



NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

JUNE 2023

Sectors Featured Include: Aerospace & Defence, Automobiles & Parts, Chemicals, Construction, Electronic, Food & Beverage, Health/Pharma, Industrial/manufacturing, Plastics & Packaging, Retail/Consumer, Soft FM, Support Services, Transport/Distribution and 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](#)
- [AUTOMOBILES & PARTS](#)
- [CHEMICALS](#)
- [CONSTRUCTION](#)
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Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- [GENERALIST](#)

AEROSPACE & DEFENCE

273549 - ELECTRONIC COMMUNICATION SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of highly engineered electronic components and subsystems;• Products include RF generation, transmission, receiving and amplification systems;• Serves customers in the aerospace, defence, communications, medical equipment and industrial sectors;• Located across the US and Canada.	<ul style="list-style-type: none">• Manufacturers of electronic communications systems and components;• Including amplifiers, antenna, imaging, power sources, transmitters, radomes, receivers and structural composites;• Located in the US and Europe;• Minimum EBITDA US\$1m.

Location: USA

AUTOMOBILES & PARTS

267380 - AUTO COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Indian privately-owned;• Manufacturer and supplier of auto components;• Manufactures automobile components and parts, electroplated and motorcycle components;• Offers products to international automotive brands.	<ul style="list-style-type: none">• Manufacturers of auto components with a particular interest in metals and metal parts;• Design and automation and industrial engineering businesses;• Located globally;• Minimum EBITDA €1m.

Location: India

CHEMICALS

254998 - MAINTENANCE CHEMICALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer and distributor of speciality maintenance and repair chemicals;• Serves the automotive, industrial, electrical, marine, hardware and aviation markets;• Serves MROs and customers in the DIY and professional installation markets;• Distributes products across the US.	<ul style="list-style-type: none">• Manufacturers of branded maintenance chemicals;• Manufacturing products for the automotive and industrial sectors;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

CONSTRUCTION

255554 - INFRASTRUCTURE WORKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Multi utility group;• Offers a range of services from initial concept design through to maintenance;• Realises small, large and complex projects;• Operates across gas, water, electricity and telecoms;• Operates across the Benelux, France and Germany.	<ul style="list-style-type: none">• Providers of underground and overhead infrastructure works;• Carrying out projects in telecoms, water, drilling, electricity, sewage, gas, public lighting, etc.;• Directly serving utility companies;• Located in the UK;• Turnover between €25m-€100m;• 10% EBITDA margin;• Seller willing to re-invest.

Location: Belgium

ELECTRONIC

267139 - LED PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of industrial lighting solutions;• Offers LED products, rental and contracting services and LaaS;• Offers products and services to clients in the logistics, manufacturing, retail and commercial industries;• Offers products and services through a network of European sales partners;• Offices and production sites in DACH, the Netherlands and Poland.	<ul style="list-style-type: none">• Manufacturers of LED products;• Providers of LED rental and other associated services;• Located in Europe;• Turnover between €2m-€15m.

Location: Germany

252727 - SWITCHBOARDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of bespoke MV and LV switchboards;• Provider of site installations, maintenance and repairs of HV, MV and LV switchgears;• Operates across the UK.	<ul style="list-style-type: none">• Manufacturers of switchboards;• Providers of support services in the switchboard space;• Providers of high voltage cable jointing businesses;• Power engineering companies;• Located globally;• Sheet steel fabricators;• Located in the North West of England;• Turnover between £1m-£10m.

Location: England

FOOD & BEVERAGES

277746 - DISPENSED DRINKS MIXTURES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of dispensed drinks mixes, concentrates and enhancers;• Markets products under own brands;• Also manufactures products for other food and drinks brands and restaurants chains;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of dispensed drinks mixtures and beverage enhancers;• Including cold, frozen and hot dispensed drinks;• Located in North America or Europe;• Minimum EBITDA US\$1m.

