



Langcliffe International

NEWLY ENGAGED BUYERS

WITH BELOW £1M EBITDA CRITERIA

OCTOBER 2022

Sectors Featured Include: Building Products, Construction, Electronic, Food & Beverages, Healthcare Providers, ICT, Industrial/Manufacturing, Leisure, Marketing Communications, Recruitment, Retail/Consumer, Soft FM, Support Services 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 us an email.

Alternatively, please email mark.eardley@langcliffeinternational.com

- BUILDING PRODUCTS
- CONSTRUCTION
- ELECTRONIC
- FOOD & BEVERAGES
- HEALTHCARE PROVIDERS
- ICT
- INDUSTRIAL/MANUFACTURING
- LEISURE
- MARKETING COMMUNICATIONS
- RECRUITMENT
- RETAIL/CONSUMER
- SOFT FM
- SUPPORT SERVICES

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

- GENERALIST

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

12052 - HARDWARE & BUILDING MATERIALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Retailer of home improvement supplies;• Offers a range of DIY materials, tools and fixtures;• Operates across the UK.	<ul style="list-style-type: none">• Retailers of hardware and building materials;• Operating B2C and B2B;• Located in the UK;• Minimum EBITDA £500k.

Location: England

CONSTRUCTION

281343 - BUILDING SERVICE CONTRACTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of mechanical and electrical services;• Offers a range of services across heating, cooling, ventilation and water treatments;• Serves customers in the healthcare, life science, defence and education sectors;• Operates across England.	<ul style="list-style-type: none">• Building services contractors;• Offering design, installation and maintenance services for HVAC systems;• Located in the UK;• Minimum EBITDA £250k.

Location: England

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 re-hire 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

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

281527 - SPECIALTY WIRES, CABLES & CONNECTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of specialty wires and cables;• Specialises in solutions for harsh environments and fire protection;• Serves heavy industrial, MRO, OEM and fire protection markets.	<ul style="list-style-type: none">• Providers of speciality wires, cables and connectors;• Offering custom solutions for high temperature, harsh environment and specialty applications;• Located in North America and Europe;• Profitable;• Minimum turnover US\$1m.

Location: USA

281509 - AUTOMATED & SMART STORAGE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of automated retail and smart storage solutions;• Developer of accompanying asset management software;• Manufactures automated dispensing, self-service kiosks, smart lockers and storage solutions;• Located in the US and Europe.	<ul style="list-style-type: none">• Manufacturers of automated retail and smart storage solutions;• Developers of asset management software solutions;• Serving retail and corporate end-markets;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: Canada

FOOD & BEVERAGES

274961 - CHILLED & FROZEN SEAFOOD *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Spanish PE-owned;• Distributor of fish and seafood products;• Transforms, distributes and commercialises frozen and chilled products;• Distributes products under an own brand;• Works with a network of suppliers;• Exports products to over 20 countries.	<ul style="list-style-type: none">• Distributors of chilled and frozen fish and seafood products;• Distributing products through retail channels;• Located in Europe;• Minimum EBITDA €500k.

Location: Portugal

HEALTHCARE PROVIDERS

276369 - EMPLOYEE HEALTHCARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of employee healthcare management services;• Focuses on the safety, health and wellbeing of employees;• Serves FTSE listed companies, multi nationals and NHS healthcare trusts;• Operates across the UK.	<ul style="list-style-type: none">• Employee healthcare providers;• Offering services including case and claims management, risk assessments, consultancy, health screening and lifestyle management;• Located in the UK;• Minimum EBITDA £200k.

Location: England

263139 - RESIDENTIAL CARE HOMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Healthcare provider;• Specialises in learning disabilities;• Located in the South East of England.	<ul style="list-style-type: none">• Residential care homes and supported living services within the learning disability sector;• Minimum weekly average fees £2,500 per resident;• Located within a two-hour driving distance of North London;• Maximum EBITDA £500k.

Location: England

257440 - COSMETIC & PLASTIC SURGERY CLINICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of cosmetic surgery;• Offers a range of procedures including liposuction, hair transplants and rejuvenation;• Operates clinics across the UK.	<ul style="list-style-type: none">• Cosmetic and plastic surgery clinics;• Offering services including skin treatments, hair transplantation, cosmetic surgery and body sculpting;• Located in the UK;• Minimum EBITDA £200k.

Location: England

ICT

275491 - ENTERPRISE IT CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of comprehensive enterprise IT services and consultancy solutions;• Offers software development, implementation, process automation and managed services;• Customers include medium and large companies, and public organisations;• Located across the DACH region.	<ul style="list-style-type: none">• Enterprise IT consultancies and service providers;• Offering services including business intelligence, identity and access management;• 20-500 employees;• Located in the DACH region;• Minimum EBITDA €250k.

Location: Germany

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

281050 - AI & MACHINE LEARNING SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of a contact centre analytics software platform;• Offers customer engagement, customer services and staff coaching insights and solutions;• Serves call centres in the insurance, retail and banking sectors.	<ul style="list-style-type: none">• Developers of AI and machine learning software;• Offering insights, analytics and supporting tools for customer service, engagement and coaching purposes;• Serving call centres;• Located in the UK;• Minimum EBITDA £500k.

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 customers in the legal and professional service sectors;• Located in the UK;• Turnover between £5m-£30m.

