



## NEWLY ENGAGED BUYERS

WITH SUB £1M EBITDA CRITERIA

MAY 2023

**Sectors Featured Include:** Automobiles & Parts, Construction, Food & Beverages, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Marketing Communications, Print, Recruitment, Retail/Consumer, Soft FM, Support Services

## SECTORS

To view our most recent buyers targeting opportunities with an EBITDA below £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)

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## AUTOMOBILES & PARTS

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

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

**Location: England**

## CONSTRUCTION

### 283633 - RENEWABLE ENERGY INSTALLATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK HNWI;</li><li>• Experience in renewables, technology and installations;</li><li>• History of growing businesses in the technology sector.</li></ul>	<ul style="list-style-type: none"><li>• Installers of heat pump, solar and renewable technologies;</li><li>• Located in the UK with a preference for Southern England;</li><li>• Maximum EV £1.5m.</li></ul>

**Location: England**

## FOOD & BEVERAGES

### 283481 - FOOD & BEVERAGE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Group of food and beverage companies;</li><li>• Offers food manufacturing and distribution services;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and distributors of food and beverage products;</li><li>• Specialising in the production of confectionary, bakery goods, fresh produce, meat and dairy products;</li><li>• Located in the UK;</li><li>• Turnover between £1m-£100m;</li><li>• Minimum EBITDA £800k.</li></ul>

**Location: England**

### 267864 - DAIRY INGREDIENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer and distributor of dairy ingredients;</li><li>• Offers products including dairy powder, butter, yellow fats and dairy liquids;</li><li>• Serves an international client base of creameries, wholesalers, retailers and foodservice providers.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and distributors of dairy ingredients and products;</li><li>• Offering own brand or white label products;</li><li>• Serving the wholesale and foodservice sectors;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £500k.</li></ul>

**Location: England**

## 269294 - FOOD WHOLESALERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Wholesaler of food and non-food products;</li><li>• Offers ambient, chilled, frozen and grocery products;</li><li>• Serves clients in the retail and foodservice space;</li><li>• Located in England with national distribution networks.</li></ul>	<ul style="list-style-type: none"><li>• Wholesalers to the foodservice sector;</li><li>• Offering chilled, frozen and ambient food products;</li><li>• Located in Southeast England;</li><li>• Turnover between £1m-£5m.</li></ul>

**Location: England**

## 283825 - CONFECTIONARY & SNACKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Value-added distributor of confectionary, baked goods, and savoury snacks;</li><li>• Serves customers in the convenience retail, specialty, e-commerce, wholesale and grocery end-markets;</li><li>• Offers brand development, marketing and market intelligence services.</li></ul>	<ul style="list-style-type: none"><li>• Importers, distributors and wholesalers of confectionary and snack foods;</li><li>• Manufacturers of branded confectionary;</li><li>• Located in Europe and North America;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: England**

## HEALTH/PHARMA

### 16623 - CONTRACT RESEARCH ORGANISATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Contract Research Organisation;</li><li>• Offers services including GMP manufacturing, bioanalysis, discovery chemistry, ADMET and DMPK;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of drug discovery, development and manufacturing services;</li><li>• Offering a wide range of services including Toxicokinetics, toxicology, histology and pre-clinical process research;</li><li>• Serving pharmaceutical and biotechnology clients in the global research and development markets;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: England**

## HEALTHCARE PROVIDERS

### 283443 - CARE HOMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Group of care homes;</li><li>• Provides residential and assisted living services;</li><li>• Offers dementia, nursing, palliative, respite and day care services;</li><li>• Operates nationally.</li></ul>	<ul style="list-style-type: none"><li>• Care home operators;</li><li>• Offering residential and assisted living care services;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £500k.</li></ul>

**Location: England**



## ICT

### 281007 - BARCODE & RFID SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Danish PE-owned;</li><li>• Provider of automatic identification and data-capture (AIDC) software solutions;</li><li>• Uses barcodes and RFID to link intro-logistic processes to ERP systems;</li><li>• Serves blue chip customers;</li><li>• Headquartered in Germany.</li></ul>	<ul style="list-style-type: none"><li>• Developers of barcode and RFID software;</li><li>• Supporting in the mapping of goods movement, using mobile devices, item trackers and serial numbers;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €250k.</li></ul>

**Location: Germany**

### 283665 - IT DATA CENTRE NETWORKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Provider of specialist IT services;</li><li>• Operates a data centre network to assist businesses with performance, security, process optimisation and managed data services;</li><li>• Offers solutions within Microsoft services through its data centres;</li><li>• Operates across Germany.</li></ul>	<ul style="list-style-type: none"><li>• Operators of data centres;</li><li>• Focusing on digital transformations, software development and maintenance;</li><li>• Located in the DACH region;</li><li>• Minimum EBITDA €500k.</li></ul>

**Location: Germany**

## 282835 - TELECOMMUNICATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of telecommunication services;</li><li>• Offers telephone lines, multi-site data, business telecom plans and energy solutions;</li><li>• Distributes products through a network of third-party suppliers;</li><li>• Operates nationally.</li></ul>	<ul style="list-style-type: none"><li>• Providers of telecommunication services;</li><li>• Offering services including, telephone lines, websites and business solutions;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: England**

