



NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

AUGUST 2023

Sectors Featured Include: Aerospace & Defence, Agriculture, Automobiles & Parts, Building Products, Financial General, ICT, Industrial/Manufacturing, Retail/Consumer, 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](#)
- [AGRICULTURE](#)
- [AUTOMOBILES & PARTS](#)
- [BUILDING PRODUCTS](#)
- [FINANCIAL GENERAL](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
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- [SUPPORT SERVICES](#)

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

- [GENERALIST](#)

AEROSPACE & DEFENCE

284874 - SPACE PROPULSION SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developers of space propulsion and transport systems;• Manufactures launch, landing, in-space and lunar transport sub-systems;• Specialises in low earth orbiting payloads, lunar and space crafts;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of advanced space launch, landing and lunar vehicles;• Providing structures, sub-systems and components;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

284836 - MRO & FBO SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of aviation MRO and fixed-base operator services;• Offers airframe, engine, avionics, interior, and paint MRO services, parts and aircraft sales;• Performs comprehensive servicing, modification and repairs;• Specialises in private planes.	<ul style="list-style-type: none">• Providers of aviation MRO and FBO services;• Offering maintenance, repairs, aircraft servicing, parts sales, aircraft management and sales;• Serving all aircraft types;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

AGRICULTURE

4322 - ENVIRONMENTAL & PLANNING CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Provider of agricultural services;• Provides agronomy and digital agricultural services;• Supplies crop technologies and inputs;• Operates on-farm and off-farm;• Operates globally.	<ul style="list-style-type: none">• Environmental and planning consultancies;• Agriculture businesses offering services, technologies and strategic inputs;• Located in Europe;• Minimum EBITDA €1m.

Location: Ireland

AUTOMOBILES & PARTS

284693 - AUTOMOTIVE COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Automotive product line;• Manufactures gearshift system, actuators and haptic control systems;• Production sites and sales and logistics offices located in Germany, the US and China.	<ul style="list-style-type: none">• Manufacturers of automotive components;• Mechanical and electrical products;• Located in Europe;• EBITDA from negatives up to €20m.

Location: Germany

BUILDING PRODUCTS

284699 - GLASS BUILDING PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Manufacturer and wholesaler of flat and curved glass for facades;• Offers a range of glass products for regional and global architectural projects and customers in the construction sector;• Production sites located in the DACH region, the Netherlands and the UK.	<ul style="list-style-type: none">• Manufacturers of large glass building products;• High-quality glass façade products and concepts;• Interior and exterior glass products;• Located in Europe;• EBITDA from negatives up to €20m.

Location: Germany

FINANCIAL GENERAL

260758 - INSURANCE & CLAIMS MANAGEMENT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of insurance services, claims and technology;• Specialises in complex situations;• Services include loss adjusting, third-party and technical services, and insurance management;• Located globally.	<ul style="list-style-type: none">• Providers of insurance, claims management, technical services;• Spanning the full claims life cycle;• Developers of InsurTech SaaS platforms;• No interest in brokers;• Located globally;• Minimum EBITDA US\$1m.

Location: England

ICT

277109 - MSP VERTICALS, PUBLIC & MANAGED CLOUD SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of cloud and ICT outsourcing solutions;• Aims to ensure clients' IT infrastructure runs smoothly;• Focuses on specific market verticals;• Located in the Netherlands.	<ul style="list-style-type: none">• Vertical MSP companies and providers of public and managed cloud services;• Active in any sector;• Management willing to stay post-transaction;• Located in Western Europe;• Particular interest in the Benelux, Germany and the UK;• Maximum EBITDA €4m.

Location: Netherlands

INDUSTRIAL/MANUFACTURING

268903 - METER TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• KLSE-listed;• Group of engineering companies;• Manufactures water metering and smart metering products;• Provides M&E services for water infrastructure, hospital projects and rail systems;• Operates globally.	<ul style="list-style-type: none">• Manufacturers and distributors of meter technologies;• Offering water, electricity, heat, energy, gas and liquid metering products;• Complementary companies also considered, including manufacturers of valves, actuators, pumps and monitoring equipment;• Manufacturers of rail system technologies;• Offering crossings, sleepers, supply systems, overhead line equipment, signalling and passenger information technology;• Located globally, with a preference for the UK and Australia;• Minimum EBITDA US\$1m.

