



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

NOVEMBER 2023

Sectors Featured Include: Aerospace & Defence, Construction, Electronic, ICT, Industrial/Manufacturing, Plastics & Packaging, Recruitment, Retail/Consumer, Support Services, Tobacco 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](#)
- [CONSTRUCTION](#)
- [ELECTRONIC](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
- [PLASTICS & PACKAGING](#)
- [RECRUITMENT](#)
- [RETAIL/CONSUMER](#)
- [SUPPORT SERVICES](#)
- [TOBACCO](#)

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

- [GENERALIST](#)

AEROSPACE & DEFENCE

285862 - DIGITALISATION & MODERNISATION SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of modernisation and digital transformation services;• Offers digital engineering, modernisation, cybersecurity, data intelligence, logistics, project management and selective prototyping services;• Serves the US armed services and government agencies;• Located in the US.	<ul style="list-style-type: none">• Providers of digitalisation and modernisation services;• Offering technology modernisation, development, cybersecurity, supply-chain and prototyping services;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

CONSTRUCTION

282402 - ELECTRIC VEHICLE CHARGING INFRASTRUCTURE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of electric vehicle charging infrastructure;• Services include hardware and software development, installation, operation and servicing;• Provides inner-city public use charging poles;• Operates stations across European cities;• Headquartered in Germany, also located in the Nordics.	<ul style="list-style-type: none">• Providers of electric vehicle charging infrastructure;• Including technology development, MRO and installation service providers;• Serving local municipalities;• Located in Europe;• Minimum EBITDA US\$1m.

Location: Germany

ELECTRONIC

285652 - CONSUMER ELECTRONICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French privately-owned;• Distributor of consumer electronics;• Serves B2B and B2C resellers;• Offers products including automotive, health and well-being, home and leisure, gaming and audio electronics;• Operates across the UK and Europe.	<ul style="list-style-type: none">• Consumer electronics distributors;• Selling electronics brands to online and high street retailers;• Located globally;• Minimum EBIDTA £2m;• Minimum EBITDA margin 10%.

Location: France

255749 - IT CABLES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Distributor of computer and network cables;• Imports and distributes a range of copper cables, computer cables, power cables and telecom cables;• Operates domestically.	<ul style="list-style-type: none">• Distributors of IT cables;• Offering networking, computer, AV, security, datacentre and power distribution products;• Operating B2B;• Located in the UK, Ireland and Europe;• Minimum EBIDTA £2m;• Minimum EBITDA margin 10%.

Location: England

ICT

283030 - TECH CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Spanish PE-owned;• Provider of digital transformation services and solutions;• Specialises in Big Data, artificial intelligence and cyber security;• Operates across Spain and South America.	<ul style="list-style-type: none">• Tech consultancy firms;• Minimum 100 employees;• Located in Spain, Mexico, Portugal, Chile and Colombia;• Minimum turnover €5m.

Location: Spain

274657 - EDUCATION SOFTWARE & SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of education software;• Offers software for assessments, digital education materials, assisting teaching, and student insights;• Products include reading, literacy, maths, language, professional learning, accelerated learning, assessment and student screening software platforms;• Operates globally.	<ul style="list-style-type: none">• Providers of education software and digital teaching platforms;• Serving high-school and professional education providers;• Offering assessment, teaching and student insights functionalities;• Located globally;• Minimum EBITDA US\$1m.

Location: USA

278162 - HOSPITALITY & PROPERTY MANAGEMENT SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of hospitality software;• Offers PMS, CRS, channel management and booking engine solutions;• Serves hotels, restaurants, wellness facilities and outdoor accommodation companies;• Operates in France and Spain.	<ul style="list-style-type: none">• Developers of hospitality and property management software;• Serving hotels, campsites, restaurants and wellness centres;• Located in Europe, with a preference for the UK;• Maximum revenue €10m.

Location: France

269861 - DISASTER RECOVERY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of IT infrastructure, cyber security and managed service;• Arranges and maintains IT infrastructure for businesses;• Offers hybrid data centre and management services;• Partners with a number of global software providers and brands.	<ul style="list-style-type: none">• Disaster recovery businesses;• Work place security providers;• Located in the Netherlands;• EBITDA between €1m-€5m.

Location: Netherlands

277299 - UK PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Long term investors;• Backed by blue chip investors;• Currently deploying fund II;• Looks for a majority stake;• Operates across the UK.	<ul style="list-style-type: none">• B2B services and software businesses;• Focusing on knowledge-based businesses that combine people with technology;• Sectors of interest include IT, software, education and training, specialist business services and professional services;• Back-office services including accounting, payroll, HR, finance, employee benefits, niche legal practices, compliance and care management systems;• Recurring or subscription-based revenue streams;• Large and fragmented customer base;• Located in the UK;• EBITDA between £1m-£4m.

Location: England

INDUSTRIAL/MANUFACTURING

263895 - INDUSTRIAL RACKING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of industrial racking systems and warehouse automation solutions;• Products include metal mezzanine structures, racking, pallet moving systems, cabinets and lockers;• Serves customers in the logistics, distribution, warehousing and retail sectors;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of warehouse storage and automation systems;• Including pallet shuttle, racking, platforms, lockers and cabinets;• Located in Europe;• Minimum EBITDA US\$1m.