## INDUSTRIAL/MANUFACTURING

### 283032 - SCAFFOLDING MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Manufacturer of scaffolding systems;</li><li>• Manufactures scaffolding and entire systems;</li><li>• Offers a full-service from manufacture to sale and rental;</li><li>• Also offers financial, technical, engineering and project management services;</li><li>• Sells and rents products globally through a network of authorised distributors;</li><li>• Facilities located in Europe, the UK and Africa.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of scaffolding and scaffolding systems;</li><li>• Providers of related rental, engineering and project management services;</li><li>• Serving professionals in the industrial, construction, infrastructure and event sectors;</li><li>• Located globally;</li><li>• Minimum EBITDA €500k.</li></ul>

**Location: Belgium**

### 280475 - VALVE PRODUCERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• XOSL-listed;</li><li>• Industrial holding group;</li><li>• Develops and produces valves, hydrants and related components;</li><li>• Offers traditional, butterfly and knife gate valves, actuators, penstocks and dampers;</li><li>• Located globally.</li></ul>	<ul style="list-style-type: none"><li>• Producers of injection moulded products;</li><li>• Offering valves and surface boxes for hydrants;</li><li>• Serving customers in the water and gas markets;</li><li>• Located globally;</li><li>• Minimum EBITDA €250k.</li></ul>

**Location: Denmark**

## MARKETING COMMUNICATIONS

### 272620 - HEALTHCARE MARKETING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Provider of med-health consultancy services;</li><li>• Offers healthcare communications and medical affairs support;</li><li>• Serves pharmaceutical, biotechnology, vaccine, device and diagnostic companies;</li><li>• Located in the UK and Canada, with global operations.</li></ul>	<ul style="list-style-type: none"><li>• Med-health and MedTech businesses;</li><li>• Healthcare marketing firms;</li><li>• Located in the UK and the US;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: England**

### 282905 - PROMOTIONAL MERCHANDISE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK HNWI;</li><li>• Previously owned a merchandise and promotional material manufacturing business;</li><li>• History of acquisitions in previous role.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of promotional merchandise;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: England**

**280919 - TV & DIGITAL COMMUNICATION CONTENT** *(CLICK REFERENCE TO ENQUIRE)*

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• Main Market-listed;</li><li>• Cross platform media agency;</li><li>• Offers video production and digital communication services;</li><li>• Operates in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Producers of television and digital communication content;</li><li>• Offering video, podcast and brand entertainment production;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: England**

## PRINT

### 11022 - LABEL PRINTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer and distributor of labels;</li><li>• Serves the food and beverage, and retail sectors;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Label printing companies;</li><li>• Located in the UK;</li><li>• Maximum turnover £5m.</li></ul>

**Location: England**

### 274407 - SELF-ADHESIVE LABELS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Spanish privately-owned;</li><li>• Manufacturer of labels and envelopes;</li><li>• Serves customers in the food and beverage, cosmetics, pharmaceutical and traceability sectors;</li><li>• Stable ownership since the 1960s;</li><li>• Strong equity base of €100m.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of self-adhesive labels;</li><li>• Continuity of existing or internally promoted management;</li><li>• Located in France, Portugal and the UK;</li><li>• Minimum EBITDA €1m;</li><li>• Located in Germany and Poland;</li><li>• Maximum EBITDA €5m.</li></ul>

**Location: Spain**

## RECRUITMENT

### 279720 - RECRUITMENT FIRMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK investment firm;</li><li>• Invests in and acquires recruitment firms;</li><li>• Also offers business support services to recruitment firms;</li><li>• Operates nationally.</li></ul>	<ul style="list-style-type: none"><li>• Recruitment firms;</li><li>• Operating within any sector, with a preference for education, healthcare, industrial, logistics, FMCG, professional, construction, life sciences and chemical engineering;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £500k.</li></ul>

**Location: England**

## RETAIL/CONSUMER

### 275530 - FURNITURE BRANDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Online retailer of interior furniture;</li><li>• Sells sofas, garden furniture, TV stands and consoles;</li><li>• Sells own- and third-party branded products at factory prices;</li><li>• Operates across France and Belgium.</li></ul>	<ul style="list-style-type: none"><li>• Furniture brands;</li><li>• Specialising in interior furniture pieces including sofas, coffee tables and cabinets;</li><li>• Located in France and the Benelux;</li><li>• Minimum EBITDA €250k.</li></ul>

**Location: France**



## SOFT FM

### 253863 - FIRE PROTECTION SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Designer, supplier and installer of fire protection systems;</li><li>• Offers related services including maintenance and compliance support;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of fire protection and fire suppression services;</li><li>• Offering the design, installation and supply of fire safety systems;</li><li>• Located in the UK;</li><li>• Maximum EBITDA £1m.</li></ul>

**Location: England**

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of commercial cleaning and soft FM services;</li><li>• Serves the retail, industrial, medical, education and professional sectors;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of commercial cleaning services;</li><li>• Preference for daily office cleaning</li><li>• No interest in specialist cleaning services;</li><li>• Providers of soft FM services;</li><li>• Located in the UK;</li><li>• Preference for the South East and South West of England and East Anglia;</li><li>• Maximum turnover £10m.</li></ul>

**Location: England**

## SUPPORT SERVICES

### 281082 - EDTECH COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Norwegian PE-owned;</li><li>• Provider of training services;</li><li>• Offers courses in HSE, explosives, regulations and electrical safety;</li><li>• Serves customers in the energy, renewables, power, grid and offshore industries;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• EdTech companies;</li><li>• Providing e-learning modules, webinars and instructor led training courses;</li><li>• Specialising in the areas of electrical safety, explosion safety, and risks and regulations;</li><li>• Serving customers in the offshore, onshore and maritime industries;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €250k.</li></ul>

**Location: Norway**