



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

OCTOBER 2022

Sectors Featured Include: Aerospace & Defence, Building Products, Construction, Electronic, Food & Beverages, ICT, Industrial/Manufacturing, Marketing Communications, Plastics & Packaging, Recruitment, Support Services, Transport/Distribution 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 us an email.

Alternatively, please email mark.eardley@langcliffeinternational.com

- AEROSPACE & DEFENCE
- BUILDING PRODUCTS
- CONSTRUCTION
- ELECTRONIC
- FOOD & BEVERAGES
- ICT
- INDUSTRIAL/MANUFACTURING
- MARKETING COMMUNICATIONS
- PLASTICS & PACKAGING
- RECRUITMENT
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION

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

- GENERALIST

AEROSPACE & DEFENCE

281364 - UAS SURVEILLANCE SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of camera gimbles for unmanned aerial systems (UAS);• Offers gimbles and accompanying software;• Serves customers in the government and defence sectors;• Located in the US.	<ul style="list-style-type: none">• Manufacturer of specialist UAS surveillance systems;• Offering solutions for geospatial and geolocation applications;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

BUILDING PRODUCTS

276019 - CONSTRUCTION PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Design and stock-holding company;• Stocks a wide range of PVCu and aluminium products including steel sheets, rainwater systems, windows, doors, louvers and wall panels;• Designs products for fabrication and installation in commercial and residential buildings;• Serves customers in the construction industry.	<ul style="list-style-type: none">• Stockholders and suppliers of construction products;• Specialising in architectural aluminium and plastic products;• Located in the UK;• EBITDA between £250k-£2m.

Location: Northern Ireland

CONSTRUCTION

254515 - FORKLIFT TRUCK HIRE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of forklift truck hire services;• Provides short-term, long-term and rehire rental of branded machines;• Offers bespoke refurbishment, maintenance and equipment training services;• Operates across the UK.	<ul style="list-style-type: none">• Providers of forklift hire, sales and aftercare services;• Focusing on geographic expansion;• Located in the UK;• EBITDA between £400k-£1.5m.

Location: England

269418 - HOISTS & WORK PLATFORMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian limited liability company;• Specialist in the rental and sale of work platforms and hoists;• Exclusive distributor for a blue-chip European brand;• Distributes across Belgium and Luxembourg.	<ul style="list-style-type: none">• Manufacturers and retailers of hoists and work platforms;• Rental businesses offering hoists and work platforms;• Businesses renting or selling equipment and materials used on construction sites;• Operating in transport and site layout verticals;• Located in Belgium, Luxembourg and Northern France;• Minimum EBITDA €1m.

Location: Belgium

268695 - PROPERTY REPAIR & RESTORATION SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of leak detection, prevention and property restoration services;• Offers water ingress, building defects, drainage CCTV, mould decontamination and asbestos sampling services;• Serves customers in the domestic and commercial property and insurance sectors;• Operates across the UK.	<ul style="list-style-type: none">• Providers of property repair and restoration services;• Specialising in water issues and waste and cost reduction;• Located in the UK;• EBITDA between £250k-£2m.

Location: England

ELECTRONIC

265902 - PRINTED CIRCUIT BOARDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Manufacturer of high-tech PCBs;• Supplies HDI, rigid, rigid-flex and flex PCBS for time critical requirements;• Located in Europe, the US and China.	<ul style="list-style-type: none">• Producers of printed circuit boards;• Serving customers in a range of end markets;• Located in Europe and the US;• Maximum turnover €20m.

Location: Italy

FOOD & BEVERAGES

277848 - FROZEN READY MEALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian privately-owned;• Manufacturer of frozen ready meals;• Offers tailor-made private label products;• Serves European supermarket, home vending and foodservice brands.	<ul style="list-style-type: none">• Manufacturers of frozen ready meals;• Focusing on savoury products, with no interest in desserts;• Serving HORECA and retail customers;• Located in the UK;• Turnover between €10m-€30m.

Location: Belgium

ICT

279989 - VERTICAL SAAS COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Group of vertical SaaS companies;• Specialists in long term buy-and-builds;• Located in the US, with an office in the Southwest.	<ul style="list-style-type: none">• Developers of vertical market software;• SaaS companies;• Verticals of interest include hospitality, government, education, legal and business services;• Preference for high levels of recurring revenue;• Located in North America, Europe and Australia;• Minimum turnover US\$3m.

Location: USA

279964 - MANAGED IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Holding company;• Invests in business services companies;• Portfolio of eight platform companies;• Supports growth for an indefinite period.	<ul style="list-style-type: none">• Providers of managed IT, government and application management services;• High levels of recurring revenue;• Located in North America and Europe;• Minimum EBITDA US\$2m.

