



NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

NOVEMBER 2022

**Sectors Featured Include:** Chemicals, Health/Pharma, Healthcare Providers, ICT, Industrial/manufacturing, Leisure, Print, Recruitment, Retail/Consumer, 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](mailto:mark.eardley@langcliffeinternational.com)

- [CHEMICALS](#)
- [HEALTH/PHARMA](#)
- [HEALTHCARE PROVIDERS](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
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Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- [GENERALIST](#)

## CHEMICALS

### 281273 - LIQUID CHEMICAL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Group of contract manufacturers;</li><li>• Develops and manufactures liquid chemical agents for cleaning and personal products;</li><li>• Markets products under own brands and offers private label services;</li><li>• Facilities located in the Netherlands and Germany.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of liquid chemical products;</li><li>• Manufacturing toiletries, cleaning products and household chemicals;</li><li>• Own brands and private labels;</li><li>• Located in the Benelux and Germany;</li><li>• Maximum revenue €60m;</li><li>• EBITDA between €1m-€4m.</li></ul>

**Location: Netherlands**

## HEALTH/PHARMA

### 280439 - MEDICAL TESTING LABORATORIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of contract laboratory testing services;</li><li>• Specialises in the testing of pharmaceuticals and medical devices;</li><li>• Provides quality assurance and consultancy services;</li><li>• Located in UK.</li></ul>	<ul style="list-style-type: none"><li>• Medical testing laboratories;</li><li>• Offering analytical chemistry, biocompatibility, medical and pharmaceutical device testing services;</li><li>• Located in the UK, Europe and the US;</li><li>• EBITDA between £500k-£3m.</li></ul>

**Location: England**

## HEALTHCARE PROVIDERS

### 258222 - RESIDENTIAL HEALTHCARE PROVIDERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Residential healthcare provider;</li><li>• Provides support for people with mental health needs, learning difficulties, autism and acquired brain injuries;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Residential healthcare providers for adults with mental health and learning difficulties;</li><li>• Properties with less than 10 beds;</li><li>• Located in the UK;</li><li>• Maximum turnover £20m.</li></ul>

**Location: England**

### 266395 - UK SEARCH FUND *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK search fund;</li><li>• Funded by a combination of HNWI, family office and institutional funds;</li><li>• Makes long-term investments;</li><li>• Investing out of two funds.</li></ul>	<ul style="list-style-type: none"><li>• Healthcare businesses;</li><li>• Providers of medical devices, equipment and repair services;</li><li>• Serving the NHS and private hospitals;</li><li>• Asset-light businesses;</li><li>• Second tier management in place;</li><li>• Recurring revenues and low customer concentration;</li><li>• Located in the UK;</li><li>• EBITDA between £1m-£4m;</li><li>• EBITDA margin &gt;15%.</li></ul>

**Location: England**

## ICT

### 267803 - IT SERVICES & CLOUD SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• IT managed service provider;</li><li>• Offers a range of services including 24/7 IT outsourcing, cloud and helpdesk;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of IT support services and cloud solutions;</li><li>• Located in the UK;</li><li>• EBITDA between £350k-£1.5m.</li></ul>

**Location: England**

### 276694 - SOFTWARE & CONSULTANCY FIRMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch privately-owned;</li><li>• Provider of scalable management and technology consulting services;</li><li>• Offers cyber security, operational efficiency, coding, data quality, digital solutions, resource management and advanced analytics services;</li><li>• Active in a wide range of industries;</li><li>• Works in partnerships with major technology providers;</li><li>• Located globally.</li></ul>	<ul style="list-style-type: none"><li>• Software and consultancy firms;</li><li>• Focusing on strategy, operations and IT, supporting clients in digital transformations, regulations and advanced analytics;</li><li>• Serving the banking, insurance, consumer, retail, public services, automotive and manufacturing sectors;</li><li>• Particular interest in Salesforce, sourcing and procurement, data and analytics, AI, SAP, people transformations, sustainability and cloud computing;</li><li>• Headcount between 20-200;</li><li>• Located in Europe with a preference for Germany and France;</li><li>• Revenue between €5m-€30m.</li></ul>

**Location: Netherlands**

## 277109 - IT OUTSOURCING COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Provider of cloud and ICT outsourcing solutions;</li><li>• Aims to ensure clients' IT infrastructure runs smoothly;</li><li>• Focuses on specific market verticals.</li></ul>	<ul style="list-style-type: none"><li>• IT outsourcing companies;</li><li>• Providers of cloud services and products;</li><li>• Vertical MSP companies and providers of public and managed cloud services;</li><li>• Active in any sector;</li><li>• Management willing to stay post-transaction;</li><li>• Located in Northern and Southern Europe;</li><li>• No interest in CEE or the UK;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Netherlands**