Location: USA

HEALTH/PHARMA

279194 - CDMO SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of outsourced R&D, formulation and contract manufacturing services;• Develops and manufactures OTC and non-OTC cosmetics, skincare and personal care products;• Serves boutique businesses, large retailers and wholesalers in the skincare and personal product sectors;• Located in the US.	<ul style="list-style-type: none">• Cosmetics and personal products CDMOs;• Providers of outsourced product development, manufacturing and filling services;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

279428 - CLINICAL RESEARCH & COMPLIANCE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of outsourced clinical research and regulatory services;• Solutions include trial planning, management and execution, data management, medical writing and regulatory consulting;• Services span across all therapeutic areas;• Operates across North America, Europe and Asia.	<ul style="list-style-type: none">• Providers of clinical research and compliance services;• Particular interest in biostatistics, medical writing and data management;• Located in North America, Europe and the APAC region;• Turnover between US\$5m-US\$50m.

Location: USA

INDUSTRIAL/MANUFACTURING

269922 - WATER CONVEYANCE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Distributor of water conveyance components;• Distributes pipes, couplings, pumps, filters and measuring equipment;• Serves installers, professional end-users, resellers and OEMs across Western Europe.	<ul style="list-style-type: none">• Distributors of water conveyance and technical products;• Supplying customers in the agriculture, pool, industrial, and building service end-markets;• Located in the UK and Europe;• EBITDA between US\$500k-US\$10m.

Location: Netherlands

277722 - PRECISION MANUFACTURING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of precision contract manufacturing services;• Produces medical devices, components, instruments and equipment;• Also manufactures industrial precision cutting components;• Located in the US.	<ul style="list-style-type: none">• Providers of precision manufacturing services;• Offering specialist services for healthcare devices, equipment and industrial cutting parts;• Serving customers in the biomedical, life science, robotics and engineering sectors;• Located in North America and Europe;• Minimum EBITDA US\$2m.

Location: USA

282746 - INDUSTRIAL VENTILATION PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturers of industrial ventilation and textile products;• Products include brattice, flexible tubing, grout bags and rigid ducting;• Serves customers in the mining, aerospace, HVAC, defence, material handling and agricultural sectors;• Located across the US.	<ul style="list-style-type: none">• Manufacturers of industrial ventilation products;• Including ducting, dehumidifying, HVAC, blast curtains and coated textiles;• Serving customers in the industrial, mining and tunnelling industries;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

PLASTICS & PACKAGING

281478 - FOOD PACKAGING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of rigid and flexible packaging;• Offers packaging for fresh produce end markets;• Manufactures trays, baskets, bags and films;• Produces paper, cardboard, R-PET, PLA and customised film solutions;• Located in Italy and Spain.	<ul style="list-style-type: none">• Manufacturers and distributors of food packaging;• Focusing primarily on the fruit and vegetables market;• Interested in all packaging materials;• Located in Western Europe;• Minimum EBITDA US\$2m.

Location: Italy

RETAIL/CONSUMER

277745 - CAMPING SPARE PARTS & ACCESSORIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of aftermarket accessories and parts for camping and recreational vehicles;• Including parts and accessories for ATVs, boats, RVs/campervans and towing vehicles;• Markets products under own brands;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of parts and accessories for outdoor activities and vehicles;• Proprietary brands;• Located in North America or Europe;• Minimum EBITDA US\$1m.

Location: USA

277789 - ONLINE CONSUMER BRANDS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Digital marketing agency;• Acquires and partners with high-performing online brands;• Offers to grow consumer products;• Headquartered in the UK with an additional office in Spain.	<ul style="list-style-type: none">• Consumer brands built on- and off-Amazon;• Online Amazon, D2C, retail or wholesale businesses and products;• Located in the UK, Europe, North America and Australia;• Net margins of 15%;• Minimum EBITDA US\$1 million.

Location: England

SOFT FM

252072 - SECURITY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of temporary security services;• Secures, protects and maintains properties and assets;• Core services cover vacant, unoccupied and void lots;• Operates across the UK and Europe.	<ul style="list-style-type: none">• Providers of security services;• Offering manned guarding and CCTV services;• Located in the UK and Europe;• EBITDA between £250k-£2m.

Location: England

SUPPORT SERVICES

283978 - EMPLOYEE WELLBEING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of employee wellbeing services and Employee Assistance Programmes;• Offers helplines, counselling, and screenings;• Supports employees with mental health, health, critical incident response, effectiveness and other practical support;• Operates globally.	<ul style="list-style-type: none">• Providers of employee surveying and wellbeing services and technology;• Offering wellness, counselling and crisis management services and related HR tech;• Located in the Americas, Europe and the APAC region;• Minimum EBITDA US\$1m.