Location: USA

281380 - TAXATION CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• B2B FinTech company;• Identifies tax credit and handles the whole reclaim process for corporate clients;• Offers a range of services including VAT refunds and loans, invoice financing and fund raising support;• Operates across the UK.	<ul style="list-style-type: none">• Providers of taxation consultancy services;• Supporting corporate clients;• Located in the UK;• EBITDA between £250k-£2m.

Location: England

275376 - IT MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of document management system support services;• Provides access, expertise and training services in third party software including iManage;• Supports professional service firms globally.	<ul style="list-style-type: none">• Providers of IT managed services;• Developers of business support software;• Serving the legal and professional service sectors;• Located in the UK;• Turnover between £5m-£30m.

Location: England

INDUSTRIAL/MANUFACTURING

278146 - FLUID CONVEYANCE, CONTROL & MEASUREMENT PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Distributor of fluid conveyance, control and measurement products;• Serves OEMs and contractors operating in the water treatment, chemical, laboratory, and food and beverage end markets.	<ul style="list-style-type: none">• Distributors of fluid conveyance, control and measurement products;• Offering pipes, tubing, valves, pumps, tanks and related fittings;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

276534 - DISTRIBUTORS OF FASTENERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Distributor of speciality fasteners;• Provider of custom parts manufacturing, vendor managed inventory, and technical value-added services;• Supplies other distributors;• Located across the US and Canada.	<ul style="list-style-type: none">• Master distributors of fasteners;• Offering speciality, metric and custom fasteners and related products;• Located in North America and Western Europe;• Minimum EBITDA US\$1m.

Location: USA

MARKETING COMMUNICATIONS

278044 - MARKET RESEARCH & INSIGHT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Social and market research agency;• Provides tailored research solutions including data collection, analytics and reporting;• Serves a range of private, public and voluntary sector clients;• Operates across the UK.	<ul style="list-style-type: none">• Providers of market research and insight services;• Specialising in full-service and bespoke solutions;• Located in the UK;• EBITDA between £250k-£2m.

Location: England

281532 - FINANCIAL SOFTWARE, DATA & NEWS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of real-time insight and analytics of the global financial markets;• Offers a subscription-based service;• Supports professional traders in making informed investment decisions;• Operates across Europe, the US and Asia.	<ul style="list-style-type: none">• Developers of software supporting the financial industry;• Providers of financial data and news;• Focusing on global expansion;• Located in the UK;• Turnover between £5m-£30m.

Location: England

PLASTICS & PACKAGING

281478 - FOOD PACKAGING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of rigid and flexible packaging;• Primarily serves fresh produce and ready-meal end markets;• Manufactures trays, baskets, bags and films;• Produces paper, cardboard, R-PET, PLA and customised film solutions;• Located in Italy and Spain.	<ul style="list-style-type: none">• Manufacturers of food packaging solutions;• Offering paper, cardboard, plastic and film products;• Primarily serving fruit and vegetables end markets;• Located in Western Europe;• EBITDA between US\$1m-US\$15m.

Location: Italy

RECRUITMENT

266399 - INTERNATIONAL RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Irish PE-owned;• Workforce management platform;• Connects temporary and casual workers with vacant shifts;• Places candidates in the education, hospitality, healthcare, industrial and retail markets;• Offers services across the UK.	<ul style="list-style-type: none">• International recruitment companies;• Focusing on the healthcare sector;• Providers of talent management software, employee benefits and wellbeing services;• Providers of outsourced healthcare and fostering services;• Located in Europe, with some foothold in the UK;• EBITDA between €500k-€1.5m.

Location: England

SUPPORT SERVICES

264408 - WORKPLACE SAFETY CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of workplace safety and risk management consultancy services;• Specialises in fire, process safety, and emergency management;• Serves customers in all sectors;• Located globally.	<ul style="list-style-type: none">• Workplace safety consultancies;• Offering fire and building safety, risk and emergency management, security, forensics and related training services;• Located globally;• EBITDA between US\$1m-US\$6m.

Location: USA

280198 - ENTERPRISE TRAINING COURSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Specialist investment platform;• Invests in enterprise training businesses;• Preference for IT and technology training.	<ul style="list-style-type: none">• Providers of enterprise training and professional development courses;• Offering IT and technology training;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

281402 - TECH-ENABLED SCREENING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of tech-enabled employee screening, background checks and workplace health and safety checks;• Includes drug testing, industry background compliance, financial due diligence and onboarding services;• Serves customers across a range of sectors;• Located in the US.	<ul style="list-style-type: none">• Providers of tech-enabled employee screening and compliance services and background checks;• Serving customers in highly regulated end-markets;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

281538 - UMBRELLA PAYROLL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Umbrella payroll services provider;• Serves contractors and freelancers in the veterinary, education and public sectors;• Operates across the UK.	<ul style="list-style-type: none">• Contractor-based umbrella payroll companies;• Serving workers under temporary employment;• Located in the UK;• EBITDA between £500k-£4m.

