



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

OCTOBER 2023

Sectors Featured Include: Aerospace & Defence, Automobiles & Parts, Building Products, Chemicals, Electronic, Food & Beverage, ICT, Industrial/manufacturing, Marketing Communications, Recruitment, Retail/Consumer & 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](#)
- [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

262242 - AFTERMARKET AEROSPACE PARTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Group of aftermarket aerospace service providers;• Offers aftermarket parts distribution, MRO, in-house manufacturing, and parts logistics services;• Supports customers in the military and commercial aerospace sectors;• Operates across the US.	<ul style="list-style-type: none">• Value added distributors of aftermarket aerospace parts;• Providers of supporting MRO and engineering services;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

13174 - MANUFACTURERS OF AIRCRAFT COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French privately owned;• Manufacturer of aerospace components;• Part of a wider US conglomerate of industrial companies;• Offers a range of sensors and indicators;• Operates internationally.	<ul style="list-style-type: none">• Manufacturers of aircraft components;• Offering significant aftermarket services;• Ownership or control of the proprietary IP;• Located in North America or Europe;• Minimum EBITDA US\$1m.

Location: France

AUTOMOBILES & PARTS

282466 - BODYWORK COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of exterior automotive components and parts;• Includes exterior trim, bumpers, and subsystem components;• Capabilities include outsourced tooling, injection moulding, chroming, painting and assembly;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of automotive bodywork and subsystems;• Offering concept to completion manufacturing services;• Providing logistics and stock management solutions;• Located globally;• Minimum EBITDA US\$1m.

Location: Canada

BUILDING PRODUCTS

285362 - BUILDING PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German privately-owned;• Manufacturer of building products;• Offers a range of high-performance building products and chemicals to installers and wholesalers;• Products range from tiles, flooring and adhesives, through to waterproofing systems, modular construction supplies and tools;• Markets products under their own brand;• Also offers product selection and project consultancy services;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of high-performance building products and chemicals;• Offering flooring, surfaces and surface treatments, seals, adhesives and tools;• Serving customers in the construction industry;• Located globally;• Minimum EBITDA €1m.

Location: Germany

CHEMICALS

260117 - ADHESIVES & SEALANTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Distributor of industrial adhesives;• Offers silicones, liquid pigments, coatings, casting and moulding materials as well as a variety of adhesives and sealants;• Serves manufacturers in the automotive, aerospace and defence and electronics markets;• Operates in the UK.	<ul style="list-style-type: none">• Distributors of adhesives and sealants;• Companies which add a new expertise to their existing offering;• Existing strong management team;• Located in the UK;• Minimum EBITDA £1m.

Location: England

ELECTRONIC

285410 - ELECTROMECHANICAL COMPONENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Indian privately-owned;• Designer, developer and manufacturer of electro-mechanical and electronic components;• Supplies a wide range of products including connectors, PDUs, EMI filters, switches and wire harnesses;• Serves customers in the industrial, defence, data centre and consumer markets;• Operates across Asia, the US and Europe.	<ul style="list-style-type: none">• Manufacturers of electro-mechanical components;• Offering industrial switching and connecting components, EMI/EMC filters, and wire harnesses;• Serving customers in the industrial, manufacturing and renewable power market segments;• Manufacturers of power distribution units;• Serving customers in the data centre industry;• Located in the UK, Europe and the US;• EBITDA between US\$250k-US\$1.5m.

Location: India

285467 - POWER DISTRIBUTION EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of electrical distribution and integrated power systems;• Offers unit substations, custom assemblies, remote monitoring, critical power systems, energy storage, power panels, and generator control switchgear products;• Supplies customers in the data centre, commercial, institutional and industrial end-markets;• Located in the US, Canada and Germany.	<ul style="list-style-type: none">• Manufacturers of low and high voltage power distribution equipment;• Including switchgear and integrated power systems;• Located in North America and Europe;• Minimum EBITDA US\$1m

Location: USA

FOOD & BEVERAGES

277848 - FROZEN READY MEALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian privately-owned;• Manufacturer of frozen ready meals;• Offers tailor-made private label products;• Serves European supermarket, home vending and foodservice brands.	<ul style="list-style-type: none">• Manufacturers of frozen ready meals;• Focused on savoury products, with no interest in desserts;• Serving HoReCa and retail customers;• Located in the UK;• Turnover between €10m-€30m.