Location: USA

255914 - DOCUMENT SHREDDING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Paper shredding company;• Offers secure waste disposal and destruction of products, media and hard drives;• Operates from mobile and off-site locations;• Services offered nationally.	<ul style="list-style-type: none">• Providers of document shredding services;• Located in the Midlands and the South of England;• EBITDA between £500k-£3m.

Location: England

TRANSPORT/DISTRIBUTION

284028 - FREIGHT FORWARDING & LOGISTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of transport and logistics services;• Offers freight forwarding, ground delivery, truck and customs brokerage, warehousing and other value-added logistics services;• Operates globally.	<ul style="list-style-type: none">• Providers of freight forwarding and value-added logistics services;• Serves customers in the e-commerce, retail, life sciences, industrials, perishables, and government sectors;• Located in North America, Europe and Asia;• Minimum EBITDA US\$5m.

Location: USA

GENERALIST

280044 - GERMAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XETR-listed;• Investment company;• Backs successions, spin-offs, distressed and growth deals;• Raises funds through shareholders;• Takes a majority holding;• Invests across the DACH region.	<ul style="list-style-type: none">• Sectors of interest include chemicals, plastics, business services, manufacturing and medical;• Commercial stage B2B companies;• Located in the DACH region;• Revenue between €30m-€80m.

Location: Germany

256031 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE Firm;• Invests in North American private companies;• Carries out add-on acquisitions and pursues strategic international growth;• Takes a controlling position;• Operates out of two offices in North America.	<ul style="list-style-type: none">• Sectors of interest include consumer, industrial, manufacturing, distribution, businesses services and marine;• Preference for owners to re-invest post-acquisition;• Located in North America;• Maximum turnover US\$100m;• EBITDA between US\$2m-US\$20m.

Location: USA

283927 - UK SEARCH FUND *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK search fund;• Looks to grow small-to-medium enterprises long-term;• Aims to operate the company post-acquisition;• Backed by five private investors;• Personal capital of £4m-£10m.	<ul style="list-style-type: none">• Sectors of interest include, financial services, education, healthcare products, food processing, precision engineering and environmental services;• Preference for niche products and services;• Between 30-100 employees;• Located in the South of England;• EBITDA between £500k-£2m.

Location: England

263102 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Backs leveraged buyouts, recapitalisations, public-to-privates, strategic build-ups and provides growth capital;• Offers flexible deal structures;• Located across the US.	<ul style="list-style-type: none">• Sectors of interest including consumer, healthcare, industrial, technology, telecoms and power;• Located, or with significant operations, in North America;• EV between US\$100m-US\$2bn.

Location: USA

260693 – PAN-EUROPEAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Pan-European PE firm;• Invests in small and medium-sized businesses;• Provides long term investment;• Operates in the UK, Europe and North America.	<ul style="list-style-type: none">• Sectors of interest including healthcare, business services, industrial tech and consumer;• Located in the UK, Europe and the US;• Preference for the Nordics and DACH regions;• Minimum EBITDA £10m.

Location: England

281156 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in healthcare businesses;• Targets service businesses and healthcare providers;• Focuses on buyouts, recapitalisations, carve outs and growth equity investments.	<ul style="list-style-type: none">• Providers of healthcare services;• Including staffing, clinical, tech-enabled, pharma and managed care services;• Located in North America, Europe and the APAC region;• EBITDA between US\$10m-US\$30m.

Location: USA

266707 - PORTUGUESE CONGLOMERATE [\(CLICK REFERENCE TO ENQUIRE\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Portuguese privately-owned;• Conglomerate with a diverse portfolio;• 2021 consolidated turnover c.€1.15bn.	<ul style="list-style-type: none">• Sectors of interest include telecommunications, construction, industrial, tourism, real estate and services;• Telecoms infrastructure businesses;• Located globally;• Real estate, ceramics, crystal, tourism, catering, kitchen furniture and health and wellness businesses;• Located in Portugal;• Minimum EBITDA €2m.

Location: Portugal