Langcliffe

NEWLY ENGAGED BUYERS

WITH SUB £1M EBITDA CRITERIA

JULY 2023

Sectors Featured Include: Building Products, Construction, Financial General, Food & Beverage, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Marketing Communications, Recruitment, Retail/Consumer, Support Services, Transport/Distribution and Generalist.

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

- BUILDING PRODUCTS
- CONSTRUCTION
- FINANCIAL GENERAL
- FOOD & BEVERAGES
- HEALTH/PHARMA
- HEALTHCARE PROVIDERS
- ICT
- INDUSTRIAL/MANUFACTURING
- MARKETING COMMUNICATIONS
- RECRUITMENT
- RETAIL/CONSUMER
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION

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

GENERALIST

BUILDING PRODUCTS

283994 - STREET FURNITURE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• French PE-owned;	Manufacturers of street furniture;
Manufacturer of industrial products	-
• Processor of steel, aluminium tubes	and profiles;
profiles;	Operates B2B;
 Collaborates with the government to dev policies; 	o develop • Specialists in transport infrastructure;
	 Minimum EBITDA €500k;
 Researches trends in the market an solutions; 	Located in France.
 Located in France, offices around th country. 	e

Location: France

273079 - BUILDING TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
German privately-owned;	B2B wholesalers;
 Wholesaler of building technology and industrial materials; 	• Offering building technology products in four main categories: sanitary, plumbing,
 Network of well-known suppliers; 	HVAC and solar;
Headquartered in Germany with branches	No interest in manufacturing capabilities;
across Europe.	• 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

279769 - UTILITIES INFRASTRUCTURE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	Providers of utilities infrastructure
• Provider of utilities infrastructure services;	construction and maintenance services;
 Offers construction and maintenance services; 	 Offering foundation drilling, infrastructure construction, speciality substation, and maintenance services;
 Serves customers in the power distribution, transmission, utilities, renewables and telecommunications sectors; 	Located in North America;Minimum EBITDA US\$500k.
• Located in the South-East.	

Location: USA

FINANCIAL GENERAL

270482 - IFAS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK privately-owned;	• IFAs;
Investor targeting UK IFAs;	 No interest in individual investors;
• Takes a majority stake or acquires all equity;	Located across the UK;
 Merges local firms to create regional scale; 	• Minimum EBITDA £500k.
 Offers portfolio businesses a range of services aimed at growth; 	
• Operates across the UK.	

Location: England

280375 - WEALTH MANAGEMENT SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Provider of wealth management and institutional asset management services; 	 Providers of wealth management services for individuals and families; Institutional asset managers;
 Offers financial planning, investment management and tax reporting; 	 Institutional asset managers, Located in North America and Europe; Minimum EBITDA US\$500k.
 Serves HNW and UHNW individuals, family offices, insurance and financial institutions; 	
• Located in the UK, Barbados and Spain.	

FOOD & BEVERAGES

279082 - SNACK BRANDS (CLICK REFERENCE TO ENQUIRE)

Гhe Acquirer	Acquisition Criteria
UK privately-owned;	Snack brands;
 Manufacturer of plant-based snacks and beverages; 	 Offering branded plant-based snacks or beverages;
 Offer products including wholefood bars, protein bars and vegetable crisps; 	 Preference for sustainable and ethical businesses;
Operates globally.	• Located in the UK, North America or Asia
	Must be distressed or underperforming.

HEALTH/PHARMA

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

The Acquirer	Acquisition Criteria
 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. 	 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

274410 - MEDICAL EQUIPMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK privately-owned;	Distributors of medical and healthcare
Radiology equipment supplier;	equipment;
 Provides radiology equipment, accessories, consumables and IT solutions to the healthcare industry; 	 Supplying equipment, accessories and related IT solutions to NHS networks and care homes;
 Serves the HSE, NHS hospitals and nursing homes; 	No interest in manufacturing;Located in the UK;
Operates across Ireland.	Minimum EBITDA £500k.

Location: Ireland

HEALTHCARE PROVIDERS

265352 - CARE HOMES (CLICK REFERENCE TO ENQUIRE)

۲he Acquirer	Acquisition Criteria
UK-privately owned;	Care homes;
• Provider of senior care;	 Assisted living residential homes;
 Offers a range of services such as residential care, dementia care and nursing; 	Located in the UK;Minimum EBITDA £500k.
• Serves a domestic client base.	

Location: England

284258 - HEALTHCARE SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 UK privately-owned; Provider of home care services; Offers a range of care services such as overnight care, cancer care, rehabilitation, diabetes monitoring and live-in care; Serves a domestic client base. 	 Providers of healthcare and domiciliary, residential and assisted living care; Urgent care call and treatment centres, out of hours GP, NHS insourcing and outsourcing; Clinics for physiotherapy, dermatology and IVF; Located in the UK, with a preference for the Midlands and South of England; Minimum EBITDA £500k.