Location: Belgium

ICT

272617 - IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Danish PE-owned;• Provider of IT services;• Offers managed and professional services, and IT infrastructure and integration services;• Serves customers in a variety of end sectors;• Operates across the Nordics.	<ul style="list-style-type: none">• Providers of managed IT infrastructure, integration and professional services;• Offering services including the operation, administration and management of tasks, as well as consultancy and software development services;• Located in the Nordics and the UK;• EBITDA between €5m-€10m.

Location: Sweden

285449 - AIDC & RFID TECHNOLOGIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Supplier of supply chain automation technologies;• Provides hardware, software and implementation services;• Serves customers in the industrial, logistics, manufacturing, retail, wholesale and field service sectors;• Operates across the US.	<ul style="list-style-type: none">• Suppliers of AIDC and RFID technologies;• Offering system design, hardware, software, implementation consultancy, and managed services;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

INDUSTRIAL/MANUFACTURING

282511 - INDUSTRIAL SERVICES & REPAIRS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Franchisor and provider of replacement hydraulic and pneumatic parts and servicing;• Part of a wider listed group;• Offers technical services, waste management and replacement parts;• Located across the UK and Ireland.	<ul style="list-style-type: none">• Industrial service and repair companies;• Focusing on hydraulic and pneumatic equipment servicing;• Located in Europe;• Minimum EBITDA £1m.

Location: England

279846 - BUILDING AUTOMATION TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German privately-owned;• Developer and manufacturer of building automation technology;• Offers products for the automatic control, optimisation, monitoring and regulation of room temperatures, ventilation and lighting;• Operates globally.	<ul style="list-style-type: none">• Manufacturers and installers of building automation technology;• Preference for green building technology;• Offering products and systems for the energy-optimised operation of buildings;• Focusing on the control of temperatures, ventilation and lighting;• Located globally;• Minimum turnover €15m.

Location: Switzerland

285461 - METAL PROCESSING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Provider of technology-based products;• Primarily serving metal producers;• Supplies manufacturers and OEMs;• Serves an international client base.	<ul style="list-style-type: none">• Providers of metal processing equipment;• Offering roll texturing, inspection and caster strand measuring products;• Serves customers in the industrial metal sectors;• Located globally with preference for Europe and North America;• EBITDA between US\$5m-\$15m.

Location: USA

281120 - INDUSTRIAL & LIGHTING COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish privately-owned;• Group of industrial and lighting companies;• Manufactures and supplies lifting and material handling, workplace safety and lighting equipment;• Offers lifting aids, tugs, fall protection devices, work platforms, spotlights and filters;• Operates B2C and through a network of distributors;• Located globally.	<ul style="list-style-type: none">• Manufacturers of lifting and material handling, workplace safety and filter systems;• Serving professional customers;• Developers and manufacturers of general and bespoke lighting solutions;• Serving commercial, workplace, residential and other industrial clients;• Located in Europe, Asia and North America;• Minimum EBITDA €1m.

Location: Sweden

283671 - MANUFACTURERS OF HVAC PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XSTO-listed;• Manufacturer of HVAC equipment;• Operates under a number of well-known brands;• Offers fans, air handling units, air curtain, air distribution and air conditioning products;• Serves offices, residential premises, car parks, educational facilities, tunnels and healthcare premises;• Located globally.	<ul style="list-style-type: none">• Manufacturers of ventilation, cooling and heating products;• Offering fans, heat pumps, grilles, ventilation products and air conditioning systems;• Serving customers in a range of end markets;• Located globally;• Minimum EBITDA €1m.

Location: Sweden

285174 - MANUFACTURERS OF MACHINERY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of liquid-solid separation equipment;• Offers membrane filtration, ion exchange, evaporators and drying machinery;• Serves customers in the food and beverage, life science, and general industrial sectors;• Operating globally.	<ul style="list-style-type: none">• Manufacturers of separation machinery;• Offering solutions for product recovery, concentration, purification and waste treatment;• Located in the Americas, Europe and the APAC region;• Minimum EBITDA US\$1m.

Location: USA

284940 – PRECISION ENGINEERING SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of precision engineering services;• Offers rapid prototyping, complex machining, surface treatment, inspection and design services;• Serves customers in the optics, robotics, medical, aerospace and defence, and semiconductor markets;• Located in Canada.	<ul style="list-style-type: none">• Providers of precision engineering services;• Focusing on high complexity and precision prototyping and low volume production;• Including CNC, machining, sheet metal fabrication, additive manufacturing, injection moulding, and urethane casting;• Located in North America and Europe;• EBITDA between US\$2m-US\$5m.

