



NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

MARCH 2023

Sectors Featured Include: Automobiles & Parts, Building Products, Construction, Food & Beverages, Health/Pharma, ICT, Industrial/Manufacturing, 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

- [AUTOMOBILES & PARTS](#)
- [BUILDING PRODUCTS](#)
- [CONSTRUCTION](#)
- [FOOD & BEVERAGES](#)
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Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- [GENERALIST](#)

AUTOMOBILES & PARTS

260845 - AUTOMOTIVE INTERIORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Manufacturer of decorative and functional automotive interiors;• Designs and manufactures trim elements and decorative functional elements for all interior areas of a car;• Serves premium automotive OEMs;• Production facilities located across Europe, the Americas and Asia.	<ul style="list-style-type: none">• Manufacturers of automotive interiors;• Offering trim elements, integrated lighting, display panels, seat coverings, speaker grilles and central consoles;• Designing products for use in premium automotives;• Located globally;• Minimum EBITDA €1m.

Location: Germany

BUILDING PRODUCTS

252146 - GLAZING COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Glass merchant;• Offers design, supply, installation and replacement services;• Operates nationally.	<ul style="list-style-type: none">• Glazing companies;• Preference for commercial projects;• Located in the UK;• Maximum turnover £15m.

Location: England

262338 - AGGREGATES & CONCRETE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Group of specialist quarries;• Pursues a buy-and-build strategy;• Invests in and operates construction material assets;• Operates across the UK.	<ul style="list-style-type: none">• Producers of aggregates, concrete, precast concrete and other related materials;• No interest in installation services;• Quarries with nearby operations;• Located in the UK, the Benelux, the DACH region and France;• Minimum EBITDA £1m.

Location: England

CONSTRUCTION

267945 - LOFT & CAVITY WALL INSULATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of loft and cavity wall insulation services;• Offers a full supply and installation service;• Serves house builders, contractors and social housing providers;• Operates across the UK.	<ul style="list-style-type: none">• Providers of building services;• Offering loft and cavity wall insulation solutions;• Located in the North of England;• Turnover between £3m-£10m.

Location: England

FOOD & BEVERAGES

277732 - FROZEN & CHILLED PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swiss PE-owned;• Manufacturer of frozen and chilled food products;• Produces french fries and other specialty potato products;• Serves customers in the foodservice and retail sectors;• Operates domestically.	<ul style="list-style-type: none">• Producers of frozen and chilled food products;• Preference for potato-based products;• Serving customers in the foodservice and retail sectors;• Located in Europe;• Minimum EBITDA €1m.

Location: Switzerland

282820 - DECORATIVE FOOD INGREDIENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Grower and provider of microgreens and edible flowers;• Offers shoots, miniature vegetables, herbs and powdered ingredients;• Serves customers in the foodservice, distribution, restaurant and retail sectors;• Operates across the US.	<ul style="list-style-type: none">• Producers of microgreens and decorative food ingredients;• Growing decorative vegetables, fruit, herbs and specialty items;• Supplying customers in the foodservice and retail sectors;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

251042 - FOOD DISTRIBUTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Importer of ambient, chilled and frozen food;• Distributes products to wholesalers, food processors and catering companies;• Distributes products nationally.	<ul style="list-style-type: none">• Distributors of ambient, chilled and frozen foods;• Operating B2B;• Located in UK, with a preference for London;• Minimum turnover £10m.

Location: England

HEALTH/PHARMA

264377 - MEDICAL DEVICE DISTRIBUTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Supplier of healthcare solutions, consumables, medical devices, equipment and services;• Offers products to all categories of healthcare providers;• High position in the acute hospital sector;• Operates across the UK, Germany, Austria and Ireland.	<ul style="list-style-type: none">• Distributors of medical devices and healthcare consumables, solutions and equipment;• Providers of technical services for all categories of healthcare;• Located in the UK and Ireland;• Minimum EBITDA £2m.

Location: Ireland

282979 - LABORATORY SUPPLIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Group of laboratory equipment specialists;• Offers manufacturing, distribution and related services;• Manufactures and distributes laboratory equipment, consumables, furniture and software;• Serves customers in a range of end markets;• Group members located across Europe.	<ul style="list-style-type: none">• Laboratory supplies specialists;• Offering manufacturing, distribution and support services;• Preference for environmental analysis, pharmaceutical research and food safety testing services;• Located in Europe;• EBITDA between €500k-€5m.

Location: Germany

280050 - FRENCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE firm;• Focuses exclusively on digital health and health software;• Invests ticked from €3m-€15m in shares or convertible bonds;• Operates across Europe.	<ul style="list-style-type: none">• Providers of software and data platforms;• Serving the healthcare market;• Operating B2B and B2C;• Located in Europe;• Turnover between €2m-€50m;• Should be profitable.

