul>	<ul> <li>Travel management companies;</li> <li>Serving professional sports and business travel clients;</li> <li>Located in the UK;</li> <li>Minimum EBITDA £250k.</li> </ul>

## **GENERALIST**

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

The Acquirer	Acquisition Criteria
• UK PE firm;	Sector agnostic;
<ul> <li>Provides MBOs, growth equity and operational solutions;</li> </ul>	<ul> <li>Interested in e-commerce, equipment hire, healthcare software, IT services,</li> </ul>
<ul> <li>Focuses on a buy-and-build strategy;</li> </ul>	manufacturing, professional and environmental services;
<ul> <li>Invests between £5m-£20m;</li> </ul>	Located in the UK;
Active across the UK.	EBITDA between £500k-£5m.