



ACQUISITIVE US BUYERS

SEPTEMBER 2023

Sectors Featured Include: Aerospace & Defence, Electronic, Financial General, Health/Pharma, ICT, Industrial/Manufacturing, Legal, Marketing Communications, Oil & Gas, Plastics & Packaging, Support Services and Transport/Distribution.

SECTORS

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- AEROSPACE & DEFENCE
- ELECTRONIC
- FINANCIAL GENERAL
- HEALTH/PHARMA
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- OIL & GAS
- PLASTICS & PACKAGING
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION

AEROSPACE & DEFENCE

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;• Products include chassis, heat sinks, enclosures and cooling systems;• Serves customers in the aerospace, defence and industrial sectors.	<ul style="list-style-type: none">• Providers of outsourced precision manufacturing services;• Manufacturing thermal management components;• Including casings, heat sinks, liquid, fan and active thermal management systems;• Located in North America and Western Europe;• Minimum EBITDA US\$1m.

Location: USA

ELECTRONIC

283333 - RADIO FREQUENCY COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of advanced RF components for IoT applications;• Offers antennas, audio products, connectors and cables;• Providers of stock and custom built components;• Operates across North America, Europe and China.	<ul style="list-style-type: none">• Manufacturers of RF, IoT components, and connectivity solutions;• Supplying customers in transport, health, mobility, smart industrial and infrastructure sectors;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: Ireland

FINANCIAL GENERAL

260758 - INSURANCE SERVICES & SOFTWARE *(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, third-party and technical services;• Spanning the full claims life cycle;• Developers of InsurTech SaaS platforms;• No interest in brokers;• Located globally;• Minimum EBITDA US\$1m.

Location: UK

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, recapitalisations, 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 professional 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

HEALTH/PHARMA

279428 - CLINICAL RESEARCH SERVICES *(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 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

284027 - CDMO SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of CDMO services;• Specialises in cell and gene therapies;• Serves customers in the pharmaceutical and biotech sectors;• Located in the US.	<ul style="list-style-type: none">• Providers of CDMO services;• Offering process development, clinical and commercial manufacturing, supply chain and logistics, quality, and compliance services;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

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">• Healthcare services providers;• 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

282711 - NEUROLOGICAL ASSESSMENT DEVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of polygraph and neurological assessment devices;• Products include polygraph, cognitive evaluation, human evaluation, credibility assessment devices and accompanying instrumentation;• Supplies research, medicine, therapy, rehabilitation and law enforcement end-markets;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of human evaluation instrumentation;• Primarily focusing on neurological assessment devices and instrumentation;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

ICT

283323 - SOFTWARE DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Group of vertical software companies;• Specialises in long term buy-and-builds;• Takes a majority stake;• Located in Germany.	<ul style="list-style-type: none">• Software developers;• B2B vertical software and selected horizontal software;• Located in Europe;• Minimum ARR US\$1m.

Location: Germany

283145 - VERTICAL SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Holding company;• Targets vertical software companies in all sectors;• Located in the UK.	<ul style="list-style-type: none">• Founder-owned software companies;• Offering vertical software in any sector;• Located in the UK and Ireland;• Profitable or near to profitable;• ARR between US\$1m-US\$10m.

Location: England

280415 - INVESTOR SERVICING SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of investor servicing and compliance software;• Platform includes investor recordkeeping, onboarding, screening, fee calculations, reporting and document management tools;• Customers include hedge funds, private equity funds, retail funds and other regulated investment funds;• Located in the US, Slovakia and the Cayman Islands.	<ul style="list-style-type: none">• Developers of FinTech platforms;• Serving customers in traditional and alternative asset classes;• Preference for investor management and compliance software;• Located in Europe and North America;• Minimum EBITDA US\$500k.