Location: France

ICT

282072 - INFRASTRUCTURE MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• MTAA-listed;• Group of cloud and cyber security companies;• Offers cloud, business continuity, cyber security and SaaS services;• Offers services from an in-house developed delivery platform;• Integrated platform with existing SAP, Oracle, Microsoft Dynamics and e-commerce ecosystems;• Serves customers operating in a range of end markets;• Group members located across Italy and Germany.	<ul style="list-style-type: none">• Providers of critical application and infrastructure management services and software;• Business models focused on recurring revenues and multi-annual contracts;• Located in Europe with a preference for the Benelux, the DACH region and Spain;• Turnover between €5m-€50m;• EBITDA margins between 15%-25%.

Location: Italy

281658 - LIFE SCIENCES SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of data and application software;• Offers solutions for workflow management, data collection, communications management and decision making;• Serves life sciences businesses, CROs and medical device manufacturers;• Located in the US, Belgium and India.	<ul style="list-style-type: none">• Developers of software solutions for the life sciences sector;• Offering e-clinical, medical affairs and data science services;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

282893 - INDUSTRIAL SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Canadian privately-owned;• Group of software companies;• Invests in vertical software and technology companies serving industrial sectors;• Located across North America and the UK;• Operates globally.	<ul style="list-style-type: none">• Industrial software companies;• Offering mission critical software in niche subsectors;• Preference for waste management, fuel management, utilities, energy, supply chain management, process control, automation, scale management and dispatch solutions;• Located in the UK, Ireland and North America;• Turnover between C\$3m-C\$50m;• Interested in pre-profit companies.

Location: Canada

280267 - SUPPLY CHAIN SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of cloud-based supply chain orchestration software;• Offers last mile, click and collect, 3rd party delivery, fleet and driver management, routing, and driver portals;• Serves customers in the retail, logistics and food and grocery sectors;• Located in the Middle East, the US and the UK.	<ul style="list-style-type: none">• Developers of supply chain orchestration software;• Offering last mile, fleet management, 3rd party delivery and driver solutions;• Located in Asia, Europe and North America;• Minimum EBITDA US\$1m.

Location: Israel

INDUSTRIAL/MANUFACTURING

271077 - NICHE INFRASTRUCTURE TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XSTO-listed;• Infrastructure technology conglomerate;• Operates through a decentralised business model;• Manufactures products within sustainable resource technology and specialist infrastructure;• Activities in all areas of infrastructure;• Comprised of over 30 individual businesses;• Operates across Europe.	<ul style="list-style-type: none">• Manufacturers of niche infrastructure technology products;• Active in the water, energy, air, climate, safety, security, transport, data and communication sectors;• Must have a value-added element, including technology, underlying software or related service streams;• No interest in pure product or service businesses;• Vendor willing to remain for a handover period;• Strong second tier management in place;• Located in the UK, Nordics, Italy and the Netherlands;• EBIT between €1m-€10m;• EBIT margin above 15%.

Location: Sweden

RETAIL/CONSUMER

264338 - BRANDED PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Technology retailer;• Offers laptops, computers, hardware and televisions;• Sells products through stores across the UK and via global e-tailers.	<ul style="list-style-type: none">• Technology retailers selling branded products;• Barcode and epos automation system resellers;• Operating B2B;• White goods, technology and computing resellers;• Operating B2C;• Located in the UK;• Turnover between £5m-£50m.

Location: England

SUPPORT SERVICES

7764 - HEALTHCARE TRAINING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of independent healthcare services;• Offers fully managed pre-hospital care including ambulance and patient transport services;• Serves customers in the public and private healthcare sectors;• Operates across the UK.	<ul style="list-style-type: none">• Healthcare training businesses;• Business management systems relating to training delivery;• Serving the public and private healthcare sectors;• Holding ROTO or ROATP accreditations;• Registered as a Quallsafe training organisation;• Located in the UK;• Maximum EBITDA £2m.

Location: England

283178 - VALUATION PLATFORMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of cost and price data;• Shares data through online applications, publications and data licensing agreements;• Serving customers in the construction, facilities management and insurance sectors;• Operates domestically.	<ul style="list-style-type: none">• Cost benchmarking and valuation platforms;• Providers of construction cost and carbon data;• Operating B2B;• Located in the UK and Europe;• Maximum EBITDA £5m.

Location: England

3485 - TRANSLATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned• Providers of translation services;• Offers transcreation, subtitling, voiceover and document translation services;• Serves corporate clients operating in a range of end markets;• Operates across Europe and the US.	<ul style="list-style-type: none">• Providers of translation services;• Language server protocols focusing on a small range of language services or end markets;• Located in the UK and Europe;• Minimum EBITDA £2m.

Location: England

TRANSPORT/DISTRIBUTION

273320 - TRANSPORT & LOGISTIC SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XPAR-listed;• Group of transport and logistics companies;• Provides transport and logistics, electricity storage and systems, and communication services;• Operates globally.	<ul style="list-style-type: none">• Providers of global transport and logistics services;• Providers of media services;• Serving customers in the music, television and cinema, advertising, editing and video content sectors;• Manufacturers of electric vehicles and energy storage solutions;• Located in Europe and the US;• Minimum EBITDA €1m.

