



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

JULY 2022

Sectors Featured Include: Electronic, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Marketing Communications, Support Services, Transport/Distribution & 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 us an email.

Alternatively, please email mark.eardley@langcliffeinternational.com

- ELECTRONIC
- HEALTH/PHARMA
- HEALTHCARE PROVIDERS
- ICT
- INDUSTRIAL/MANUFACTURING
- MARKETING COMMUNICATIONS
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION

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

- GENERALIST

ELECTRONIC

280358 - COMMERCIAL & RESIDENTIAL LIGHTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of custom lighting solutions;• Serves commercial and residential customers;• Products include LED, germicidal lighting solutions, controls and power supplies.	<ul style="list-style-type: none">• Manufacturers of commercial and residential lighting;• Offering custom architectural LED and germicidal solutions;• Located in North America or Europe;• Minimum EBITDA US\$1m.

Location: USA

HEALTH/PHARMA

269308 - LIFE SCIENCE COMMERCIAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of commercialisation services to the life science industry;• Offers market access, global compliance, medical communications, pricing and product delivery services;• Operates in the US, Europe and the APAC region.	<ul style="list-style-type: none">• Providers of commercial services to the life science industries;• Serving pharmaceutical companies of all sizes;• Located in North America, Europe or the APAC regions;• Minimum EBITDA US\$5m.

Location: USA

257726 - OUTSOURCED MEDICAL MANUFACTURING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of outsourced manufacturing services to the medical device industry;• Services include design and development, manufacturing, assembly and packaging;• Specialises in surgical technologies, orthopaedic, cardiac and interventional, bioelectronics and drug delivery devices;• Operates in North America, Europe and China.	<ul style="list-style-type: none">• Providers of outsourced medical device manufacturing and development services;• Manufacturers of specialist medical device, components;• Located in North America or Europe;• Minimum EBITDA US\$1m.

Location: USA

HEALTHCARE PROVIDERS

265298 - GERMAN FAMILY OFFICE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German family office;• Takes a majority stake;• Classic buyouts and successions;• Acts as an operational investor;• Digitalises targets and carries out buy-and-build strategies.	<ul style="list-style-type: none">• Providers of domiciliary, outpatient and intensive care services;• No interest in acquiring just the 'bricks and mortar';• No interest in individual clinics, buildings or care homes;• Located in the DACH region and the UK;• Minimum EBITDA €1m.

Location: Germany

ICT

270967 - B2B TELECOM SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Manufacturer and distributor of passive telecom equipment for copper and fibre optic networks;• Also offers training services to telecom technicians.	<ul style="list-style-type: none">• Manufacturers and distributors of B2B telecommunication solutions;• Products including fibre optics, connection units, cable ties and installation tools;• Located in Europe with a focus on the UK and Germany• Minimum EBITDA €1m.

Location: France

279932 - DIGITAL TRANSFORMATION COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Polish PE-owned;• Provider of full-service business solutions;• Services include consulting and managed services;• Technology and vendor agnostic;• Operates across Europe, the US and Asia.	<ul style="list-style-type: none">• Digital transformation companies;• Offering strategic and technology consulting, solutions engineering, customer experience management and IT managed services;• Located in Europe and the US;• Minimum EBITDA €2m.

Location: Germany

280324 - DIGITAL IDENTITY VERTICAL SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of AI driven identity verification solutions;• Offers ID verification, biometrics authentication and anti-fraud solutions;• Serves financial institutions, wireless carriers, and identity platforms.	<ul style="list-style-type: none">• Developers of digital identity verification software;• Offering ID and biometric recognition, age verification, and anti-fraud solutions;• Located in North America or Europe;• Minimum EBITDA US\$1m.

Location: USA

254438 - IT MANAGED SERVICES PROVIDERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of IT Support and Services;• Offers disaster recovery, cyber security, SaaS and consultancy services;• Serving small-to-medium-sized businesses;• Operates across the South of England.	<ul style="list-style-type: none">• IT managed service providers;• Located in the Southeast, with a preference for Surrey;• Turnover between £500k-£1.5m.