Location: Ireland

279178 - DIGITAL TRANSFORMATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of digital transformation consultancy services;• Offering digital product development, technology modernisation, security and customer experience services;• Serves customers operating in a range of sectors;• Operates globally.	<ul style="list-style-type: none">• Providers of digital transformation, modernisation, and strategy consultancy services;• Developers of enterprise-grade software and automation solutions;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

INDUSTRIAL/MANUFACTURING

277375 - INDUSTRIAL 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

282107 - FLOW CONTROL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of engineered valves and pumps;• Products include pumps, valves, actuators and steam turbines;• Provider of aftermarket MRO and TICC services;• Located in the US and UK.	<ul style="list-style-type: none">• Manufacturers of industrial pumps, valves, actuators and turbines;• Providing customers in the nuclear power, oil and gas, water, hydrogen and general industrial sectors;• Proprietary brands;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: UK

LEGAL

284835 - EDISCOVERY SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of outsourced eDiscovery and consultancy services;• Offers managed eDiscovery, 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 eDiscovery 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

MARKETING COMMUNICATIONS

283977 - HEALTHCARE COMMUNICATIONS SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of outsourced pharmaceutical communication and commercialisation services;• Offers professional promotional, medical education, patient education, and advocacy communication services;• Supports clients in the pharma, biotech, device and other healthcare sectors.	<ul style="list-style-type: none">• Providers of healthcare communications services;• Offering strategic and creative brand communications, promotional materials, caregiver, patient, medical affairs and educational communications;• Located in North America, Europe and the APAC region;• Minimum EBITDA US\$500k.

Location: USA

OIL & GAS

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Investments exclusively in companies in the energy sectors;• Invests in buy-and-builds;• Takes control and significant minority positions;	<ul style="list-style-type: none">• Oil and gas resources, equipment and services companies;• Including exploration and production, equipment manufacturing, transport, maintenance, and infrastructure services;• Management team in place;• Located globally;• Minimum EBITDA US\$5m.

Location: USA

PLASTICS & PACKAGING

281478 - FOOD PACKAGING MANUFACTURERS *(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;• All packaging materials;• Located in Western Europe;• Minimum EBITDA US\$2m.

Location: Italy

SUPPORT SERVICES

278420 - RENEWABLE ENERGY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of offshore wind infrastructure services;• Offers design, construction and maintenance support services.	<ul style="list-style-type: none">• Providers of support services to the renewable energy sectors;• Offering engineering and design, maintenance, building and installation, and geotechnical services;• Located in the UK, USA, Netherlands and Denmark;• Minimum EBITDA US\$500k.

Location: UK

279771 - TICC SERVICES *(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;• Operates 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

272073 - METROLOGY TICC SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of metrology TICC services;• Offers testing, certification, and calibration of measuring devices;• Provides accompanying training and auditing;• Located in the Netherlands.	<ul style="list-style-type: none">• Providers of metrology equipment servicing, training and accreditation compliance services;• Offering equipment certification, verification, calibration and consultancy services;• Serving any sector;• Located in Europe and North America;• Minimum EBITDA US\$500k.

Location: Netherlands

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;• Headquartered in the US;• Operates globally.	<ul style="list-style-type: none">• Providers of employee surveying, wellbeing services and technology;• Offering wellness, counselling, crisis management and related HR tech;• Located in the Americas, Europe and the APAC region;• Minimum EBITDA US\$1m.

Location: USA

284046 - OUTSOURCED MEDICAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of outsourced healthcare and clinical services;• Services include remote healthcare services, HealthTech coding, bill review, utilisation and case management, and absence and disability administration;• Serves healthcare providers, health plan, managed care, life science and absence management organisations;• Located in the US and Philippines.	<ul style="list-style-type: none">• Providers of onsite and remote outsourced healthcare services;• Offering clinical and administrative support services;• Supporting healthcare providers, life science and healthcare insurance organisations;• Located in North America, Europe and the APAC region;• Minimum EBITDA US\$500k.

Location: USA

TRANSPORT/DISTRIBUTION

283174 - FREIGHT FORWARDING & LOGISTICS SERVICES *(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;• Serves customers in e-commerce, retail, life sciences, industrials, perishables, and government sectors;• Operates globally.	<ul style="list-style-type: none">• Providers of freight forwarding and logistics services;• Offering freight, customs, warehousing and ground distribution services;• Developers of accompanying logistics software;• Located in North America and Europe;• Minimum EBITDA US\$5m.

Location: USA