



NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

SEPTEMBER 2023

Sectors Featured Include: Food & Beverage, Health/Pharma, Industrial/Manufacturing, Real Estate, Retail/Consumer 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

- [FOOD & BEVERAGES](#)
- [HEALTH/PHARMA](#)
- [INDUSTRIAL/MANUFACTURING](#)
- [REAL ESTATE](#)
- [RETAIL/CONSUMER](#)

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

- [GENERALIST](#)

FOOD & BEVERAGES

272399 - COFFEE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• Belgian privately-owned;• Vertically integrated group, predominately active in coffee;• Producers and distributors of coffee-based products;• Focuses on the 'out-of-home' coffee market;• Processors of packaging;• Serves customers in the food and cosmetic sectors;• Operates globally. | <ul style="list-style-type: none">• Manufacturers and wholesalers of coffee-based products;• Active at any stage in the coffee service supply chain;• Interested in coffee and complimentary products;• Packaging manufacturers and suppliers;• Located globally;• Minimum EBITDA of €1m. |

Location: Belgium

HEALTH/PHARMA

10269 - VITAMINS & SKINCARE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• Main Market-listed;• Strategic business unit of a larger services group;• Contract manufacturer of health and beauty products;• Manufactures skincare and supplements in liquid, powder, gel, cream and tablet form;• Offers product development, contract manufacturing and packaging services;• Operates in the UK and USA. | <ul style="list-style-type: none">• Contract manufacturers of vitamins and skincare products;• Preference for end-to-end services, including development, manufacturing, packaging and distribution;• Located in the UK, North America, Europe and the APAC region;• Minimum Turnover £20m. |

Location: England

285009 - MOBILITY PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none">• UK privately-owned;• Manufacturer and retailer of mobility products;• Offers complimentary consultation, installation and aftercare services;• Supplies customers directly as well as hospitals and care homes;• Operates nationally. | <ul style="list-style-type: none">• Manufacturers, retailers and wholesalers of branded mobility products;• Offering accessibility products including beds, mattresses, stairlifts, scooters, chairs and related accessories;• Operating B2B and B2C;• Must sell proprietary products;• Preference for manufacturing to be outsourced;• Located in the UK;• Minimum turnover £5m. |

Location: England

INDUSTRIAL/MANUFACTURING

285163 - BRAKE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• German PE-owned;• Manufactures brake friction technology;• Designs OE brake systems for passenger, commercial and racing vehicles and industrial applications;• Also manufactures aftermarket solutions under own brands;• Production facilities located globally. | <ul style="list-style-type: none">• Manufacturers of brake systems and aftermarket solutions;• Serving international automotive, vehicle and industrial brands;• Located in Europe;• Minimum turnover €20m. |

Location: Germany

254311 - PROPRIETARY INDUSTRIAL PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• US privately-owned;• Group of industrial manufacturing companies;• Offers manufacturing, construction and industrial services;• Supplies OEMs;• Operates globally. | <ul style="list-style-type: none">• Manufacturers of proprietary industrial products;• Serving industrial and commercial end markets;• Located globally with a preference for Europe and North America;• EBITDA between US\$5m-US\$15m. |

Location: USA

REAL ESTATE

284948 - STUDENT ACCOMMODATION *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• UK PE-owned;• Providers of student accommodation;• Provides housing for single tenants or groups of up to 14;• Provides accommodation in all major cities;• Operates across the UK. | <ul style="list-style-type: none">• Providers of all-inclusive student accommodation;• Located in the UK;• EBITDA between £250k-£1.5m. |

Location: England

RETAIL/CONSUMER

4305 - PET PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none">• UK privately-owned;• Online retailer of pet food and accessories;• Sells third-party brands B2B and B2C;• Offers products including, food, toys, bedding, accessories and grooming tools;• Operates domestically. | <ul style="list-style-type: none">• Retailers and wholesalers of pet products;• Offering products for dogs, cats, birds, reptiles, fish, small pets and wildlife;• Preference for online activities;• Located in the UK;• Minimum EBITDA £500k. |

Location: England

GENERALIST

282679 - ITALIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• Italian PE firm;• Invested in 30 social impact companies;• Strong expertise in the sustainable and empowering people sector. | <ul style="list-style-type: none">• Companies addressing social and environmental challenges;• Must have impact models and be operating in high growth sectors;• Located in Europe with preference for Italy;• EV between €5m-€10m. |

Location: Italy

281781 - BELGIAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• Belgian PE firm;• Invests in funds, SMES and international companies;• Raises funds through Belgian family offices, entrepreneurs and institutional investors;• Pursues a buy-and-build strategy;• Takes a majority stake. | <ul style="list-style-type: none">• Sectors of interest include support services, HVAC, recruitment and e-commerce;• Located in Europe;• EBITDA between €100k-€2m. |

Location: Belgium