Location: England

263846 - AUTOMOTIVE SOFTWARE DEVELOPERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• App developer for the car industry;• Provides video and marketing solutions for customers to view, buy and service cars virtually;• Operates internationally.	<ul style="list-style-type: none">• Software developers active in the automotive industry;• Providers of app-based video solutions;• Serving private car sales and private garages;• Located in Europe;• Minimum turnover £5m.

Location: England

275781 - BUSINESS OPERATIONS SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Tech-enabled provider of essential business services to UK SMEs;• Provides workflow management and client interaction software;• Offers accountancy, audit, tax and advisory services;• Serves the hospitality, retail, capital markets and property sectors.	<ul style="list-style-type: none">• Developers of business operations and services software;• Providers of tech-enabled, automated solutions to support finance and back-office capabilities;• Located in the UK;• Preference for London and the Southeast of England;• Minimum turnover £5m.

Location: England

12784 - TRANSPORT MANAGEMENT SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Software developer;• Serves the haulage and logistics market;• Designs software for workforce and data management;• Offices located across the UK.	<ul style="list-style-type: none">• Developers of transport management software;• Online freight exchange marketplaces to find and exchange courier work;• Located in Europe;• Minimum turnover £5m.

Location: England

273270 - CYBER SECURITY SOLUTIONS & SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of cloud-based cyber security solutions and software;• Offers compliance software for employee data protection and e-learning, phishing and incident management solutions;• Operates across the UK.	<ul style="list-style-type: none">• Providers of cyber security solutions and software;• Offering education technology and company transformation and data protection solutions;• Located in Europe;• Minimum turnover £5m.

Location: England

271817 - PAYROLL & HR SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Group of payroll and HR companies;• Offers a range of software and outsourcing solutions for HR, payroll and business support;• Serves domestic and international markets.	<ul style="list-style-type: none">• Providers of HR, recruitment, onboarding, human capital management software;• Located in the UK;• Minimum turnover £5m.

Location: England

278597 - SOFTWARE DEVELOPERS & TECH-ENABLED SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of delegated authority software solutions;• Provides software for bordereaux processing, reporting, analysis, improving compliance and regulatory processes;• Serves insurance companies, managing agents, and brokers.	<ul style="list-style-type: none">• Software developers and tech-enabled service providers;• Serving the insurance market;• Located in the UK;• Minimum turnover £5m.

Location: England

262467 - IT MANAGED SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of cloud computing and managed IT services for law firms;• Provides specialist security and compliance advice services;• Serves law firms across the UK.	<ul style="list-style-type: none">• Providers of IT managed services;• Developers of business support software;• Serving the legal sector;• Located in the UK;• Minimum turnover £5m.

Location: England

264894 - SMART TICKETING APPLICATIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Ticketing technology company;• Provides smart electronic ticketing technology for the public transport sector;• Supplies clients such as First Bus and Arriva along with 70% of regional operators.	<ul style="list-style-type: none">• Providers of smart ticketing applications;• Developers of ticketing software;• Located in Europe;• Minimum turnover £5m.

Location: England

INDUSTRIAL/MANUFACTURING

271743 - NICHE MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of carbon fibre composites;• Serves customers in the automotive and medical markets;• Located in the West Midlands.	<ul style="list-style-type: none">• Niche manufacturing companies;• Located in the UK;• EBITDA between £1m-£5m;• Margins above 10%.

Location: England

MARKETING COMMUNICATIONS

280285 - MARKET DATA ANALYSIS & REPORTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of market news and data for the fuel and power market;• Offers real-time and historical data, news and technical analysis, and industry events;• Serves financial institutions, trading firms and end-users in the sector.	<ul style="list-style-type: none">• Providers of market data, analysis and reporting;• Serving the power commodities industry;• Located in Europe;• Minimum EBITDA US\$1m.

Location: Norway

SUPPORT SERVICES

280281 - RISK, DISPUTE & INVESTIGATION FIRMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Political risk, dispute consulting and investigations firm;• Offers business intelligence, asset tracking and recovery, dispute consulting and embedded analytics services;• Operates in Europe, Asia and the Middle East.	<ul style="list-style-type: none">• Political risk, dispute consulting and investigations firms;• Located in North America, Europe and Asia;• Maximum revenue US\$75m;• Maximum EBITDA US\$20m;• EBITDA margins above 20%.