Location: France

263871 - TRANSPORT & LOGISTIC OPERATORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French privately-owned;• Provider of transport and logistic services;• Part of a larger, listed holding group;• Expertise in ports, logistics, energy and railways;• Offers cargo handling, port concessions, fuel and diesel supply and passenger transport services;• Located globally.	<ul style="list-style-type: none">• Transport and logistics operators;• Specialising in multimodal transport;• Active within ports, logistics, energy and railways;• Located globally;• Minimum EBITDA €1m.

Location: France

GENERALIST

265579 - SWISS PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swiss PE firm;• Specialises in buyouts;• Diversified sector interest;• Portfolio of 16 active companies;• Located in the DACH region.	<ul style="list-style-type: none">• Sectors of interest include consumer goods, healthcare, software, logistics, education and safety;• No interest in commodity and banking companies;• No interest in restructuring or turnarounds cases;• Located in the DACH region;• Minimum EBITDA €5m.

Location: Switzerland

10095 - UK PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Invests in MBOs, MBIs, retirement sales and provides growth capital;• Located in the North West of England.	<ul style="list-style-type: none">• Sectors of interest include biotech, medical, pharmaceutical, software, support services and technology;• Must have a strong second tier management team;• Located in the North West of England;• EBITDA between £500k-£1m.

Location: England

282139 - SPANISH PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> Spanish PE firm; Invests in family businesses; Takes an active management role; Invests own capital. 	<ul style="list-style-type: none"> Family-owned businesses; Particular interest in distributors of dental equipment; Located in Europe; Recurring revenues; Minimum EBITDA €50m.

Location: Spain**259120 - US PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> US PE firm; Invests in media, communications, business, information and financial service sectors; Makes majority and minority investments; Located in the US and UK. 	<ul style="list-style-type: none"> Sectors of interest including media, communications, and business and technology services; Particular interest in broadband, business services, communications, cyber security, healthcare IT, insurance services, IoT, logistics, media and software; Located in North America and Europe; Minimum EBITDA US\$5m.

Location: USA**280266 - US PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> US PE firm; Invests in supply chain and logistics businesses; Takes a majority or minority stake; Located in the US. 	<ul style="list-style-type: none"> Supply chain and logistics businesses; Particular interest in transportation, distribution, logistics and supply chain technology providers; Focusing on asset light businesses; Located in North America, Europe and the APAC region; Minimum EBITDA US\$5m.

Location: USA

281941 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE firm; • Specialists in B2B technology businesses; • Invests in buyouts, corporate divestures, broken processes and end-of-fund life investments; • Located in the US. 	<ul style="list-style-type: none"> • B2B technology businesses; • Located in North America, Europe and Australasia; • Minimum turnover US\$10m; • Recurring revenue model; • Profitable or near-term path to profitability.

Location: USA**269551 - US PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE firm; • Specialists in the industrial sector; • Takes a controlling stake; • Offers flexible deal structures. 	<ul style="list-style-type: none"> • Industrial businesses; • Particular interest in advanced manufacturing, engineered products and instrumentation, industrial services, and specialty distribution; • Located in North America; • Minimum EBITDA US\$3m.

Location: USA**269081 - BELGIAN PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Belgian PE firm; • Backs MBIs and MBOs; • Invests own capital; • Takes a majority shareholding; 	<ul style="list-style-type: none"> • Sectors of interest include packaging, distribution, health and pharma, retail and manufacturing; • Headquartered in the Benelux; • Can have an international presence; • EBITDA between €2m-€5m.

Location: Belgium

265740 - GERMAN PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE firm;• Invests in succession situations, growth equity cases and buyouts;• Takes a majority or minority shareholding;• Invests across German speaking Europe and neighbouring countries.	<ul style="list-style-type: none">• Sectors of interest include Industrial, technology, consumer, software, healthcare, construction and business services;• Located in the DACH region and the Benelux;• Minimum EBITDA between €5m-€20m;• EV between €40m-€150m.

Location: Germany

282348 - GERMAN INVESTMENT CONSORTIUM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German investment consortium;• Acquires businesses in the IT sector;• Highly experienced advisory board with extensive sector and IPO experience;• Offers flexible deal structures;• Targets turnaround, operational improvement and assisted growth cases, and carve-outs;• Invests across Europe, the UK, the US and Asia.	<ul style="list-style-type: none">• ICT companies;• Particular interest in software, SaaS, data and telecommunications;• No interest in generic consultancies or recruitment;• Healthcare companies;• Providers of home health and assisted living services;• Located in the DACH region, the UK and the US;• Particular interest in the UK;• EV between €5m-€100m.

Location: Germany