Location: Belgium

PLASTICS & PACKAGING

275805 - TUBED PACKAGING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of specialist packaging;• Products include laminated tubes, extruded tubes, caps and closures;• Serves customers in the FMCG and pharmaceuticals sectors;• Located globally.	<ul style="list-style-type: none">• Manufacturers of tubed packaging products;• Preference for sustainable products;• Offering packaging for cosmetics, personal care, food and nutrition and home care products;• Located in North America, Europe and Asia;• Minimum EBITDA US\$2m.

Location: India

264504 - PVC PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Manufacturer of flexible vinyl products for doors, membranes, partitions and windows;• Offer soft PVC products such as films, strips and sheets;• Serves customers in the industrial construction, food and health markets;• Products manufactured in and offered across France.	<ul style="list-style-type: none">• Manufacturers of PVC products;• Primarily for use in doors, membranes, windows and partitions;• Serving businesses in the food, datacentre, electronic, mining and chemical industries;• Located across Europe;• Minimum EBITDA €1m.

Location: France

RECRUITMENT

270503 - RECRUITMENT & STAFFING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of recruitment services;• Serving clients in the international real estate and construction industry;• Operates in the UK, US and Germany.	<ul style="list-style-type: none">• Providers of recruitment and staffing solutions;• Serving the real estate, property and construction sectors;• Located in the UK, US and Europe;• Minimum EBITDA £1m.

Location: England

RETAIL/CONSUMER

253549 - FASHION & APPAREL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XJSE-listed;• Investment holding and management company;• Retailer of fashion apparel and accessories;• Operates under two well-known brands;• Located across South Africa and the UK.	<ul style="list-style-type: none">• Retailers of fashion apparel and accessories;• Offering men's, women's and children's clothing, footwear and related merchandise;• Located in Africa and Europe;• Minimum EBITDA US\$1m.

Location: South Africa

SUPPORT SERVICES

282404 - ENERGY STORAGE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developers of energy storage assets;• Offers end-to-end battery storage development, installation and optimisation services;• Provides EV vehicle battery repurposing services;• Supports the national grid and customers in the transport sectors;• Located in the UK, Europe and Australasia.	<ul style="list-style-type: none">• Providers of battery storage solutions;• Offering includes development, installation, and power procurement and optimisation services;• Providers of electric vehicle battery repurposing services;• Located in Europe and Australasia;• Minimum EBITDA US\$1m.

Location: England

TOBACCO

283875 - VAPING COMPANIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of vaping brands;• Manufacturer, distributor and retailer of vaping devices and accessories;• Operates globally.	<ul style="list-style-type: none">• Vaping companies;• Offering E-cigarettes and affiliated accessories;• Located globally;• Minimum EBITDA £3m.

Location: England

GENERALIST

255884 – US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests across alternative asset classes;• Focuses on established and growth-oriented businesses;• Manages US\$137B AUM;• Located globally.	<ul style="list-style-type: none">• Sector agnostic;• Management in place;• Located globally;• Minimum EBITDA US\$25m.

Location: USA

265526 - PAN-EUROPEAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European PE firm;• Hands-on investor;• Experience in special and complex situations;• Currently investing from sixth fund;• Operates across the Netherlands, Germany and the UK.	<ul style="list-style-type: none">• Sectors of interest include industrial, digital consultancy, food and beverages;• Will consider distressed, turnaround situations and retirement sales;• Located in the UK and Europe;• Minimum EBITDA £1m.

Location: Netherlands

265760 - GERMAN PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE firm;• Backs MBOs;• Invests in growth cases;• Pursues international buy-and-build strategies;• Portfolio located across the DACH and Benelux regions.	<ul style="list-style-type: none">• Sectors of interest include industrial, plastics, ICT and software, food and business services;• MBO or rapidly growing companies;• Located in Northern Europe;• Minimum EBITDA €5m;• Minimum EBITDA margin 10%.

Location: Germany

263764 - SWISS PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swiss PE-firm;• Targets industrial SMEs and MMEs;• Pursues an international buy-and-build strategy;• Operational experience in target sectors;• Invests across German-speaking Europe.	<ul style="list-style-type: none">• Sectors of interest include automation, construction supplies, electronics, industrial equipment, plastics, machinery and measurement and control systems;• Located in the DACH region;• Turnover between €10m-€80m.

Location: Switzerland

280986 - SWISS IMPACT FUND *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swiss impact fund;• Targets small- to mid-sized businesses in the healthcare and sustainability markets;• Invests own capital, capital of shareholders and allows management to invest alongside;• Backs buy-outs and growth transactions;• Takes a majority or minority holding;• Invests across Europe and North America.	<ul style="list-style-type: none">• Commercial stage businesses;• Developing, manufacturing and selling products that have a positive impact on patients, society or the environment;• Operating in the healthcare sector and other sustainable markets;• Located in North America and Europe;• EV between €50m-€500m.

Location: Switzerland

282401 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in middle market infrastructure companies;• Focuses on digital infrastructure, energy transition, transportation, healthcare and aviation service providers;• Takes control and select minority positions;• Located in the US and UK.	<ul style="list-style-type: none">• Infrastructure businesses;• Including digital, renewable energy, aviation and telecoms infrastructure;• Preference for asset-light businesses;• Located in North America and Europe;• Investments between US\$50m-US\$150m.

Location: USA