Location: England

259121 - SMART TRANSPORT TECHNOLOGIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Luxembourgian PE-owned;• Provider of secure IoT connectivity solutions;• Focuses on secure critical communications and secure data;• Operates in five smart verticals: transport, alarms, surveillance, rescue and care;• Operates across Europe.	<ul style="list-style-type: none">• Smart transport technologies for HCV telematics;• Strong focus on FMS systems;• Smart alarm technologies for transmission signal monitoring;• Smart surveillance technologies for mobile video surveillance;• Smart rescue safety solutions for schools, workplaces, public spaces and emergency services;• Smart care solutions including tech-enabled alarm solutions for elderly care facilities;• Located across Europe;• Minimum EBITDA €500k.

Location: Sweden

INDUSTRIAL/MANUFACTURING

387 - FENCING MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of fencing products;• Offers products including perimeter fencing panels, industrial welded mesh and gabions;• Specialises in high security and industrial applications;• Located in the North of England.	<ul style="list-style-type: none">• Volume manufacturers of welded wire mesh fencing panels;• Located in the UK, with a preference for Yorkshire;• Minimum EBITDA £250k.

Location: England

LEISURE

281143 - LEISURE PARKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Events management group;• Owns and operates theme parks, holiday resorts, entertainment venues and attractions;• Operates sites and venues across the UK.	<ul style="list-style-type: none">• Leisure parks;• Indoor and outdoor attractions;• Located in the UK;• Minimum EBITDA £500k.

Location: England

MARKETING COMMUNICATIONS

258243 - SOCIAL MEDIA MARKETING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Web and social media marketing agency;• Offers consultancy, design and production services;• Expertise in the areas of campaign and content strategies, brand design, CRM and fan engagement;• Operates across Europe, the Middle East and Asia.	<ul style="list-style-type: none">• Providers of social media marketing services;• Supporting customers in enhancing their CRM and brand visibility through apps and advertising;• Located in Europe;• Minimum EBITDA €250k.

Location: France

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

280245 - ONLINE ADVICE PLATFORMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of an online advice platform;• Facilitates phone and web-based conversations between advice-seekers and coaches;• Includes psychic/spiritual, life, relationship, career and peer-to-peer advice amongst others;• Owner of astrology media brands;• Located in the US and Germany.	<ul style="list-style-type: none">• Online advice platforms;• Providers of professional, personal and spiritual advice and mentorship;• Including astrology media producers;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

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

RECRUITMENT

276899 - STAFFING & CONSULTANCY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of specialty staffing and consulting services;• Places candidates in the life sciences, IT, engineering and healthcare sectors;• Offices located throughout the US and Europe.	<ul style="list-style-type: none">• Providers of specialty staffing and consulting services;• Focusing on life sciences and lab testing end markets;• Located in the US and Europe;• Minimum EBITDA £250k.

Location: USA

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

RETAIL/CONSUMER

271157 - FLOWER DISTRIBUTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Online retailer and distributor of flowers;• Delivers bouquets direct to consumers' doors;• Operates across the UK and the Netherlands.	<ul style="list-style-type: none">• Distributors of flowers;• Located across the Benelux region and the UK;• Minimum EBITDA €500k.

Location: Netherlands

274277 - MERCHANDISING & TIE-IN PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Manufacturer and distributor of official merchandise;• Products range from clothing and homeware to luggage, mugs and posters;• Operates across Europe and the US.	<ul style="list-style-type: none">• Providers of official merchandise and tie-in products;• No textiles considered;• Themes including pop culture, TV shows, movies and comic licensed products;• Located in Europe and the US;• Minimum EBITDA €250k.

Location: France

SOFT FM

281482 - SECURITY & SURVEILLANCE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of security systems, monitoring and surveillance services;• Serves private, commercial and public sector customers;• Offers personal security, rapid response, access control, fire protection, alarm and remote surveillance solutions.	<ul style="list-style-type: none">• Providers of security and surveillance solutions;• Offering bespoke systems and services for personal, home, enterprise and public sector customers;• Located in Italy and Spain;• Minimum EBITDA US\$500k.

Location: Italy

280901 - FIRE & SECURITY SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of security and fire protection solutions and services;• Operates across the Midlands.	<ul style="list-style-type: none">• Providers of fire protection equipment, CCTV and access control systems;• Offering installation and maintenance services;• Located in the Midlands;• Minimum turnover £1m;• Preference for a retirement sale.

Location: England

SUPPORT SERVICES

256499 - DATA ANALYTICS & VERIFICATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of fraud investigation and security solutions;• Offers surveillance, claim investigation, counter-fraud programmes and record retrieval services;• Serves stakeholders, governments and regulators;• Operates across the UK, the US and Ireland.	<ul style="list-style-type: none">• Providers of data analytics and verification services;• Offering counter-fraud programmes, desktop investigations and compliance solutions;• Located in the UK;• Minimum EBITDA £500k.

Location: England

260288 - ROAD USER & CYCLING COURSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of specialist education courses;• Topics include speed awareness, drink driving, cycle safety and road safety;• Offers courses to public and private sector clients;• Also offers road safety management services including driving license and insurance checks;• Training venues located across the UK.	<ul style="list-style-type: none">• Providers of road and cycling training and education courses;• Working with local authorities, local law enforcement and private sector clients;• Located in the UK;• Minimum EBITDA £250k.

Location: England

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Environmental consultancy group;• Offers a range of services including air quality monitoring, emissions testing and occupational hygiene consultancy;• Operates across the UK.	<ul style="list-style-type: none">• Environmental consultancies;• Offering environmental compliance and maintenance services;• Located in England, Wales and Scotland;• Minimum EBITDA £250k.

Location: England

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of umbrella payroll services;• 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

GENERALIST

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