Location: England

TRANSPORT/DISTRIBUTION

276853 - THIRD-PARTY FREIGHT FORWARDING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of third-party freight forwarding services;• Offers a range of services including origin cargo management, freight management and e-commerce fulfilment;• Located globally.	<ul style="list-style-type: none">• Providers of third-party freight forwarding services;• Serving customers in the manufacturing and e-commerce sectors;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

GENERALIST

256889 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-firm;• Invests in mid-market companies;• Takes a majority shareholding;• Provides buy-out solutions;• Operates across the UK.	<ul style="list-style-type: none">• Sectors of interest include financial services, leisure, hospitality, food and beverage and specialist care homes sectors;• Located in the UK;• Minimum EBITDA £3m.

Location: England

257516 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE Firm;• Strong experience investing in the lower middle-market;• Pursues a buy-and-build strategy;• Active across the UK.	<ul style="list-style-type: none">• Sectors of interest include healthcare, education services, business services, leisure and consumer;• No interest in tech;• Located in the UK, Germany, Spain and Portugal;• EBITDA between £4m-£15m.

Location: England

273303 - ITALIAN INVESTMENT PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Italian Investment Platform;• Alternative asset management platform;• Focuses on private equity and real estate investments;• Invests through over 70 funds;• Manages c.€25bn AUM.	<ul style="list-style-type: none">• Real estate;• Private equity, restructuring, NPL, ESG and liquid investments;• Located in Italy;• Minimum EBITDA €5m.

Location: Italy

279333 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in software and tech-enabled and consumer service businesses;• Preference for buy-outs, recapitalisations and carve-outs.	<ul style="list-style-type: none">• Sectors of interest include software, business services and consumer services;• Preference for repeat or recurring revenues;• Located in North America, Europe and Australia;• EBITDA between US\$1m-US\$50m.

Location: USA.

275032 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in the North American mid-market;• Targets complex situations and build-ups;• Operates over 50 platform investments.	<ul style="list-style-type: none">• Sectors of interest include healthcare, industrials, aerospace and defence, and business services;• Controlling stakes;• Located in North America and Western Europe;• Minimum EBITDA US\$10m.

Location: USA

276559 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in healthcare, industrial and service businesses;• Preference for growth, consolidation and buy-out investments;• Located in the US.	<ul style="list-style-type: none">• Sectors of interest include healthcare, industrial and business services;• Management team in place;• Located in North America;• Minimum EV US\$100m.

Location: USA

272182 - UK PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE firm; • Invests in mid-market growth companies; • Provides buy-outs, partial exits, MBOs and growth capital; • Takes a majority or minority shareholding. 	<ul style="list-style-type: none"> • Sectors of interest including industrial, manufacturing, engineering, healthcare, consumer, software; • Located in the UK and Northern Europe; • Minimum EBITDA £5m.

Location: England**269548 - BELGIAN PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Belgian PE firm; • Invests in branded consumer businesses; • Investment types include growth capital, replacement capital, owner buy-outs, management buy-outs, management buy-ins and turnaround investments; • Active across Europe. 	<ul style="list-style-type: none"> • Consumer facing businesses; • Invests in both brands and products; • Located across Europe, with no interest in the UK; • Sales between €10m-€120m; • EBITDA between €2m-€20m.

Location: Belgium**272670 - UK SEARCH FUND** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK search fund; • Focuses on long-term ownership and growth; • Provides management solutions; • Currently has one company in the portfolio; • Backed by 30-50 HNWI investors. 	<ul style="list-style-type: none"> • Providers of B2B business services; • Sectors of interest including engineering, equipment hire, HVAC, safety, technology and vets; • Located in the UK; • Recurring revenues; • EBITDA between £500k-£3m.

Location: England

271563 - UK SEARCH FUND *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK search fund;• Focuses on long-term ownership and growth;• Provides management solutions;• Backed by a group of HNWIs;• Based in London.	<ul style="list-style-type: none">• Providers of B2B services;• Sectors of interest include catering suppliers, compliance, environmental, healthcare, packaging, SaaS and safety;• Located in England;• Recurring revenues;• EBITDA between £700k-£5m.

Location: England

281245 - DUTCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE firm;• Partners with existing families, founders and management;• Invests in SMEs through growth capital, buy-outs and buy and build situations;• Operates across the Benelux.	<ul style="list-style-type: none">• SMEs;• Activities in the industrial, business service and technology sectors;• Noncyclical, with high margins;• Located in the Benelux;• EBITDA between €500k-€2m.

Location: Netherlands