Location: Canada

284942 – WORK-AT-HEIGHT SAFETY SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturers of working-at-height access and fall protection solutions;• Offers patent protected custom and modular purpose-built safety solutions;• Includes stairways, platform, fall protection and bulk loading systems;• Serves customers in the industrial, logistics and warehousing, and property markets;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of industrial safety equipment;• Including fall and slip protection, safety barriers, signage and access equipment;• Located in North America and Europe;• Minimum turnover US\$25m.

Location: USA

MARKETING COMMUNICATIONS

284963 - AUDIO PUBLISHERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Publisher of audiobooks;• Provides production, distribution and monetisation services;• Located in the US, the UK, Germany and Australia.	<ul style="list-style-type: none">• Publishers of audiobooks and spoken audio media;• Distributing to online retailers, streaming platforms, devices and library platforms;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

RECRUITMENT

285225 - HEALTHCARE RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Irish privately-owned;• Provider of healthcare recruitment, talent solutions and care services;• Operates in the healthcare, business support, pharma, facilities management, food production and manufacturing sectors;• Focuses on the placement of nurses and healthcare assistants;• Also offers solutions such as training, education support and occupational health;• Serves clients in the UK, Ireland and Europe.	<ul style="list-style-type: none">• Providers of healthcare recruitment services;• Domiciliary care providers;• Located in the Midlands, North of England or South of England;• Turnover between £2m-£30m;

Location: Ireland

RETAIL/CONSUMER

276214 - RETAILERS OF E-BIKES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch privately-owned;• Designer and retailer of sustainable e-bikes;• Part of a wider German e-bike group;• Branches located throughout Europe in the DACH region, the Benelux, the Nordics and the UK;• Sells products via an online store.	<ul style="list-style-type: none">• Designers and retailers of e-bikes;• Sustainable and eco-friendly consumer retailers;• Operating B2B or B2C;• Located in Europe;• Minimum EBITDA €1m.

Location: Netherlands

GENERALIST

272619 - DANISH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Danish PE firm;• Invests in Northern European technology companies;• Participates in leveraged buy-outs, management buy-outs and growth capital;• Operates five funds, with more than €400m under management;• Located in Denmark and Germany.	<ul style="list-style-type: none">• Software and IT companies;• Must have a strong positioning, with regional or global market potential;• Located in Northern Europe;• Revenues between €10m-€100m;• Positive EBITDA.

Location: Denmark

284362 - UK SEARCH FUND *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK Search fund;• Focuses on long-term ownership and growth;• Provides retirement sales solutions;• Backed by personal and investor funds;• Operates in the UK.	<ul style="list-style-type: none">• Sectors of interest including water treatment, printing and audio visual services;• Operating B2B;• Located in the UK;• Must be located an hour from London;• EBITDA between £750k-£1m;• Minimum EBITDA margins 10%.

Location: England

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;• Located in Europe with preference for Italy;• EV between €5m-€10m.

Location: Italy

277118 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in mid-market businesses;• Favours control buy-outs;• Located in the US.	<ul style="list-style-type: none">• B2B Industrial, manufacturing and distribution businesses;• Particular interest in mobility, infrastructure and industry 4.0;• Located in North America and Europe;• Minimum turnover US\$75m;• EBITDA between US\$15m-US\$100m.

Location: USA

269494 - DUTCH PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE firm;• Invests in SMEs;• Pursues full takeovers, management buy-outs and management buy-ins;• Invests using own capital;• Active across the Netherlands.	<ul style="list-style-type: none">• Sectors of interest include construction and food and beverage;• Operating B2B;• Located in the Benelux region;• Minimum turnover €5m;• EBITDA between €2m-€10m.

Location: Netherlands

283121 - DUTCH SEARCH FUND (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch search fund;• Invests in Dutch SMEs;• Involved in technical, low capital-intensive businesses;• Invests in manufacturing and healthcare companies;• Takes a majority stake;• Invests across the Netherlands;	<ul style="list-style-type: none">• Sectors of interest include consumer goods and healthcare;• No interest in retail;• Located in the Netherlands;• EBITDA between €1m-€5m;• Revenue between €5m-€50m.

Location: Netherlands