284321 - AUTOMATION TECHNOLOGIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• Dutch PE-owned;	 Providers of automation technologies;
 Provider of hyper-automation technologies and solutions; 	 Focused on digitalising and automating back-office tasks, workflows, data
 Offers three main technologies, focused on automating internal processes and value 	analysis, internal communications and supply chains;
streams;	 Own software products and technology;
• Integrates technologies with SAP, Microsoft,	Located in Europe;
Excel and Adobe;	 Minimum EBITDA €500k.
Offices in the Netherlands and Australia.	

Location: Netherlands

264857 - CYBER SECURITY DISTRIBUTORS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 UK PE-owned; Distributor of cyber security solutions; Offers technologies for data, server, network and cloud security; Provides accompanying integration and consultancy services; Operates across Europe. 	 Value-added distributors of cyber security technologies; Providers of managed services, support and maintenance, installation and integration services; Serving medium and large businesses, and public institutions; Located in Europe; Minimum EBITDA £250k.

Location: Switzerland

268282 – SITE ACCESS TECHNOLOGY DEVELOPERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 UK PE-owned; Developer of construction site access management technologies; Products include hardware, software and management apps for site access and attendance management; Serves customers in the commercial, residential, and infrastructure construction and maintenance sectors; Headquartered in the UK, also operates across the Nordics. 	 Developers of construction site management software and hardware; Including smart entry gates, site access, attendance, induction and management software; Developers of adjacent workforce and site management software; Located in Europe; Minimum EBITDA £250k.

Location: England

280415 - FUND ADMINISTRATION SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	 Developers of FinTech platforms;
 Developer of investor management and compliance software; 	 Serving customers in traditional and alternative asset classes;
 Platform includes investor recordkeeping, onboarding, screening, fee calculations, reporting and document management tools; 	 Preference for investor management and compliance software; Located in Europe and North America;
 Customers include hedge funds, private equity funds, retail funds and other regulated investment funds; 	 Minimum EBITDA US\$500k.
 Located in the US, Slovakia and the Cayman Islands. 	

Location: Ireland

INDUSTRIAL/MANUFACTURING

257350 - VALVE & HOSE PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• UK PE-owned;	Designers, manufacturers and distributors
• Manufacturer of flexible hoses and valves;	of similar valve and hose products;
 Provides water controlling solutions for products such as boilers, coffee machines and showers; 	 Serving customers in the plumbing, catering, healthcare and building industries;
• Serves OEMs and building service providers;	Located in Europe and the UK;
• Located in the UK.	Minimum EBITDA £250k.

Location: England

8038 - METAL STOCKHOLDERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK privately-owned;	Metal stockholders;
Multi-metal stockholder and distributor;	• Focusing on stainless steel or aluminium;
Materials include stainless steel, aluminium, asst iron and conner:	• No interest in fabrication;
cast iron and copper;	 Located in the UK and Europe;
Located in Northern Ireland.	Minimum turnover £1m.

Location: Ireland

282107 - INDUSTRIAL MACHINERY MANUFACTURERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• US PE-owned;	• Manufacturers of industrial pumps, valves,
 Manufacturer of engineered valves and 	actuators and turbines;
pumps;	• Serving customers in the nuclear power,
 Products include pumps, valves, actuators and steam turbines; 	oil and gas, water, hydrogen and general industrial sectors;
Provider of aftermarket MRO and TICC	 Proprietary brands;
services;	• Located in North America and Europe;
• Located in the US and UK.	Minimum EBITDA US\$500k.

Location: Scotland

MARKETING COMMUNICATIONS

284325 - WEBSITE & WEBSHOP DESIGN (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Dutch PE-owned;Web design and online marketing agency;	• Providers of website and webshop design services;
 Offers website, webshop and online marketing solutions; 	 Providers of online marketing services including Google ads, social media and website APP;
Operates across Denmark.	 Located in Europe; Minimum EBITDA €500k.

Location: Denmark

273691 - AUTOMATED MARKETING SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Belgian PE-owned; Provider of marketing solutions; Services include cross-channel interactions, insight and analytics, marketing tools, addons and the integration of systems and platforms; Located in the Nordics. 	 Developers and providers of automated marketing solutions; Specialising in customer journey mapping and marketing platforms; Located in Europe; Minimum EBITDA €250k.

Location: Sweden

284326 - DATA-DRIVEN MARKETING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Dutch PE-owned; Integrated data-science agency; Offers machine-learning algorithms and solutions in finance, healthcare, public, 	 Data-driven marketing consultancy; Using internally developed algorithms and data-driven insights to advise customers on strategy, data engineering and advanced analytics;
 consumer and sustainability sectors; Serves international clients across Europe. 	 Serving customers operating in a range of end markets; Located in Europe;
	 Minimum EBITDA €500k.

Location: Netherlands

RECRUITMENT

262762 - GENERAL HAULAGE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 UK privately-owned; Provider of multi-service support solutions; Offer services including temporary recruitment, sub-contracting and bespoke training programmes; 	 Transport recruitment and training providers; Serving general haulage, logistics, HGV and warehousing companies; Located in the UK;
 Serving customers in the logistics and warehousing sectors; 	• Minimum EBITDA £500k.
• Employs over 4,000 drivers;	
Operates nationally.	

