



NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

MAY 2023

Sectors Featured Include: Agriculture, Automobiles & Parts,
Health/Pharma, Industrial/Manufacturing, Marketing
Communications, Soft FM, 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

- [AGRICULTURE](#)
- [AUTOMOBILES & PARTS](#)
- [HEALTH/PHARMA](#)
- [INDUSTRIAL/MANUFACTURING](#)
- [MARKETING COMMUNICATIONS](#)
- [SOFT FM](#)

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

- [GENERALIST](#)

AGRICULTURE

254242 - FOOD & AGRICULTURE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Supplier of crop protection, seeds and animal care products;• Distributor of food packaging;• Operates in the UK	<ul style="list-style-type: none">• Vehicle repair centres;• No interest in wood, metal or glass• Located in the UK with a preference for Scotland, the South West and the North West of England;• Distributors of seed, pesticide and crop protection;• Located in Europe;• Maximum turnover £100m.

Location: England

AUTOMOBILES & PARTS

251326 - VEHICLE REPAIR CENTRES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of vehicle damage repair centres;• Offers repair services for privately owned and commercial vehicles;• Operates across the North of England.	<ul style="list-style-type: none">• Vehicle repair centres;• Providers of automotive services complementary to vehicle repair;• Located in the UK;• Maximum EBITDA £5m.

Location: England

HEALTH/PHARMA

255344 - THERAPEUTIC SUPPORT EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Group of healthcare companies;• Manufactures and supplies specialist beds and therapeutic support equipment;• Offers beds, hoisting equipment, wheelchairs, bathroom safety solutions and manual transfer aids;• Specialises in reducing the incidences of pressure ulcers in bed ridden patients;• Located in the UK, Europe and Australia.	<ul style="list-style-type: none">• Manufacturers of therapeutic support surfaces, patient handling solutions and advanced wound care products;• Serving customers within the acute or community care spaces;• Located in Europe, with a preference for France and the DACH region;• Turnover between €10m-€100m.

Location: Wales

INDUSTRIAL/MANUFACTURING

277128 - GEARS, GEARBOXES & TRANSMISSIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian family-owned;• Industrial holding company;• Active in the high precision machining of gears and transmissions, and the manufacturing of mould equipment for the glass container industry;• Facilitates international expansions;• Located in Belgium.	<ul style="list-style-type: none">• Manufacturers of gears, gearboxes and transmissions;• Must be profitable;• Located globally;• Maximum EV €200m;• Minimum EBITDA €1m.

Location: Belgium

MARKETING COMMUNICATIONS

282658 - MEDICAL COMMUNICATION AGENCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Pan-European PE-owned;• Group of healthcare communications agencies;• Offers a range of strategic and commercial communication and marketing services;• Serves customers in a range of therapeutic areas and at all stages of brand development;• Serves customers in the UK, the US and Europe.	<ul style="list-style-type: none">• Medical communications agencies;• Offering a range of communication, brand strategy, medical compliance and insight services;• Serving customers in therapeutic areas including biopharmaceuticals, pharmaceuticals, biotechnology and healthcare;• Located in the UK, the US and Europe;• EBITDA between €3m-€5m.

Location: England

SOFT FM

270720 - COMMERCIAL CLEANING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of commercial cleaning and soft FM services;• Serves customers in the retail, industrial, medical, education and professional sectors;• Operates across the UK.	<ul style="list-style-type: none">• Providers of commercial cleaning services;• Offering daily office cleaning, rather than specialist services;• Providers of soft FM services;• Located in the UK;• Preference for the South East and South West of England and East Anglia;• Maximum turnover £10m.

Location: England

GENERALIST

279880 - NORTHERN IRISH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Northern Irish PE firm;• Focuses on MBOs, MBIs and growth transactions;• Takes majority and significant minority stakes;• Has made over 12 investments across PE and syndicate funds;• Plays an active role to support management;• Active across Northern Ireland.	<ul style="list-style-type: none">• Sectors of interest include telematics and communications, engineering, education, retail and aerospace;• Keen on building sustainable businesses;• Located in the UK, with a preference for Northern Ireland;• EBITDA between £250k-£1.5m;• EV between £2m-£10m.

Location: Northern Ireland

276525 - SWEDISH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE firm;• Prefers to be long-term, active owners;• Targets industrial and industrial technology companies;• Management have provided 40% of the fund;• Located in the Nordics.	<ul style="list-style-type: none">• Sector of interest include industrial services;• Producing, developing and retailing industrial goods and services, trade in inputs or system solutions for industry;• Operating B2B;• Preference for small, unlisted companies;• Located in the Nordics, UK and Italy;• Must have a stable profitability;• EBITDA margins above 10%;• Turnover between €5m-€40m.

Location: Sweden

283473 - UK INVESTMENT FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK Investment Firm;• Offers growth capital to SMEs;• Considers minority and majority investments;• Operates globally.	<ul style="list-style-type: none">• Sectors of interest including construction, leisure, retail, manufacturing, recruitment, transportation, logistics, food and beverage, distribution, education and training;• Located in the UK;• Will consider turnaround situations;• Turnover between £1m-£100m;• Minimum EBITDA £750k.

Location: England