



NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

JUNE 2022

Sectors Featured Include: Construction, Electronic, Healthcare Providers, ICT, Plastics & Packaging, Retail/Consumer, Support Services 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

- [CONSTRUCTION](#)
- [ELECTRONIC](#)
- [HEALTHCARE PROVIDERS](#)
- [ICT](#)
- [PLASTICS & PACKAGING](#)
- [RETAIL/CONSUMER](#)
- [SUPPORT SERVICES](#)

Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- [GENERALIST](#)

CONSTRUCTION

279886 - CONSTRUCTION WASTE MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Construction services group;• Offers skip hire, demolition, plant hire and waste management services;• Operates nationally.	<ul style="list-style-type: none">• Construction waste management companies;• Skip hire and recycling businesses;• Located in the UK with a preference for the North West;• Maximum EBITDA £1m.

Location: England

ELECTRONIC

278820 - ADVANCED CIRCUIT BOARDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Manufacturer of printed circuit boards;• Products include rigid, flex-rigid and multi-layer boards, and microwave type circuits;• Serves the aerospace, defence, medical and industrial markets;• Operates across Europe.	<ul style="list-style-type: none">• Manufacturers of advanced circuit boards;• Serving the aerospace, defence, medical or industrial markets;• Located in Europe;• Minimum EBITDA €1m.

Location: Belgium

278822 - ELECTRONIC PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Designer of electronic products and sub-assemblies;• Specialises in R&D and industrialisation services, including design, working prototypes, test development, assembly and product certification;• Outsources manufacturing services to China;• Serves industrial, luxury, IoT, telecommunication, smart home, consumer electronic and transport markets;• Operates across Europe.	<ul style="list-style-type: none">• Designers of electronic products;• Not active in the manufacturing stage;• Active in any sector;• Located in Europe;• Minimum EBITDA €1m.

Location: France

HEALTHCARE PROVIDERS

268188 - OCCUPATIONAL HEALTH CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of occupational health, wellness and fitness services;• Services include sickness absence management, health surveillance, mental health support and student health clearance;• Operates across the UK.	<ul style="list-style-type: none">• Occupational health consultancies and GPs;• Services to include mental health support, health checks and alcohol and drug screenings;• Located in the UK;• EBITDA between £200k-£2m.

Location: England

ICT

264378 - ENTERPRISE IT MANAGED SERVICES [\(CLICK REFERENCE TO ENQUIRE\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of data support, managed services and consultancy services;• Focuses on Oracle, SQL Server and Cloud technology;• Customer base includes mid-market and FTSE 100 clients;• Operates internationally.	<ul style="list-style-type: none">• Providers of enterprise IT managed services;• Providers of enterprise database management services including infrastructure, consultancy and digital transformation;• Located in the UK, Europe and the US;• EBITDA between £500k-£2m.

Location: England

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of cloud and data migration, and integration managed services;• Customers include private corporations, healthcare and government organisations;• Located across the UK and the US.	<ul style="list-style-type: none">• Integration and data migration specialists;• Serving private and public sectors;• Providers of IT managed services, data consultancy and data analytics;• Serving the public sector;• Located in the UK;• Turnover between £500k-£5m.

Location: England

269323 - VEHICLE TELEMATICS SOFTWARE [\(CLICK REFERENCE TO ENQUIRE\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European PE-owned;• Developer and supplier of telematics technology to commercial vehicle fleets;• Located in the UK, US and Australia.	<ul style="list-style-type: none">• Vehicle telematics software developers and suppliers;• Fleet management software;• Located in Europe and the US;• Minimum EBITDA £10m.

Location: England

279969 - CARRIER MANAGEMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of data-driven delivery software;• Supports retailers with checkouts, warehousing, shipping and returns;• Platform is used to deliver products to customers worldwide.	<ul style="list-style-type: none">• Developers of carrier management software;• Providers of associated technology solutions supporting the retail sector;• Located in the UK;• EBITDA between £250k-£2m.

Location: England

279983 - SAAS PLATFORMS & IT CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• System integration and data analytics software specialist;• Provides real time customer, inventory, product, orders and sales data;• Serving the retail, FMCG/CPRG, charity, entertainment, gaming and travel industries;• Located in the UK.	<ul style="list-style-type: none">• SaaS platforms and IT consultancies;• Services of interest include; digital transformation, omnichannel strategy and implementation, cloud migration, insights-as-a-service, AI and data science, system integration and digital marketing;• Located in the UK;• Minimum EBITDA £250k.

Location: England

278826 - HR MANAGEMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Software publisher;• Aims to simplify HR administration tasks;• Activities in time, absence and activity management;• Interfaces with all HR software packages on the market;• Operates globally.	<ul style="list-style-type: none">• Providers of software for HR management;• Activities in time management, planning, absence tracking and payroll management software;• Located in Europe;• Minimum EBITDA €1m

Location: France

PLASTICS & PACKAGING

273257 - SECONDARY PACKAGING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Group of luxury packaging companies;• Serves cosmetic, perfumery, beverage and luxury goods industries;• Specialises in premium paper and plastic packaging;• Production sites in Italy, France and Romania.	<ul style="list-style-type: none">• Manufacturers of secondary packaging;• Luxury packaging solutions only;• Serving the cosmetic, fragrance, alcohol, fashion and food markets;• Products produced from paper or carton board;• Located in Europe and North America;• Minimum EBITDA €1m.

