



ENGAGED BUYERS

US BUYERS ACQUISITIVE IN THE UK & EUROPE

APRIL 23

Sectors Featured Include: Aerospace & Defence, Agriculture, Chemicals, Electronic, Food & Beverages, Health/Pharma, ICT/Telecoms, Industrial/Manufacturing, Legal, Retail/Consumer, Support Services, Transport.

SECTORS

To view our US PE buyers targeting opportunities in the UK & Europe, 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
- AGRICULTURE
- CHEMICALS
- ELECTRONIC
- FOOD & BEVERAGES
- HEALTH/PHARMA
- ICT/TELECOMS
- INDUSTRIAL/MANUFACTURING
- LEGAL
- RETAIL/CONSUMER
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION

AEROSPACE & DEFENCE

281351 - COMPLEX AEROSPACE ASSEMBLIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of complex aerospace assemblies;• Produces aircraft doors, escape hatches, wing structures, pressure bulkheads amongst other complex assemblies;• Serves commercial, military and business aircraft OEMs;• Located in the US, Mexico and Malaysia.	<ul style="list-style-type: none">• Manufacturers of aerospace assemblies;• Providing machining, forming and chemical processing capabilities;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

AGRICULTURE

278549 - AGRICULTURAL & FORESTRY EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of heavy-duty mulching and land management tractor attachments;• Offers groundwork, forestry and stump removal attachments, speciality tractors, parts and accessories;• Serves customers in the site development, infrastructure maintenance, fire protection and residential end markets;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of forestry and land management equipment;• Offering tractors, speciality attachments, and aftermarket parts;• Marketing products under proprietary brands;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

CHEMICALS

278857 - SPECIALITY COATINGS & SEALANTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of roofing and weatherproofing solutions;• Offers coatings, sealants and adhesives;• Serves customers in the construction, roof repair and restoration sectors;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of construction coatings, sealants and adhesives;• Providers of other construction related speciality chemicals;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

280600 - CHEMICAL INGREDIENTS & LUBRICANTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Distributor of chemical ingredients and lubricants;• Offers ingredients, coatings, adhesives, sealants, disinfectants and lubricants;• Serves customers in the food, fragrance, personal care and automotive industries;• Located in the US.	<ul style="list-style-type: none">• Value-added distributors of speciality chemicals and lubricants;• Providers of custom blending, packaging, storage, regulatory and technical services;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

ELECTRONIC

268906 - CONTROL & MONITORING DEVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of control solutions for industrial machinery;• Offers remote control solutions, control panels and monitoring equipment;• Serves customers in the industrial, transport, safety and mining sectors;• Operates across North America, Europe and South America.	<ul style="list-style-type: none">• Manufacturers of speciality control and monitoring systems;• Offering wireless controls, emergency stop, lone worker protection and process automation products;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

FOOD & BEVERAGES

258055 - PET FOOD MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of premium pet food, kibble and treats;• Provides outsourced contract manufacturing services and proprietary branded products;• Products include wet and dry food, supplements, and accessories;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of premium pet food and treats;• Offering formulation, development and manufacturing capabilities;• Primarily focused on the cat and dog markets;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

278446 - PLANT-BASED INGREDIENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Importer and supplier of plant-based ingredients;• Offering herbs and spices, rice, grains and other speciality ingredients;• Serves customers in the foodservices, retail and manufacturing sectors;• Located in the US.	<ul style="list-style-type: none">• Providers of dried and speciality ingredients;• Offering branded and private label products, alongside custom blending services;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

HEALTH/PHARMA

281204 - BIOLOGICAL SPECIMENS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of biological specimens;• Supplies tissues, immune cells, blood, and other biofluids;• Offers outsourced contract in-vitro research services;• Serves customers in the life sciences sector;• Operates globally.	<ul style="list-style-type: none">• Providers of biological specimens;• Providers of outsourced pharmaceutical development services;• Serving customers in the pharmaceutical discovery and development sectors;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

