



NEWLY ENGAGED BUYERS

WITH SUB £1M EBITDA CRITERIA

AUGUST 2023

Sectors Featured Include: Aerospace & Defence, Automobiles & Parts, Building Products, Construction, Electronic, Financial General, Food & Beverage, Healthcare Providers, ICT, Industrial/Manufacturing, Plastics & Packaging, Real Estate, Retail/Consumer, Soft FM, 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

- [AEROSPACE & DEFENCE](#)
- [AUTOMOBILES & PARTS](#)
- [BUILDING PRODUCTS](#)
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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

284772 - SURVEILLANCE SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of advanced video processing solutions;• Products include gimbals, unmanned aerial and ground systems, and pan-tilt-zoom electro-optical systems;• Supplies customers in the aerospace, defence, OEM and government sectors;• Located in the US.	<ul style="list-style-type: none">• Developers of intelligence, surveillance and reconnaissance hardware, systems and software;• Including stabilisation, tracking, detection, recording and autonomous landing sub-systems;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

278677 - AIRCRAFT & MRO SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of outsourced repair and maintenance services for critical flight safety products;• Repairs products which include rafts, slides, oxygen cylinders, emergency beacons and fire extinguishers;• Operates globally.	<ul style="list-style-type: none">• Providers of aviation safety component maintenance, repair and overhaul services (MRO);• Located globally;• Minimum EBITDA £500k.

Location: England

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

17467 - BUILDERS' MERCHANTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Builders' merchant;• Operates B2B and B2C;• Operates in the UK.	<ul style="list-style-type: none">• Builders' merchants;• Located in the South of England;• Minimum EBITDA £250k.

Location: England

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Manufacturer and wholesalers 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

CONSTRUCTION

284843 - PROPERTY MAINTENANCE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of property maintenance, repair and compliance services;• Offers repair, maintenance, retrofit, decoration, safety, electrical and cleaning services;• Serves the social housing and public sectors;• Operates across the UK.	<ul style="list-style-type: none">• Providers of property maintenance services;• Offering repair, compliance and asset maintenance services;• Focusing on the social housing, government and public sector end-markets;• Located in the UK and Ireland;• Minimum EBITDA US\$500k.

Location: England

284688 – PROPERTY MAINTENANCE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of property maintenance services;• Services include emergency drain repairs, cleaning, fire and security and lighting installation;• Serves customers in the education, manufacturing, retail, healthcare, office and hospitality sectors;• Operates across the UK.	<ul style="list-style-type: none">• Providers of facilities management services;• Offering reactive and emergency maintenance services;• Located in the UK;• Minimum EBITDA £250k.

Location: England

ELECTRONIC

284829 - THERMAL MANAGEMENT TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Developer and manufacturer of thermal management solutions and technology;• Manufactures patented products for testing processes in the semiconductor and advanced packaging sectors;• Headquartered in Germany with sales offices in the US and China.	<ul style="list-style-type: none">• Manufacturers of temperature regulation and thermal management technologies;• Designed for use in testing processes with extreme temperatures;• Located in Europe;• Minimum EBITDA €750k.

Location: Germany

284830 - ENERGY EFFICIENT CHARGING TECHNOLOGIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Danish PE-owned;• Manufacturer of lithium-ion batteries and charging solutions;• Manufactures products for use in a range of vehicles, equipment and applications;• Offers a SMART solution for fleet management and battery exchange;• Headquartered in Sweden with subsidiaries located in Europe, the US and China.	<ul style="list-style-type: none">• Manufacturers of energy efficient batteries and charging solutions;• Offering complete and flexible charging solutions, batteries and converters;• Located in Europe and the US;• Minimum EBITDA €500k.

Location: Sweden

FINANCIAL GENERAL

254220 - IFAS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of independent financial advisors;• Offers services such as mortgages, insurance, retirement, and pension plans for businesses;• Operates B2B and B2C;• Serves a domestic client base.	<ul style="list-style-type: none">• Independent financial advisors;• Located in the UK with a preference for London;• Minimum EBITDA £500k.

Location: England

282084 - TURNAROUND & INSOLVENCY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of insolvency, financial; restructuring and turnaround services;• Advises companies, lenders, equity holders and other stakeholders through economic disruption and financial and operational challenges;• Operates across the UK.	<ul style="list-style-type: none">• Providers of turnaround and insolvency services;• Offering cost take-out, restructuring, transaction, debt advisory, valuation services, forensic investigations and accounting services;• Headquartered in the US and Europe;• Minimum EBITDA US\$500k.

Location: England

FOOD & BEVERAGES

14038 - FOOD SERVICE COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Wholesaler of frozen foods;• Offers a range of products including bread, meat, fruit, vegetables, prepared meals and buffet food;• Operates nationwide.	<ul style="list-style-type: none">• Food service companies;• Supplying frozen, chilled and dry goods;• Located in the UK;• Minimum EBITDA £250k.

