



NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

APRIL 2023

Sectors Featured Include: Aerospace & Defence, Construction, Food & Beverages, Health/Pharma, ICT, Industrial/Manufacturing, Retail/Consumer, Support Services, 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](#)
- [CONSTRUCTION](#)
- [FOOD & BEVERAGES](#)
- [HEALTH/PHARMA](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
- [RETAIL/CONSUMER](#)
- [SUPPORT SERVICES](#)

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

- [GENERALIST](#)

AEROSPACE & DEFENCE

250602 - AEROSPACE PARTS & SERVICES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• US privately-owned;• Provider of aerospace aftermarket and maintenance services;• Focuses on manufacturing spare parts and aircraft component maintenance and overhaul;• Operates globally. | <ul style="list-style-type: none">• Providers of aerospace aftermarket, maintenance, overhaul and repair services;• Suppliers of aerospace spare parts;• Located globally;• Preference for the UK, Germany, Spain and France;• Minimum turnover US\$5m. |

Location: USA

CONSTRUCTION

277622 - EQUIPMENT HIRE *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• UK privately-owned;• Supplier of safety equipment;• Offers specialist height safety equipment for hire and sale;• Serves customers in the construction, oil & gas and support services sectors;• Operates across Scotland and the North of England. | <ul style="list-style-type: none">• Tools, equipment and plant hire businesses;• Most sectors considered but preference for construction;• Located in the North of England and Scotland;• Preference for retirement sales;• No interest in turnarounds or distressed situations;• Maximum EBITDA £2m. |

Location: Scotland

283471 - CONSTRUCTION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• US PE-owned;• Provider of specialist demolition, abatement and environmental services;• Offers deconstruction, decontamination, remediation, waste management, and disaster restoration services;• Serves customers in the industrial, nuclear, healthcare, hospitality and infrastructure sectors;• Operates across the US. | <ul style="list-style-type: none">• Providers of speciality demolition and environmental services;• Offering deconstruction, remediation, decontamination, waste management, and disaster response services for complex facilities;• Serving government and commercial customers;• Located in North America and Europe;• Minimum EBITDA US\$1m. |

Location: USA

FOOD & BEVERAGES

261966 - PET & ANIMAL FEED *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• Swiss privately-owned;• Manufacturer and distributor of animal feed;• Products include premixes, compound feeds, petfood, medicated feeds and additives;• Offers products for a variety of animal types;• Operates domestically. | <ul style="list-style-type: none">• Manufacturers of pet food and animal feed;• Animal nutrition companies considered;• Located in Europe, the Americas and Asia, with no interest in the UK;• Minimum sales €15m. |

Location: Switzerland

HEALTH/PHARMA

279413 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• US PE firm;• Invests in healthcare and life science companies;• Includes biopharmaceutical services and products, HealthTech, medical devices, consumables, and IT services;• Makes majority, minority and growth investments;• Invests between US\$7m-US\$50m per deal;• Operates nationally. | <ul style="list-style-type: none">• Healthcare and life science businesses;• Including pharmaceutical products and services, MedTech, medical devices, and packaging;• Management team in place;• Located in North America and Europe;• Minimum EBITDA US\$2m. |

Location: USA

ICT

283279 - SUPPLY CHAIN SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• Canadian privately-owned;• Provider of a raw material supply chain management software;• Offers weighing, harvest logging and barcoding software solutions;• Serves customers in forestry and agriculture;• Operates across North America. | <ul style="list-style-type: none">• Developers of industrial supply chain management software;• Located in the UK, Ireland and North America;• Interested in pre-profit companies;• Turnover between C\$3m-C\$50m. |

Location: Canada

283277 - SCALE MANAGEMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none">• Canadian privately-owned;• Developer of automated scale management software;• Offers tracking and recording solutions for truck and industrial scale transactions;• Serves customers in the construction, waste, agriculture, forestry and scrap metal sectors;• Operates globally. | <ul style="list-style-type: none">• Developers of industrial scale management software;• Offering PC and cloud-based products;• Located in Northern America, the UK and Ireland;• Turnover between C\$3m-C\$50m. |

Location: USA

INDUSTRIAL/MANUFACTURING

283013 - INDUSTRIAL HOLDING COMPANY *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none">• Swedish privately-owned;• Industrial holding company;• Active and long-term ownership;• Portfolio of 15 companies;• Operates across the Nordics and UK. | <ul style="list-style-type: none">• Manufacturing companies;• Sectors of interest include infrastructure, industry and trade;• Leaders in their individual fields;• Located in Europe;• Minimum EBITDA €1m. |

Location: Sweden

RETAIL/CONSUMER

257090 - JEWELLERY BRANDS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• UK PE-owned;• Jewellery brand;• Products sold in own stores and online;• Located in the UK. | <ul style="list-style-type: none">• Jewellery brands;• Affordable and luxury;• UK headquartered with an international presence;• Minimum turnover £5m. |

Location: England

SUPPORT SERVICES

276306 - FDA COMPLIANCE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• US PE-owned;• Provider of FDA compliance support services and digital solutions;• Offers compliance advisory services, monitoring software and training;• Serves customers in the food and beverage, cosmetics, pharmaceutical and medical devices sectors;• Operates domestically. | <ul style="list-style-type: none">• Providers of FDA registration and compliance, customs support and US agent services;• Developers of online compliance training solutions;• Located in North America and Europe;• Minimum EBITDA US\$1m. |

Location: USA

GENERALIST

283257 - UK SEARCH FUND *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• UK search fund;• Long term investment approach;• Provides operational support;• Operates across the UK. | <ul style="list-style-type: none">• Providers of B2B software services;• Located across the UK and Western Europe;• Minimum turnover £5m;• EBITDA between £1m-£5m;• Minimum EBITDA margin 15%. |

Location: England

270970 - GERMAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• German PE firm;• Invests in established and fast-growing businesses;• Backed by entrepreneurs and entrepreneurial families;• Backs succession and growth cases, carve-outs, take privates and IPOs;• Takes a majority shareholding;• Invests between €10m-€200m;• Invested more than €3bn equity in DACH and Northern Italy. | <ul style="list-style-type: none">• Sectors of interest include healthcare, consumer, industrials, ICT, technology, security and business services;• Mature, well-established mid-market companies;• Fast-growing tech and tech-enabled companies;• Located in the DACH region and Northern Italy;• Maximum revenue €500m. |

Location: Germany

282499 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• US PE firm;• Invests in consumer and service companies;• Backs founder buy-outs and growth investments;• Over US\$1bn of assets under management;• Takes a majority shareholding. | <ul style="list-style-type: none">• Sectors of interest include consumer products, B2B services, healthcare and government services;• Particular interest in outsourced healthcare research, development and commercialisation services;• Management team in place;• Located in North America and the UK;• Minimum EBITDA US\$10m. |

Location: USA