



NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

JULY 2023

Sectors Featured Include: Aerospace & Defence, Building Products, Construction, Electronics, Health/Pharma, Industrial/Manufacturing, Support Services 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](#)
- [BUILDING PRODUCTS](#)
- [CONSTRUCTION](#)
- [ELECTRONIC](#)
- [HEALTH/PHARMA](#)
- [INDUSTRIAL/MANUFACTURING](#)
- [SUPPORT SERVICES](#)

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

- [GENERALIST](#)

AEROSPACE & DEFENCE

280898 - CABLING & INTERCONNECTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of interconnect products for harsh environments;• Manufactures fibre optic, electrical cable, and harnesses;• Also offers accompanying removal, installation, testing and related field services;• Serves customers in the aerospace, defence, and harsh industrial sectors;• Locations across the US.	<ul style="list-style-type: none">• Manufacturers of electrical components and assemblies for harsh environments;• Including interconnects, wire and cable harnesses, PCB and assemblies;• Offering custom design, installation, servicing and maintenance solutions;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

BUILDING PRODUCTS

273079 - BUILDING TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German privately-owned;• Wholesaler of building technology and industrial materials;• Network of well-known suppliers;• Headquartered in Germany with branches across Europe.	<ul style="list-style-type: none">• B2B wholesalers;• Offering building technology products in four main categories: sanitary, plumbing, HVAC and solar;• No interest in manufacturing capabilities;• Value-add distribution, including labelling;• Located in Europe;• Minimum revenue €10m;• Not interested in Finland and the UK;• Located in Poland, Czech Republic, France, Italy, Spain, Belgium and Norway;• Minimum revenue €1m.

Location: Germany

CONSTRUCTION

263040 - CONSTRUCTION PLANT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of construction support services;• Services include hire, sales and maintenance of plant, operator training and commercial vehicle modification;• Operates across England and Wales.	<ul style="list-style-type: none">• Providers of construction plant services;• Offering plant hire and sales, and plant related support services;• Located in the UK;• Maximum EBITDA £1m.

Location: Wales

ELECTRONIC

277318 - MICROELECTRONIC COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Value-added distributor of microelectronic components;• Products include die, wafer, packaging and Hi-Rel components;• Supplies customers in the industrial, aerospace, defence, energy and manufacturing sectors;• Facilities in the UK, Denmark, and China.	<ul style="list-style-type: none">• Distributors of microelectronic components;• Providers of value-added component modification and testing services;• Located in North America, Europe and the APAC region;• Minimum EBITDA US\$1m.

Location: USA

HEALTH/PHARMA

281079 - OCCUPATIONAL HEALTH & SAFETY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of e-Health and e-Safety services;• Offers digital solutions in the fields of occupational medicine and safety;• Takes a hybrid approach, offering online, on-site and telemedicine services;• Service centres located across Germany.	<ul style="list-style-type: none">• Digital occupational health and safety firms;• Utilising a range of digital tools including telemedicine, counselling, risk assessments, accident management, health check-ups, podcasts, training videos and maternity advice;• Serving local SMEs;• Located in Northern Europe and the UK;• Minimum EBITDA €1m.

Location: Germany

264377 - MEDICAL DEVICES & CONSUMABLES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Supplier of healthcare consumables, medical devices and equipment;• Serves a range of healthcare providers;• High position in the acute hospital sector;• Operates across the UK, Germany, Austria and Ireland.	<ul style="list-style-type: none">• Distributors of medical devices, healthcare consumables and equipment;• Focusing on laboratory, scientific, mobility and rehab products;• Located in Europe and the US;• Maximum revenue £50m.

Location: Ireland

INDUSTRIAL/MANUFACTURING

278993 - OIL & GAS EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of specialist equipment and machinery;• Offers offshore drilling, pumping, power and control machinery;• Provides accompanying aftermarket and precision engineering services;• Located globally.	<ul style="list-style-type: none">• Manufacturers of highly engineered machinery and forged products;• Serving customers in the oil and gas, aerospace, general industrial, and power generation sectors;• Located globally;• Minimum EBITDA US\$1m.

Location: USA

281077 - THERMAL MANAGEMENT COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of precision thermal management components;• Serves customers in the aerospace, defence and industrial sectors;• Products include chassis, heat sinks, enclosures and cooling systems;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of specialist thermal management components;• Including enclosures, heat sinks, liquid, fan and active thermal management systems;• Located in North America and Western Europe;• Minimum EBITDA US\$1m.

Location: USA

261195 - METAL HARDENING & COATING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Industrial metals business;• Produces extrusion dies for aluminium manufacturing and develops hardening technologies;• Production facilities located in Germany.	<ul style="list-style-type: none">• Hardening facilities and companies active in coating;• Particular interest in PVD;• Located in Europe;• Minimum EBITDA €1m.

Location: Germany

279767 - GASKETS, SEALS & FASTENERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of industrial gaskets, fasteners and hoses;• Serves customers in the energy, chemical, engineering and other industrial sectors;• Located globally.	<ul style="list-style-type: none">• Manufacturers of industrial gaskets, seals, hose assemblies and fasteners;• Providers of accompanying engineering, coating, field support and value-added services;• Located in globally;• Minimum EBITDA US\$1m.