Location: England

280320 - TEXTILE & FOOD TESTING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of product and material origin verification and testing services;• Serves the food, clothing, textiles, ingredients and pharmaceuticals industries;• Offers ESG certification, chemical composition data and testing, regulatory compliance and supply chain traceability services;• Headquartered in New Zealand;• Located across Europe, Australasia and the US.	<ul style="list-style-type: none">• Providers of ingredient, textile and food testing services;• Offering origin verification, chemical composition data and testing services;• Located in Europe, North America or Australasia;• Minimum EBITDA US\$1m.

Location: New Zealand.

259327 - ENGINEERING DESIGN & CONSULTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Provider of engineering and digital solutions;• Offering engineering design, cost reduction, benchmarking and design optimisation services;• Operates across North America, Europe and Asia.	<ul style="list-style-type: none">• Providers of engineering design, consulting and technology services;• Located in North America, Europe and Asia;• Particular focus on Poland, Czech Republic, Romania, Morocco and Turkey;• Minimum EBITDA US\$1m.

Location: USA

TRANSPORT/DISTRIBUTION

250761 - MARINE ENGINES & SPARE PARTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Italian PE-owned;• Distributor of compatible OEM engines and spare parts;• Supplies injection components, cylinder head components, piston rings, bearings and pistons;• Distributes products across Europe.	<ul style="list-style-type: none">• Supplier of heavy-duty marine engines and spare parts;• Products including spare parts, cylinder heads and pistons, Nimonic exhaust valves and turbo chargers;• Located in Europe;• Minimum EBITDA €1m.

Location: Italy

GENERALIST

270460 - DUTCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE firm;• Specialises in minority interests;• Assists with management buy outs, pre-exit transactions and provides additional growth capital;• Investors consist of entrepreneurs and financial institutions;• Investments between €5m-€40m for an equity stake of at least 20%.	<ul style="list-style-type: none">• Sector agnostic;• Sectors of specific interest are manufacturing, services and trading;• Located in the Netherlands• Minimum operating profit of €3m.

Location: Netherlands

264622 - FRENCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE firm;• Investing out of its 17th fund;• Active in all investment types;• 5-10 year holding period;• Located in France and Germany.	<ul style="list-style-type: none">• SMEs;• Active in B2B services and asset light industries;• Preference to partner with management;• Located in France, Italy, the Benelux, Germany and Switzerland;• EV between €100m-€400m.

Location: France

276812 - POLISH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Polish PE firm;• Invests in corporate private equity, corporate private debt and private equity real estate;• Completed over 40 transactions;• Over €7bn of assets under management;• Operates across CEE.	<ul style="list-style-type: none">• SMEs;• Sector agnostic;• Located in CEE;• Minimum EBITDA €1m.

Location: Poland

13989 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Specialises in mid-market companies;• Provides carve out and buy-in solutions;• Takes a majority shareholding;• Operates across Europe.	<ul style="list-style-type: none">• Sectors of interest including media, consumer, financial services and business services;• Strong second-tier management team;• Headquartered in Europe;• Enterprise value between £150m-£500m;• Minimum EBITDA £10m.

Location: England

256214 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

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

Location: England

258684 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Currently invests in the health, environmental and business services, logistics, EdTech, cyber security and life science sectors;• Takes a majority or minority shareholding;• Offices in the US and the UK.	<ul style="list-style-type: none">• Sectors of interest including healthcare, IT, aerospace and environmental services;• Located in North America and Western Europe;• EBITDA between US\$3m-\$10m.

Location: USA

259106 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Specialises in the healthcare sector;• Invests across the US and Europe.	<ul style="list-style-type: none">• Healthcare businesses;• Providers of pharmaceutical product development and services, medical devices and products, and healthcare services;• Located in North America, Europe or Asia;• Minimum EBITDA US\$5m.

Location: USA