## 282036 - ENERGY MANAGEMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Provider of energy software and services;</li><li>• Offers a proprietary software platform focused on energy data management;</li><li>• Collects and presents real-time data, allowing energy suppliers to balance supply and demand;</li><li>• Offers complementary consultancy services;</li><li>• Serves producers and consumers of energy;</li><li>• Located in the Netherlands and Portugal.</li></ul>	<ul style="list-style-type: none"><li>• SaaS businesses in the energy management software space;</li><li>• Offering energy planning and management services;</li><li>• Focusing on energy optimisation, customer engagement, AI, big data and digital tools;</li><li>• Located in Europe with a preference for the UK and Germany;</li><li>• Maximum revenue €10m.</li></ul>

**Location: Netherlands**

## INDUSTRIAL/MANUFACTURING

### 275112 - PNEUMATIC & HYDRAULIC TOOLS & PARTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Manufacturer and retailer of tools for use in potentially explosive environments;</li><li>• Tools include saws, drills, fans, wrenches and grinders;</li><li>• Drive products include a wide range of pneumatic and hydraulic drives;</li><li>• Markets products through a network of retail and wholesale partners across Europe, the US and South Africa.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of pneumatic and hydraulic tools, hydraulic spare parts and hydrostatic compact gears;</li><li>• Located in Europe with a preference for the DACH region;</li><li>• Revenues up to €20m.</li></ul>

**Location: Germany**



## LEISURE

### 263751 - KIDS HOLIDAY CAMPS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of activity holiday camps and childcare services;</li><li>• Camps are available for children aged 4-14 years;</li><li>• Offers skill building classes, swimming lessons and over 80 other activities;</li><li>• Operates across the South and South East of England.</li></ul>	<ul style="list-style-type: none"><li>• Providers of kids' holiday camps;</li><li>• Located in the South of England;</li><li>• EBITDA between £250k-£2m.</li></ul>

**Location: England**

## PRINT

### 275109 - POS MARKETING PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Manufacturer of advertising materials;</li><li>• Offers a full service from consultation to delivery;</li><li>• Offers packaging, displays, mailings and advent calendars;</li><li>• Located in Europe.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturer of POS marketing products;</li><li>• Offering displays, packaging, effect cards and folders;</li><li>• Located in the DACH region;</li><li>• Maximum revenue €20m.</li></ul>

**Location: Germany**

### 275108 - PRINTING HOUSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Developer, producer and distributor of print media;</li><li>• Offers a full service from graphic designs and preparation to printing;</li><li>• Offers packaging, pop-up books, image brochures, invoice papers, POS materials and magazines.</li></ul>	<ul style="list-style-type: none"><li>• Printing houses;</li><li>• Providers of offset and digital printing services;</li><li>• Located in the DACH region or the Czech Republic;</li><li>• Maximum revenue €20m.</li></ul>

**Location: Germany**

## RECRUITMENT

### 275111 - HR & RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Provider of talent acquisition and management products and services;</li><li>• Offers software for applicant management, candidate relationship marketing, job boards and multiple postings;</li><li>• Offers employer branding strategies, personnel marketing and sourcing, career website development and ad management services;</li><li>• Products and services offered across Germany.</li></ul>	<ul style="list-style-type: none"><li>• HR and recruitment software and services;</li><li>• Software across recruitment, talent management and workforce management, etc;</li><li>• Services focused around employee identification, recruitment and management;</li><li>• Located in the DACH region;</li><li>• Maximum revenue €20m.</li></ul>

**Location: Germany**

## RETAIL/CONSUMER

### 277806 - E-COMMERCE BABY & MATERNITY BRANDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• E-commerce acquisition platform;</li><li>• Acquires and expands Amazon FBA brands;</li><li>• Backed by a group of international investors.</li></ul>	<ul style="list-style-type: none"><li>• E-commerce baby and maternity brands;</li><li>• Majority of revenue from Amazon FBA;</li><li>• Located in the UK;</li><li>• Minimum turnover £1m;</li><li>• EBITDA between £500k-£3m.</li></ul>

**Location: England**

### 275110 - DIETARY SUPPLEMENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Manufacturer of dietary supplements containing bitter substances;</li><li>• Products include a range of bitter substance drops, capsules, powders;</li><li>• Bitter substances are sourced from plants, vegetables and fruit such as artichokes, oranges, dandelion root, turmeric, fennel, ginger, etc;</li><li>• Products are marketed under their own brand and are sold through their own online store, through Amazon and in over 4,000 physical stores across Germany.</li></ul>	<ul style="list-style-type: none"><li>• Dietary supplements;</li><li>• Based on raw ingredients containing bitter substances;</li><li>• Located across Europe with a preference for DACH;</li><li>• Revenues up to €20m.</li></ul>