Location: USA

277375 - LOAD SECURING COVERINGS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of cargo coverings and related fastening systems;• Products include load securing fabric coverings, loading systems and accessories;• Supplies customers in the agricultural, rail, construction, waste and flatbed transport industries;• Located in the US and UK.	<ul style="list-style-type: none">• Manufacturers of cargo covering and control systems;• Offering proprietary branded products;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

280905 - PLUMBING & PIPELINE TOOLS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of trenchless pipeline repair and rehabilitation products;• Provides products and technologies for inspecting, repairing, clearing and lining pipelines;• Serves customers in the residential, commercial and municipal sectors.	<ul style="list-style-type: none">• Manufacturers of sewer and pipeline diagnostic and maintenance tools;• Offering trenchless technologies for plumbing, sewage, utilities and pipeline infrastructure maintenance;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

SUPPORT SERVICES

284301 - MULTI-DISCIPLINARY CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Group of multi-disciplinary consultancy firms;• Offers organisational, sustainability and digital transformation consultancy services;• Active at every stage of the transformation, from strategy and design through to implementation, training and coaching;• Group members located across Europe and India.	<ul style="list-style-type: none">• Consultancy firms focusing on digital, sustainable and organisational transformation;• Located in Europe;• Minimum EBITDA €500k;• Located in the UK;• Minimum EBITDA €2m.

Location: Netherlands

279771 - INFRASTRUCTURE & EQUIPMENT INSPECTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of speciality oil and gas TICC and maintenance services;• Offers pipeline integrity, cleaning, maintenance and environmental consultancy services;• Serves customers in the oil and gas, and petrochemical end-markets;• Headquartered in the Netherlands, located globally.	<ul style="list-style-type: none">• Providers of oil and gas TICC services;• Serving midstream and downstream pipelines and assets;• Providers of accompanying consultancy services;• Located globally;• Minimum EBITDA US\$1m.

Location: Netherlands

283926 - SOLAR PANELS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Spanish privately-owned;• Industrial photovoltaic (PV) energy specialist;• Specialised in green energy, utility grids, solar panels and EPC;• Strong track record of acquisitions;• Acquires businesses for the long-term and with industrial vision.	<ul style="list-style-type: none">• Manufacturers of solar panels;• EPC contractors focused on the installation and maintenance of solar panels;• Providers of utility grids;• Located in Italy, France and Germany;• Turnover between €5m-€10m.

Location: Spain

278077 - IT RECYCLING & REFURBISHMENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of IT asset disposal (ITAD);• Offers IT refurbishment services and re-sells used IT hardware;• Retail through an online channel and via third party IT re-sellers;• Operates across the UK.	<ul style="list-style-type: none">• Providers of IT recycling, disposal and refurbishment services;• Focusing on reducing electronic waste;• Located in the UK;• EBITDA between £500k-£4m.

Location: England

GENERALIST

282894 - BELGIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE firm;• Targets SMEs in the chemical and industrial sectors;• Backs corporate divestitures and carve-outs;• Current fund c.€300m.	<ul style="list-style-type: none">• Sectors of interest include agrochemicals, construction, food and beverage, speciality materials, chemicals, water treatment and mining;• Preference for family-owned businesses;• Headquartered in Europe, with international activities;• Revenue between €50m-€750m.

Location: Belgium

272978 - FRENCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE firm;• Invests in small and mid-cap companies;• Six expert divisions focused on different types of transaction;• Based in Europe.	<ul style="list-style-type: none">• Active across a range of sectors;• Small- and mid-cap companies;• Located in Europe;• Minimum EBITDA €1m.

Location: France

268954 - US PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE firm; • Invests in mid-market companies; • Experience in buyouts, recapitalisations, carve outs and build-ups. • Located in New York. 	<ul style="list-style-type: none"> • Sectors of interest include aerospace and defence, healthcare and speciality industrial; • Offering proprietary products and services protected by IP; • Located in North America; • Turnover between US\$50m-US\$200m; • EBITDA between US\$10m-US\$40m.

Location: USA**284260 - UK PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK search fund; • Invests in SME opportunities with high recurring revenue; • Takes majority and minority stakes; • Provides operational support; • Active across the UK and Europe. 	<ul style="list-style-type: none"> • Sectors of interest include branded consumer goods, plastics, healthcare, finance, agriculture, industrial, transport and IT; • Must have a second-tier management team; • Located in the UK and Europe; • EBITDA between £1m-£2.5m.

Location: England**284414 - UK PE FIRM** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE firm; • Invests in lower mid-market companies; • Takes majority stakes; • Typically invests between £10m-£25m; • Operates across Western Europe and the UK. 	<ul style="list-style-type: none"> • Sectors of interest include consumer and business services; • Located in Western Europe and the UK; • EBITDA between £1m-£10m.

Location: England

260095 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests exclusively in the energy sector;• Pursues a buy-and-build strategy;• Takes control and significant minority positions;• Located across the USA.	<ul style="list-style-type: none">• Oil and gas resources, equipment and service companies;• Including exploration and production, equipment manufacturing, transport, maintenance, and infrastructure services;• Located globally;• Minimum EBITDA US\$5m.

Location: USA

279637 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in mid-market companies;• Targets buy-outs, re-capitalisations, divestures and growth capital investments;• Invests between US\$40m-US\$150m per portfolio company;• Offices located in the Northeast and Southwest.	<ul style="list-style-type: none">• Financial services, FinTech and related business service providers;• Including FinTech, InsurTech, payments, speciality finance, insurance and wealth management companies;• Located in the Americas and Europe;• Recurring revenue streams;• Minimum EBITDA US\$4m.

Location: USA