261429 - LIFE SCIENCES PRODUCTS & SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Group of life-sciences and healthcare companies;• Consists of manufacturers and distributors of medical and life sciences consumables, devices and equipment;• Operates in North America and Europe.	<ul style="list-style-type: none">• Manufacturers and distributors of medical devices, equipment and consumables for the life sciences and medical sectors;• Providers of pharmaceutical services;• CROs, CDMOs and providers of communications services;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

279217 - ORTHOPAEDIC REHABILITATION PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of orthopaedic rehabilitation and sports medicine products;• Manufactures bracing and cold therapy devices;• Serves healthcare providers globally;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of orthopaedic rehabilitation equipment;• Manufacturing braces, mobility solutions and therapeutic devices;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

269308 - MEDICAL COMMUNICATIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of commercialisation services;• Offers market access, global compliance, medical communications, pricing and product delivery consultancy services;• Serves customers in the life sciences sector;• Operates across North America, Europe and the APAC region.	<ul style="list-style-type: none">• Providers of commercial services to the life science industries;• Serving pharmaceutical companies;• Located in North America, Europe and the APAC regions;• Minimum EBITDA US\$5m.

Location: USA

275367 - MEDICAL RECORDS & PATIENT MANAGEMENT SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of administrative healthcare software;• Offers patient intake and information management solutions;• Functions include medical records, patient scheduling, check-in, and form management software;• Located in the US.	<ul style="list-style-type: none">• Developers of health information management and patient engagement software;• Functions including patient record release and retrieval, compliance, patient scheduling, payment, and marketing;• Long-term customer contracts;• Located in North America and Europe;• Recurring revenues;• Minimum EBITDA US\$1m.

Location: USA

ICT/TELECOMS

279989 - B2B VERTICAL SOFTWARE DEVELOPERS *(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;• Verticals of interest include hospitality, government, education, legal and business services;• Located in the US.	<ul style="list-style-type: none">• Developers of vertical market software;• Located in North America, Europe and Australia;• Preference for high levels of recurring revenue;• Minimum turnover US\$2m.

Location: USA

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Group of managed IT services providers;• Offers comprehensive outsourced IT services to SMEs;• Located in the US.	<ul style="list-style-type: none">• Providers of IT managed services;• High levels of recurring revenue, customer retention and strong organic growth;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

276827 - CYBERSECURITY & THREAT DETECTION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of cyber threat monitoring software;• Offers cyber threat intelligence and defence solutions;• Serves public and private organisations;• Located in the US.	<ul style="list-style-type: none">• Developers of cyber-threat detection and monitoring solutions;• Providers of net flow data monitoring and digital forensics services;• Serving customers in the public and private sector;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

279178 - DIGITAL TRANSFORMATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of digital transformation consultancy services;• Offering digital product development, technology modernisation, security and customer experience services;• Serves customers operating in a range of sectors;• Operates globally.	<ul style="list-style-type: none">• Providers of digital transformation, modernisation, and strategy consultancy services;• Developers of enterprise-grade software and automation solutions;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

274940 - TRANSPORT MANAGEMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of a transportation management platform;• Serves customers in the intermodal, drayage and road transport sectors;• Offers transport, rate, and driver management solutions and business intelligence;• Located in the US.	<ul style="list-style-type: none">• Developers of transport management software;• Serving the intermodal transport, drayage and road transport sectors;• Located in the Americas and Europe;• Minimum EBITDA US\$500k.