Location: Italy

280058 - SPECIALITY PVC CHEMICALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Manufacturer and distributor of speciality chemicals, polymers and additives;• Products include liquid PVCs, acrylics, plastisol and colour dispersions;• Supplies industrial end markets across Europe.	<ul style="list-style-type: none">• Manufacturers and distributors of speciality PVC chemicals;• Located in Europe;• EBITDA between £250k-£3m.

Location: England

RETAIL/CONSUMER

277799 - E-COMMERCE BRANDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German privately-owned;• Diversified portfolio of Amazon sellers;• Acquires and develops products and companies for retail transactions through Amazon;• Focuses on everyday staples such as pet, garden, home and fitness products;• Backed by leading VC firms;• Investment teams in the UK, US and China.	<ul style="list-style-type: none">• Brands and products sold through online marketplaces;• Significant share of sales through Amazon;• Everyday consumer essentials and evergreen products;• Particular interest in baby and pet products;• No interest in consumer electronics;• Located globally;• Sales between €800k-€20m.

Location: Germany

277528 - HEALTH & WELLNESS CDMOS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Group of cosmetic companies;• Manufacturer of cosmetics, medical devices, OTC pharmaceuticals and dietary supplements;• Serves third-party brands;• Located in Europe and North America.	<ul style="list-style-type: none">• Contract development and manufacturing companies;• Activities in the fields of health and wellness;• Serving beauty and wellness brands;• Located in the Benelux, the Nordics and the DACH region;• Minimum EBITDA €3m.

Location: France

263653 - ELECTRONIC CONSUMER PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Manufacturer and wholesaler of automotive accessories, consumer electronics, and home and lifestyle products;• Sold through retailers and own-brand websites• Operates globally.	<ul style="list-style-type: none">• Manufacturers and wholesalers of consumer products;• Products including auto care, LED lighting and kitchen appliances including juicers;• Located in Europe, with a particular interest in Germany;• EBITDA up to US\$6 million.

Location: USA

279879 - CHILDREN'S CLOTHING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of baby and children's clothing;• Clothing and accessories for children and school uniforms;• Markets products under own proprietary brands;• Located in Finland.	<ul style="list-style-type: none">• Manufacturers of children's clothing;• Including all accessories and school wear;• Performance wear clothing;• Located in Europe or North America;• Minimum EBITDA US\$1m.

Location: Finland

276351 - GIFTWARE BRANDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Designer and manufacturer of quirky and colourful branded socks;• Products sold via their online store;• Operates globally.	<ul style="list-style-type: none">• Giftware brands specialising in socks;• Located in the UK;• EBITDA between £250k-£2m.

Location: England

SUPPORT SERVICES

280019 - CHILDCARE, NURSERIES & PRE-SCHOOLS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Childcare group;• Offers a range of childcare services;• Operates over 250 locations across the Netherlands.	<ul style="list-style-type: none">• Providers of childcare, nurseries and pre-schools;• Located in the Benelux;• Minimum EBITDA €500k;• Located in wider Europe;• Minimum EBITDA €1m.

Location: Netherlands

280144 - HAZARDOUS WASTE MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Waste management and recycling services provider;• Sectors served include construction, medical and industrial;• Operates nationally.	<ul style="list-style-type: none">• Hazardous waste management companies;• Providers of services in hazardous industrial waste transfer;• Located in the UK;• EBITDA up to £2m.

Location: England

GENERALIST

279049 - GERMAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE firm;• Owner-managed and -financed;• Targets small- to mid-sized businesses;• Provides strategic and operational support;• Experienced in spin-offs and carve-outs;• Looks to consolidate markets and carry out roll-ups;• Focuses heavily on CSR;• Takes a majority stake.	<ul style="list-style-type: none">• Sector agnostic;• Particular focus on analytical laboratories and industrial automation businesses;• Located in Northern and Central Europe;• Minimum EBITDA €1m.

Location: Germany

277267 - BELGIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian industrial investor;• Experience internationally;• Long term vision;• Implements development and growth strategies.	<ul style="list-style-type: none">• Production and distribution companies;• Active in a range of industries;• Located in the Benelux;• Minimum EBITDA €1m.

Location: Belgium

252777 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Over 50 platform investments made and over 150 add-ons;• Current fund of US\$2bn.	<ul style="list-style-type: none">• Seeking to follow buy and build strategy with new platform investments;• Located in North America and Europe;• EBITDA between US\$20m-US\$100m.

Location: USA

277617 - UK FAMILY OFFICE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK family office;• Made over 50 acquisitions to date;• Over £100m AuM;• Owns properties throughout the UK.	<ul style="list-style-type: none">• Diversified property companies;• Will also partner with other firms for freehold extraction;• Located in the UK;• Invests between £1m-£40m.

Location: England