Location: England

255433 - SEAFOOD DISTRIBUTORS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Importers and distributors of gourmet seafood;• Offers pre-cut and packaged seafood, including prawns, langoustines, shell crab and molluscs;• Serves customers in the food service industry;• Operates nationally.	<ul style="list-style-type: none">• Distributors of seafood;• Serving customers in the food service and wholesale markets;• Located in the UK;• Minimum EBITDA £500k.

Location: England

284761 - BRANDED CHOCOLATE MANUFACTURERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of chocolate and confectionary;• Manufactures products under own brands and for third parties;• Offers traditional, vegan, free from and low sugar chocolate products;• Operates Globally.	<ul style="list-style-type: none">• Manufacturers of branded chocolate;• Own brands and contract manufacturers;• Located in the UK, the US and Europe;• Minimum EBITDA £500k.

Location: England

HEALTHCARE PROVIDERS

279725 - ELDERLY CARE HOMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Group of care homes;• Specialises in elderly care;• Services include residential, nursing and respite care;• Located in the UK.	<ul style="list-style-type: none">• Chain or individual elderly care homes;• Located in the UK;• Minimum EBITDA £200k.

Location: England

ICT

284701 - DOCUMENT MANAGEMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of document processing software;• Offers tools for automating document creation, capture, archiving, customer onboarding, and forms;• Serves customers in the financial services, legal, government, transport and education sectors;• Located in the US, also operates across Europe.	<ul style="list-style-type: none">• Developers of document management software;• Including software tools for document creation, processing, archiving and compliance;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

284868 - REGULATORY COMPLIANCE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• RegTech company;• Offers regulatory compliance, reporting and development platforms;• Monitors trades for market abuse;• Offers products to customers in the financial services industry;• Located in the UK and Australia.	<ul style="list-style-type: none">• Providers of regulatory compliance solutions;• Offering technology platforms and reporting functions for monitoring market abuse, trade surveillance, best execution and MiFID II record keeping;• Located in Europe;• Minimum EBITDA €250k.

Location: England

284861 - CAD-CAM SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of CAD-based software;• Offers 2D and 3D products for mechanical engineering, metal working and building services;• Serves customers in the metal, mechanical engineering and other design sectors;• Offers products to customers in Germany and across Europe via a partner network.	<ul style="list-style-type: none">• Developers of CAD-CAM software;• Designed for use in a range of end markets;• Functionalities including metalworking, design and construction;• Located in Europe;• Minimum EBIT €500k.

Location: Germany

284686 - ENTERPRISE IT MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of data support, managed services and consultancy services;• Focuses on EPR technology and transformations;• Serves clients in all sectors;• Operates internationally.	<ul style="list-style-type: none">• Providing enterprise IT managed services;• Providing database management services including infrastructure, consultancy and digital transformations;• Located in the UK;• EBITDA minimum £250k.

Location: England

277109 - VERTICAL MSPS *(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

284860 - CAD & GIS SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Developer of urban planning and landscaping software;• Offers CAD- and GIS-based software;• Functions include design tools, terrain management, property management and project planning and administration;• Offers software to architects, engineers, urban planners and municipalities across Germany.	<ul style="list-style-type: none">• Providers of CAD and GIS software;• For use in all stages of urban land use projects;• Serving landscapers, architects and project engineers;• Located in Europe;• Minimum EBIT €500k.

Location: Germany

INDUSTRIAL/MANUFACTURING

284750 - INDUSTRIAL COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Supplier of industrial components;• Supplies components to the commercial refrigeration, air-conditioning and industrial markets;• Operates across the UK.	<ul style="list-style-type: none">• Suppliers of industrial components;• Offering components for the air conditioning, industrial and refrigeration sectors;• Products include fans, motors, evaporators, temperature, pressure and process controls, compressors and valves;• Located in the UK;• Minimum EBITDA £250k.

Location: England

MARKETING COMMUNICATIONS

284673 - CX & UX MARKETING AGENCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Group of digital agencies;• Offers digital branding and product experience services;• Offers design, experience, digital marketing, campaign and performance services;• Serves an international client base;• Group members located in Germany and Austria.	<ul style="list-style-type: none">• AI-driven CX and UX marketing agencies;• Offering a range of services to develop digital business models;• Located in Europe;• Minimum EBITDA €500k.

Location: Germany

272249 - EVENTS RELATED BUSINESSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Technical event production company;• Operates through five divisions: Technical Event Production, Power, Print, Infrastructure and Media Solutions to deliver events;• Operates in the UK, Europe and Australia.	<ul style="list-style-type: none">• Events related businesses;• Located in the UK;• Minimum EBITDA £500k.

Location: England

PLASTICS & PACKAGING

7020 - SUSTAINABLE PACKAGING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of aluminium packaging;• Offers foil lids, containers and platters;• Serve blue-chip retailers and food brands;• Operates nationally.	<ul style="list-style-type: none">• Providers of sustainable packaging;• Offering sourcing, distribution and manufacturing services;• Located in the UK, the US and Europe;• Turnover between £10m-£30m;• Profit margins above 8%.