Location: Malaysia

RETAIL/CONSUMER

284694 - ZIPPERS & FASTENERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Manufacturer and distributor of high-quality zippers;• Manufactures products for international clothing, home textile and technical brands;• Production sites located across Europe.	<ul style="list-style-type: none">• Manufacturers of high-quality zippers and fasteners for consumer products;• Supplying international consumer brands;• Located in Europe;• EBITDA from negatives up to €20m.

Location: Germany

274086 - B2B WHOLESALERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Retailer of seasonal decorative products and accessories;• Products range from Christmas ornaments and outdoor furniture to lamps and tableware;• Products sold across Europe through wholesalers, retailers, garden centres and online.	<ul style="list-style-type: none">• Niche B2B wholesalers;• Focusing on flowers and home accessories such as blankets and cushions;• Scent businesses for the home décor and gift market;• Operating in the garden centre and DIY segment;• Located in Europe with a particular interest in the UK;• Turnover between €10m-€50m.

Location: Netherlands

SUPPORT SERVICES

284866 - RENEWABLE ENERGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Strategic investor;• Targets biogas companies and providers of renewable energy;• Invests across Germany.	<ul style="list-style-type: none">• Generators, traders and distributors of energy produced from renewable raw materials;• Particular interest in biogas, biomethane and photovoltaic plants;• Located in Northern Europe;• Minimum EBITDA €2m.

Location: Germany

284813 – WASTE MANAGEMENT COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Trade waste management group;• Offers metal and aggregate recycling, waste management and skip hire;• Serves the construction industry;• Operates nationally.	<ul style="list-style-type: none">• Waste management companies;• Offering collection and processing services;• Preference for trade waste;• Located in the Midlands and Northeast of England;• Minimum EBITDA £1m.

Location: England

284835 - OUTSOURCED E-DISCOVERY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of outsourced e-discovery and consultancy services;• Offers managed e-discovery, forensic data collection, processing, review and production services;• Serves clients in the legal sector;• Located in the US.	<ul style="list-style-type: none">• Providers of outsourced e-discovery services;• Including managed collection, processing, analysis, review and consultancy services;• Providers of adjacent outsourced legal services;• Located in North America and Western Europe;• Minimum EBITDA US\$1m.

Location: USA

284692 - MRO SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Group of MRO service providers;• Offers routine servicing, maintenance, replacement, and parts distribution services;• Specialises in industrial rotating equipment, valves, actuators, compressors, pumps, motors, and heat exchangers;• Located across North America.	<ul style="list-style-type: none">• Providers of MRO services and emergency parts distribution services;• Specialising in critical industrial equipment;• Located in North America and Western Europe;• Minimum EBITDA US\$2m.

Location: USA

GENERALIST

271137 - GERMAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE firm;• Specialises in the acquisition of distressed companies, non-core subsidiaries and underperforming assets;• Targets succession cases, company re-organisations, turnarounds and corporate spin-offs;• Pursues buy-and-builds from three main platforms in plastic moulding, C-part management and packaging;• Portfolio has a combined turnover above €200m;• Invests across Europe.	<ul style="list-style-type: none">• Sectors of interest include manufacturing, industrial goods, packaging, plastics and business services;• Complex deals and specialist situations;• Located in Europe with a particular interest in France, Spain, the UK and Eastern Europe;• Minimum turnover €20m;• EBITDA margins from negative to 5%.

Location: Germany

281011 - GERMAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German family office;• Invests in corporate carve-outs, successions and recovery situations;• Invests long-term.	<ul style="list-style-type: none">• Sectors of interest include industrial and manufacturing;• Specialist situations;• Located in Europe and the US;• EBITDA from negative up to €20m.

Location: Germany

268555 - DANISH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Danish PE firm;• Invests in mid-market companies;• Broad base of Nordic and international investors;• Has raised five funds with a committed capital in excess of €2bn;• Portfolio of 12 active investments;• Operates across the Nordics.	<ul style="list-style-type: none">• SMEs;• Sectors of interest include industrial, technology, consumer goods and healthcare;• Substantial value creation potential;• Located in the Nordics, with a preference for Denmark and Sweden;• EV between €50m-€500m.

Location: Denmark

259225 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in lower-middle market companies;• Targets buy and builds;• Makes control investments;• Located in the Midwest.	<ul style="list-style-type: none">• Sectors of interest include engineered industrial products, industrial services and value-added distribution;• Management team in place;• Located in the US;• EBITDA between US\$3m-US\$15m.

Location: USA