**Location: Germany**

## SUPPORT SERVICES

### 11996 - BUSINESS SUPPORT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of recruitment consultancy services;</li><li>• Supports recruiters looking to run their own recruitment business;</li><li>• Provides ongoing business and back-office support including, accounting, payroll, legal compliance and operational guidance;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of business support services;</li><li>• Supporting the recruitment sector;</li><li>• Offering back office and financial support and strategic consultancy services;</li><li>• Located in the UK;</li><li>• EBITDA between £250k-£2m.</li></ul>

**Location: England**

## TRANSPORT/DISTRIBUTION

### 277086 - TRANSPORT, LOGISTICS & STORAGE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of logistics and warehousing services;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of transport, logistics and storage services;</li><li>• Located in the Nordics, the DACH region, Singapore and the UK;</li><li>• Minimum EBITDA £2m;</li><li>• Steady profitability;</li><li>• EBITDA margin &gt;10%.</li></ul>

**Location: England**

## GENERALIST

### 266865 - GERMAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE firm;</li><li>• Invests in medium-sized companies;</li><li>• Acts as a family equity investor;</li><li>• Targets succession situations, spin-offs, shareholder changes and MBOs and MBIs;</li><li>• Takes a majority shareholding.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include consumer goods, industrial, healthcare, media and software;</li><li>• Located in the DACH region;</li><li>• Sales between €10m-€150m.</li></ul>

**Location: Germany**

### 256725 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE firm;</li><li>• Invests own capital;</li><li>• Backs MBOs, partial or full disposals and offers development capital;</li><li>• Offers operational support;</li><li>• Over 10 investments to date;</li><li>• Active across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include building products, education, healthcare, manufacturing, soft FM services and software;</li><li>• Strong management team in place;</li><li>• Located in the UK;</li><li>• Turnover between £3m-£30m;</li><li>• EBITDA between £750k-£2m.</li></ul>

**Location: England**

**267469 - UK PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• UK PE firm;</li> <li>• Collaborates with firms to help them grow;</li> <li>• Focuses on majority investments;</li> <li>• Provides succession protection, development capital, MBOs and carve-outs;</li> <li>• Experience across the renewables sector;</li> <li>• Located in London.</li> </ul>	<ul style="list-style-type: none"> <li>• Providers of B2B services and manufacturing;</li> <li>• Located in England, with a preference for the Midlands and South;</li> <li>• EBITDA between £500k-£5m.</li> </ul>

**Location: England****258639 - FRENCH PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• French PE firm;</li> <li>• Takes majority and minority shareholdings;</li> <li>• Equity ticket between €10m-€400m;</li> <li>• Operates globally;</li> <li>• Offices located in England and France.</li> </ul>	<ul style="list-style-type: none"> <li>• Sectors of interest including healthcare and technology;</li> <li>• Located in Europe and the UK;</li> <li>• Equity cheque between €20m-€50m.</li> </ul>

**Location: France****281559 - SWEDISH PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• Swedish PE firm;</li> <li>• Small cap fund of a larger Nordic investment company;</li> <li>• Active owner with long term investment perspective;</li> <li>• Operates across the Nordics.</li> </ul>	<ul style="list-style-type: none"> <li>• SMES;</li> <li>• Active within or adjacent to business services, manufacturing and processing, industrial technology and software markets;</li> <li>• Established and profitable;</li> <li>• Preference for a sustainable business model;</li> <li>• Located in the Nordics;</li> <li>• Equity tickets between €15m-€150m.</li> </ul>

**Location: Sweden**



**279001 - GERMAN PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE firm;</li><li>• Invests in mid-market companies;</li><li>• Holds private equity, real estate, venture capital and capital market portfolios;</li><li>• Invests from own balance sheet;</li><li>• Takes a shareholding between 25%-100%;</li><li>• Equity investments between €20m-€100m.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include business services, education and training, healthcare and industrials;</li><li>• Located in Germany and the UK;</li><li>• EBITDA between €1m-€30m;</li><li>• EBITDA margin above 15%.</li></ul>

**Location: Germany**

**16227 - UK PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE firm;</li><li>• Finance using combination of equity and debt;</li><li>• Brings in experienced operating partners to take the business forward;</li><li>• Based in the South.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturing, processing, assembly, contracting and distribution;</li><li>• Focus on UK, but also Scandinavia and Western Europe (not France);</li><li>• Turnover between £2m-£20m;</li><li>• EV between £1m-£50m;</li><li>• Minimum EBITDA £400k;</li><li>• EBITDA margin below 20%;</li><li>• Will not consider turnaround or distressed cases;</li><li>• Retiring owners looking for an exit.</li></ul>

**Location: England**