Location: England

284272 - HEALTHCARE STAFFING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 Dutch PE-owned; Group of temporary staffing businesses; Offers temporary staffing solutions to healthcare professionals; 	 Providers of healthcare staffing solutions; Serving a variety of healthcare professionals; Located in Europe;
 Operates via a multi-brand strategy; Located across the DACH region and the Nordics. 	 Minimum EBITDA €500k.

Location: Germany

RETAIL/CONSUMER

284320 - BABY & TODDLER PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Dutch PE-owned;B2B and B2C online retailer of baby and	 Online retailers of baby and toddler products;
toddler products;	 Selling safe and soft products;
 Sells baby care, sleeping, home, travel, toys 	• Operating B2B and B2C;
and eating and drinking products;	Located in Europe;
Sells products in over 40 countries.	• Minimum EBITDA €500k.

Location: Netherlands

255870 - VAPING PRODUCTS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 UK privately-owned; Manufacturer, retailer and wholesaler of e-cigarettes; 	 Manufacturers, retailers and wholesalers of vaping products; Located in the UK and Europe;
 Products include e-cigarettes, e-liquids and accessories; 	• Turnover up to £10m.
• Located in the UK and Germany.	

SUPPORT SERVICES

284589 - WATER INFRASTRUCTURE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Provides end-to-end water infrastructure renewal solutions; 	 Providers of water infrastructure and renewable solutions; Offering turnkey installation services;
 Serves customers in the waste water, portable water and storm water industries; Located in the US. 	Located in the US;Minimum EBITDA US\$500k.

Location: USA

283926 - SOLAR PANELS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• Spanish privately-owned;	 Manufacturers of solar panels;
 Industrial photovoltaic (PV) energy specialist; 	
 Specialised in green energy, utility grids, solar panels and EPC; 	installation and maintenance of solar panels;
 Strong track record of acquisitions; 	 Providers of utility grids;
• Acquires businesses for the long-term and	 Located in Italy, France and Germany;
with industrial vision.	• Turnover between €5m-€10m.

Location: Spain

284369 - B2B TRAINING (CLICK REFERENCE TO ENQUIRE)

he Acquirer	Acquisition Criteria
 UK privately-owned; Provider of B2B support and consultancy; Offers a range of services such as financial consultancy, coaching, supply-chain development, tools and resources for learning; 	 B2B training company; Including niche sector specialist and generalist providers; Located in the UK, with a preference for Yorkshire and Scotland;
Serves businesses in various sectors;Operates across the UK.	• Minimum EBITDA £250k.

Location: England

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

The Acquirer	Acquisition Criteria
 UK PE-owned; Provider of IT asset disposal (ITAD); Offers IT refurbishment services and re-sells 	 Providers of IT recycling, disposal and refurbishment services; Focusing on reducing electronic waste;
used IT hardware;	• Located in the UK;
 Retails through an online channel and via third party IT re-sellers; 	• EBITDA between £500k-£4m.
Operates across the UK.	

Location: England

278420 - OFF-SHORE ENGINEERING SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
 US PE-owned; Provider of offshore wind infrastructure 	 Providers of support services to the renewable energy sector;
services;	Offering engineering and design, maintenance, building and installation
 Offers design, construction and maintenance support services; 	maintenance, building and installation, and geotechnical services;
• Headquartered in the UK.	 Located in the UK, USA, Netherlands and Denmark;
	Minimum EBITDA US\$500k.

TRANSPORT/DISTRIBUTION

275665 - AUTOMOTIVE LOGISTICS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
Austrian privately-owned;	Providers of automotive logistic services;
 Provider of transport and logistic services; 	Offering solutions for the entire vehicle
• Offers the multimodal transport of vehicles,	distribution chain;
trucks, machinery and agricultural vehicles;	Located in Europe;
Services include vehicle repairs, restorations	 Minimum EBITDA €500k.
and fittings;	
• Located across Europe and the Middle East.	

Location: Austria

275608 - VEHICLE TRANSPORT & RECOVERY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
UK privately-owned;	Providers of vehicle transportation
• Provider of vehicle transportation and	services;
recovery services;	Offering distribution, transport, technical
 Offers automotive freight, event management and storage services; 	support and maintenance, warehousing and vehicle-specific events management services;
 Operates across the UK and Europe, with worldwide transportation links. 	• Transportation by road, air or sea;
·	 Located in the UK and Europe;
	• Minimum EBITDA £500k.

GENERALIST

263966 - DUTCH VC FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• Dutch VC firm;	• Software and technology companies;
 Operates as a growth and special situations investor; 	 Operating in the financial services, real estate and health markets;
 Targets growth cases, buy-and-builds, liquidity events and operational investments; 	Strong management team in place;Located in Europe;
 Invests between €500k-€50m; Located in the Netherlands and the UK. 	 Strong preference for the UK, the Netherlands, Germany and Poland;
	• Minimum ARR €2m.

Location: Netherlands

284402 - UK PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
• UK PE firm;	• Sectors of interest include software, B2B
• Invests in SMEs;	tech-enabled services, engineering, electrical, recruitment, training, financial
 Focuses on retirement sales; 	services and construction;
Active across the UK.	 Located in Europe and the UK;
	• Turnover between £500k-£20m.