Location: England

271688 - SUPPLIERS OF ENVELOPES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Supplier of print and packaging solutions;• Offers products such as envelopes, greeting cards and packaging;• Operates B2B and B2C;• Serves customers in the UK.	<ul style="list-style-type: none">• Suppliers of envelopes;• Providers of print and packaging solutions;• Located in the UK;• Minimum EBITDA £500k.

Location: England

REAL ESTATE

284683 - OFFICE SPACES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of co-working and flexible office space;• Offers working spaces such as hot desks, designated desks and private offices;• Operates across the UK.	<ul style="list-style-type: none">• Providers of co-working and hotdesking office space;• Offering day, monthly and long terms passes;• Amenities including 24/7 access, daily cleaning and common areas;• Located in the UK;• Minimum EBITDA £250k.

Location: England

RETAIL/CONSUMER

284745 - BRANDED CLOTHING & FOOTWEAR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Retailer of streetwear and sportswear;• Sells products through its website, store and wholesale channels;• Headquartered in the North East, with stores located nationally.	<ul style="list-style-type: none">• Retailers of branded clothing, footwear and accessories;• Offering third-party fashion streetwear and sportswear branded items;• Located in the UK;• Minimum EBITDA £500k.

Location: England

274556 - PET CARE & ANIMAL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Group of pet care companies;• Offers pet food and treats;• Operating across Europe.	<ul style="list-style-type: none">• Brands of pet care and animal products;• Located in the UK and Europe;• Minimum EBITDA £250k.

Location: England

284819 - PERSONAL HYGIENE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Polish PE-owned;• Manufacturer of biodegradable wipes, cosmetic pads and buds;• Manufactures products in house via its own non-woven manufacturing facilities;• Distributes products to retailers and branded consumer companies;• Located in Poland and France.	<ul style="list-style-type: none">• Manufacturers of personal hygiene products;• Preference for natural and biodegradable products;• Located in Europe;• Minimum EBITDA €500k.

Location: Poland

284694 - HIGH-QUALITY ZIPPERS (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

284857 - WORKPLACE DESIGNERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of circular furniture projects;• Designs workplaces using re-used, refurbished and re-purposed furniture;• Carries out projects across the Benelux and the DACH region.	<ul style="list-style-type: none">• Workplace designers and office furniture providers;• Must have a sustainable angle;• Focusing on using refurbished and re-purposed furniture;• Located in Northern Europe;• Minimum EBITDA €500k.

Location: Netherlands

SOFT FM

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Security group;• Group members have activities in manned guarding, biometric security, CCTV, intruder detection, access control, locksmithing and alarms;• Serves clients in the public and private sector;• Operates across the UK.	<ul style="list-style-type: none">• Security services;• Includes service provision, installation, maintenance and repair;• Security systems, CCTV and lock businesses;• Manufacturers of security products;• Manned guarding and providers of ex-service personnel;• Located across the UK;• Minimum EBITDA £250k.

Location: England

252536 - CLEANING & SOFT FM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of cleaning and support services for the hospitality industry;• Offers a range of services such as housekeeping, porters, swimming pool servicing and commercial cleaning;• Operates B2B;• Serves a domestic client base.	<ul style="list-style-type: none">• Cleaning and soft FM services;• Serving the hospitality industry;• Located in the UK;• Minimum EBITDA £500k.

Location: England

SUPPORT SERVICES

6394 – CLEAN ENERGY INFRASTRUCTURE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-market listed;• Designer and supplier of clean energy infrastructure;• Produces gasification plants to process waste to generate clean energy;• Operates across the Americas, Europe and the UK.	<ul style="list-style-type: none">• Feedstock suppliers;• Clean energy construction businesses;• Located in the UK, USA or Europe;• Minimum EBITDA £250k.

Location: Ireland

284893 - BUSINESS DEVELOPMENT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of outsourced business and international consultancy services;• Offers advice on Asian market expansion, corporate innovation and trade and investment;• Supports startups, multinationals and government agencies;• Works across the MedTech, life sciences, automotive, energy, electronics, digital media, software and other high growth sectors;• Located in the UK.	<ul style="list-style-type: none">• Providers of business development and expansion services;• Offering expansion, development and investment support services;• Supporting companies to expand into Asian markets;• Located in the UK;• Minimum EBITDA £250k.

Location: England

TRANSPORT/DISTRIBUTION

13666 - FOURTH PARTY LOGISTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Danish PE-owned;• Provider of fourth party logistic services;• Designs and manages bespoke supply chain solutions;• Serves customers in the high-end fashion and luxury goods, healthcare, automotive and agriculture markets;• Operates throughout the UK and Europe.	<ul style="list-style-type: none">• Providers of fourth party logistic services;• Serving customers in performance and life-critical industries.• Located in the UK and Europe.• Minimum EBITDA €250k.

Location: England

GENERALIST

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