Location: USA

262914 - WIRELESS CONNECTIVITY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of managed wireless connectivity services;• Primarily working on unattended equipment;• Offers device configuration, network monitoring and wireless IoT connectivity services;• Serves customers in the retail, infrastructure, energy, industrial and financial sectors;• Located in the US.	<ul style="list-style-type: none">• Providers of managed connectivity services;• Offering connectivity services and products to unattended machinery and equipment;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

INDUSTRIAL/MANUFACTURING

269379 - HOSE CONNECTORS & FITTINGS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Distributor of stainless-steel fittings, valves, adapters and components;• Offers standard and custom configurations;• Serves customers in the chemical, domestic, food and beverage, OEM, oil and gas, and pharmaceutical sectors;• Located in the US.	<ul style="list-style-type: none">• Manufacturers and distributors of fittings, valves, adapters and related components in any material;• Offering in-house value-added custom fabrication services;• Serving OEMs and providers of maintenance and repairs services;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

257725 - MATERIAL PROCESSING MACHINERY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of material processing machinery;• Offers mixing, drying, separation and moisture control equipment;• Serves customers in the food production, packaging and diversified industrial sectors;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of materials processing machinery and systems;• Serving customers in the food and beverage, chemicals, pharmaceuticals, powder processing and metal powder sectors;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

283471 - DEMOLITION & ENVIRONMENTAL 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 demolition and environmental services;• Offering deconstruction, abatement, environmental remediation, and waste management services;• Serving government and commercial customers;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

LEGAL

280895 - REGISTERED AGENT & COMPLIANCE SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of outsourced corporate compliance and transaction related services;• Offers registered agent, corporate compliance and transaction due diligence services;• Serves corporates, law firms, non-profits and lenders;• Located in the US and Europe.	<ul style="list-style-type: none">• Providers of registered agent, back-office compliance and transaction due diligence services;• Providers of outsourced legal services and developers of compliance industry technologies;• Located in North America and the UK;• Minimum EBITDA US\$3m.

Location: USA

RETAIL/CONSUMER

275768 - ELECTRIC BIKES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer and retailer of proprietary branded electric bikes;• Manufactures bikes, accessories and parts;• Sells products through an online store;• Located in the US.	<ul style="list-style-type: none">• Manufacturers and retailers of electric bikes, parts and bike accessories;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

276303 - LIFESTYLE E-COMMERCE BRANDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Group of e-commerce brands;• Acquires alternative and niche lifestyle brands;• Offers clothing, accessories and beauty products;• Located in the US.	<ul style="list-style-type: none">• Lifestyle brands;• Particular interest in clothing, accessories, beauty products and homeware products and brands;• Selling products through e-commerce channels;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

SUPPORT SERVICES

264408 - SAFETY & RISK MANAGEMENT CONSULTANCY *(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;• Offers fire prevention and safety, process safety, and emergency management advisory services;• Serves customers across all sectors;• Located globally.	<ul style="list-style-type: none">• Providers of workplace safety consultancy services;• Offering fire and building safety, risk and emergency management, security, forensics and related training services;• Located in North America and Europe;• EBITDA between US\$1-US\$6m.

Location: USA

279176 - INDEPENDENT EXPERT & LITIGATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of independent expert and litigation services;• Specialises in construction and government contracts;• Offers dispute resolution, forensic accounting, and economic and delay damage valuation services;• Operates globally.	<ul style="list-style-type: none">• US PE-owned;• Providers of economic and employment independent expert services;• Experience in construction and government contracts;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

273935 - PROFESSIONAL TRAINING PROVIDERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of professional training and certification services;• Offers professional licencing services, exam preparation courses, training courses, and support resources;• Serves companies and professionals in the financial services sectors;• Located in the US.	<ul style="list-style-type: none">• Providers of professional certification and training;• Providers of training courses and resources;• Serving firms and individuals in the financial services sector;• Located in the US and Europe;• Minimum EBITDA US\$250k.

Location: USA

TRANSPORT/DISTRIBUTION

253042 - THIRD-PARTY LOGISTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of third-party logistics services;• Offers global logistics, supply chain management, sourcing, packaging, storing and shipping solutions;• Serves customers in the retail, industrial, energy and healthcare sectors;• Operates globally.	<ul style="list-style-type: none">• Providers of third-party logistics and supply chain management services;• Asset light businesses;• Offering multi-modal services;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA