



# Langcliffe International

ACQUISITIVE BUYERS  
HEALTH/PHARMA & HEALTHCARE

DECEMBER 2023

**Sectors Featured Include:** Health/Pharma, Healthcare Providers  
and Research & Labs.



## SECTORS

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## HEALTH/PHARMA

### 260286 - APIS & CHEMICALS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer and distributor of active pharmaceutical ingredients and essential chemicals;</li><li>• Offers APIs for use in every day chemical products such as OTC pharmaceuticals, cosmetics and cleaning and nutritional products;</li><li>• Operates over 30 facilities across Europe, the US and Asia;</li><li>• Serves a global customer base.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and distributors of APIs and other essential chemicals;</li><li>• Focusing on performance chemicals, pharmaceuticals and cosmetic and mineral products;</li><li>• Located globally;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: France**

### 281207 - BUSINESS & MARKET INTELLIGENCE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Providers of business intelligence and marketing communication consultancy services;</li><li>• Serves customers in the oncology and haematology markets;</li><li>• Offers market research, business intelligence, strategic communication and promotional services;</li><li>• Operates in the US and the Netherlands.</li></ul>	<ul style="list-style-type: none"><li>• Providers of business and market intelligence services;</li><li>• Offering supporting medical communication and promotional services;</li><li>• Serving customers in the medical and life science sectors;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**

**281208 - HEALTHCARE REVENUE MANAGEMENT SOLUTIONS** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of revenue cycle management solutions for hospitals and healthcare providers;</li><li>• Specialises in complex claims and revenue integrity from traditional and non-traditional medical payors;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Providers of healthcare revenue lifecycle management solutions;</li><li>• Offering services and software solutions;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**

**267100 - MEDICAL IMPLANTS, SURGICAL INSTRUMENTS & DELIVERY SYSTEMS** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturers and distributors of medical implants, surgical instruments and delivery systems;</li><li>• Customers in the orthopaedic and acute care end markets;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of medical implants, surgical instruments and delivery systems;</li><li>• Preference for specialist manufacturing capabilities;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**

## 281204 - SUPPLIERS OF BIOLOGICAL SPECIMENS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of biological specimens;</li><li>• Supplies tissues, immune cells, blood, and other biofluids;</li><li>• Offers outsourced contract in vitro research services;</li><li>• Serves customers in the life sciences sector;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Suppliers of biological specimens;</li><li>• Providers of outsourced pharmaceutical development services;</li><li>• Serving customers in the pharmaceutical discovery and development sectors;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**

## 282418 - SOFTWARE, SPECIALIST IT & DATA ANALYTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Group of healthcare technology companies;</li><li>• Provides data collection solutions for audit and quality improvement in the medical sector;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of software, specialist IT and data analytics solutions;</li><li>• Serving the healthcare sector;</li><li>• Located in the UK;</li><li>• EBITDA between £500k-£4m.</li></ul>

**Location: England**

## 282174 - WORKFLOW SOFTWARE & SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE-owned;</li><li>• Provider of process optimisation services and software;</li><li>• Specialises in radiology information systems and workflow solutions;</li><li>• Headquartered in Germany with global operations.</li></ul>	<ul style="list-style-type: none"><li>• Providers of workflow software and solutions;</li><li>• Designed to fit into existing information systems;</li><li>• Serving radiologists and the private and public healthcare sector;</li><li>• Located globally;</li><li>• Minimum EBITDA £500k.</li></ul>

**Location: Germany**

## 282364 - MANUFACTURERS OF IVD REAGENTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Manufacturer of reagents for blood grouping and plasma proteins;</li><li>• Provider of blood products, cellular products and plasma pharmaceuticals;</li><li>• Non-profit provider of blood services;</li><li>• Offers patient diagnostic, consultancy, bioanalysis, activation test and immunomonitoring services;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of IVD reagents;</li><li>• Providers of haematology and immunology reagents;</li><li>• Located in Netherlands;</li><li>• Minimum EBITDA €250k.</li></ul>

**Location: Netherlands**

**264467 - DENTAL PRACTICE MANAGEMENT SERVICES** ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of dental services;</li><li>• Offers practice management support services;</li><li>• Provides orthodontic practices with back-office and technology support services;</li><li>• Operates across the US.</li></ul>	<ul style="list-style-type: none"><li>• Providers of dental practice management services;</li><li>• Preference for businesses in the orthodontic space;</li><li>• Offering operations, accountancy, marketing, revenue management, and HR services;</li><li>• Located in North America;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**

**281595 - MEDICAL INSTRUMENTS & REPAIR SERVICES** ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of medical devices, equipment and repair services;</li><li>• Offers general and specialist surgical instruments and equipment;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of medical instruments and repair services;</li><li>• Products including endoscopes, probes, diamond knives and camera heads;</li><li>• Serving the NHS and private hospitals;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: England**

## 282329 - ORTHODONTIC PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of orthodontic products;</li><li>• Offers alternatives to braces and retainers;</li><li>• Provider to orthodontic practices;</li><li>• Operates across the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and providers of orthodontic products;</li><li>• Serving child and adult markets;</li><li>• Offered B2B and D2C;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**

## 269148 - NEEDLE & SHARP DISPOSAL DEVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of drug injection devices;</li><li>• Designed for use in human and veterinary diabetes treatment and other medical markets;</li><li>• Global operations.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of needles and sharp disposal devices;</li><li>• Located in Europe and Europe;</li><li>• Minimum turnover US\$5m.</li></ul>

**Location: USA**

## 2686 - DISTRIBUTORS OF HEALTHCARE PRODUCTS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Distributor of medical supplies;</li><li>• Offers medical devices, pharmaceuticals and consumables;</li><li>• Provides testing and calibration services;</li><li>• Serves GPs and healthcare providers;</li><li>• Operates nationally.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of healthcare products and supplies;</li><li>• Offering medical devices, pharmaceuticals, consumables, diagnostic equipment, medical equipment and furniture;</li><li>• Located in the UK and Europe;</li><li>• Minimum EBITDA of £100k.</li></ul>

**Location: England**



**264469 - HAEMOSTATIC & BLEEDING CONTROL PRODUCTS** (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of haemostatic products;</li><li>• Used in military, healthcare and first response settings;</li><li>• Operates across the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of haemostatic and bleeding control products;</li><li>• Serving first responders, the military and healthcare providers;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**

## HEALTHCARE PROVIDERS

### 281420 - DERMATOLOGY & PHLEBOLOGY CLINICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Swiss PE-owned;</li><li>• Network of dermatology and phlebology practices;</li><li>• Offers a range of holistic and individual treatments;</li><li>• Practices and clinics located across Germany and Switzerland.</li></ul>	<ul style="list-style-type: none"><li>• Individual or groups of dermatology and phlebology clinics;</li><li>• Owners willing to stay or a strong second-tier management team;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Germany**

### 258222 - PROVIDERS OF RESIDENTIAL HEALTHCARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of support for people with mental health needs, learning difficulties, autism and acquired brain injuries;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Residential healthcare providers for adults with mental health and learning difficulties;</li><li>• Properties with less than 10 beds;</li><li>• Located in the UK;</li><li>• Turnover up to £20m.</li></ul>

**Location: England**

## 282276 - ELDERLY CARE HOMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Group of care homes;</li><li>• Offers accommodation and elderly care services including residential, nursing, dementia, respite and physical disability care;</li><li>• Operates homes across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Independent or groups of elderly care homes;</li><li>• Providing elderly or specialist healthcare;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: England**

## 263342 - PROVIDERS OF DOMICILIARY CARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Spanish PE-owned;</li><li>• Tech-enabled provider of home care services;</li><li>• Offers a range of services including private nursing, respite care, complex care and on-demand care;</li><li>• Uses technology to allow clients, families and health professionals to see real-time patient updates;</li><li>• Headquartered in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Domiciliary care, supported living or complex care providers;</li><li>• Emergency response services also considered;</li><li>• Located in the UK;</li><li>• Turnover above £1m.</li></ul>

**Location: England**

**281945 - PROVIDERS OF OUTPATIENT CARE SERVICES** ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Swiss PE-owned;</li><li>• Network of GP practices and clinics;</li><li>• Offers outpatient healthcare services;</li><li>• Specialises in gastroenterology, radiology and general medicine;</li><li>• Operates GP practices and gastroenterology and radiology clinics;</li><li>• Practices and clinics located across Switzerland.</li></ul>	<ul style="list-style-type: none"><li>• Healthcare practices and clinics;</li><li>• Providers of outpatient care services;</li><li>• Located in the DACH region;</li><li>• Minimum EBITDA €500k.</li></ul>

**Location: Switzerland**

**276369 - PROVIDERS OF EMPLOYEE HEALTHCARE** ([CLICK REFERENCE TO ENQUIRE](#))

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Employee healthcare management provider;</li><li>• Focuses on the safety, health and wellbeing of employees;</li><li>• Serves FTSE listed companies, multi nationals and NHS healthcare trusts;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Employee healthcare providers;</li><li>• Offering case and claims management, risk assessments, consultancy, health screening and lifestyle management services;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £200k.</li></ul>

**Location: England**

## 282215 - PROVIDERS OF MENTAL HEALTH SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Provider of mental health services</li><li>• Offers therapy and consultations with psychiatrists and psychotherapists;</li><li>• Distributes services from five physical locations across Switzerland.</li></ul>	<ul style="list-style-type: none"><li>• Providers of mental health services;</li><li>• Serving the outpatient mental care sector;</li><li>• Located in the DACH region;</li><li>• Minimum EBITDA £250k.</li></ul>

**Location: Switzerland**

## 263139 - RESIDENTIAL CARE HOMES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Healthcare provider;</li><li>• Specialises in learning disabilities;</li><li>• Homes located in the South East of England.</li></ul>	<ul style="list-style-type: none"><li>• Residential care homes and supported living services within the learning disability sector;</li><li>• Minimum weekly average fees £2,500 per resident;</li><li>• Located within a two-hour driving distance of North London;</li><li>• Maximum EBITDA £500k.</li></ul>

**Location: England**

## 257440 - COSMETIC & PLASTIC SURGERY CLINICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of cosmetic surgery;</li><li>• Offers a range of procedures including liposuction, hair transplants and rejuvenation;</li><li>• Operates clinics across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Cosmetic and plastic surgery clinics;</li><li>• Offering services including skin treatments, hair transplantation, cosmetic surgery and body sculpting;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £200k.</li></ul>

**Location: England**

**280403 - RESIDENTIAL CARE HOMES** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Group of boutique care homes;</li><li>• Offer services including residential, nursing and dementia care;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Residential care homes and supported living;</li><li>• Providing care to any group;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £500k.</li></ul>

**Location: England**

## RESEARCH & LABS

### 282202 - PROVIDERS OF CDMO SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• US PE-owned;</li> <li>• Provider of CDMO services;</li> <li>• Serves customers in the medical devices, cosmetics and food supplements sectors;</li> <li>• Offers raw material sourcing, production, packaging, compliance and commercialisation services;</li> <li>• Serves European pharma and nutraceutical companies.</li> </ul>	<ul style="list-style-type: none"> <li>• Providers of CDMO services;</li> <li>• Serving pharmaceutical and nutraceutical companies;</li> <li>• Offering end-to-end services;</li> <li>• Located in Europe;</li> <li>• Minimum EBITDA US\$500k.</li> </ul>

**Location: Italy**

### 282195 - BIOPHARMACEUTICAL RESEARCH SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• US privately-owned;</li> <li>• Provider of data-backed biopharmaceutical evidence;</li> <li>• Generates real world insights into a range of health and therapeutic areas;</li> <li>• Collates data from specialised patient registries and curated data sources;</li> <li>• Makes data available to research and development companies in the health and pharma sectors;</li> <li>• Offers solutions in the pharmacovigilance, patient, medicine and RWE markets;</li> <li>• Operates globally.</li> </ul>	<ul style="list-style-type: none"> <li>• Providers of data-back evidence and research services;</li> <li>• Clinical registries;</li> <li>• Serving customers in the healthcare, pharmaceutical and medical sectors;</li> <li>• Located in North America and Europe;</li> <li>• Minimum EBITDA US\$500k.</li> </ul>

**Location: USA**

## 264471 - CLINICAL RESEARCH FACILITIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of clinical research services;</li><li>• Serves pharmaceutical companies and CROs with a focus on the neuroscience sector;</li><li>• Clinical research sites located across the US.</li></ul>	<ul style="list-style-type: none"><li>• Research facilities;</li><li>• Offering clinical research services to other research and development companies;</li><li>• Located in Europe and North America;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**

## 281219 - PHARMACEUTICAL CDMOS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of contract development and manufacturing services;</li><li>• Specialises in nasal and topical pharmaceuticals;</li><li>• Serves pharmaceutical and consumer health companies;</li><li>• Operates in the US.</li></ul>	<ul style="list-style-type: none"><li>• Pharmaceutical CDMOs;</li><li>• Specialising in complex topical and nasal medications;</li><li>• Developing both OTC and prescription pharmaceuticals;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**



## 281222 - NUTRITIONAL SUPPLEMENT CDMOS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of CDMO services;</li><li>• Develops dietary supplements with a focus on dry dosage supplements and probiotic formulations;</li><li>• Serves global retailers and nutritional supplements brands;</li><li>• Operates in the US.</li></ul>	<ul style="list-style-type: none"><li>• Nutritional supplements CDMOs;</li><li>• Focusing on dry supplements and probiotic formulations;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**

## 280439 - MEDICAL TESTING LABORATORIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of contract laboratory testing services;</li><li>• Specialises in the testing of pharmaceutical and medical devices;</li><li>• Provides quality assurance and consultancy services;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Medical testing laboratories;</li><li>• Offering analytical chemistry, biocompatibility, medical and pharmaceutical device testing services;</li><li>• Located in the UK and Europe;</li><li>• EBITDA between £500k-£3m.</li></ul>

**Location: England**

**281206 - REGULATORY COMPLIANCE SERVICES** (CLICK REFERENCE TO ENQUIRE)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of regulatory compliance and quality services;</li><li>• Serves the medical device, invitro diagnostic and combination product manufacturing markets;</li><li>• Located in the US, UK and Switzerland.</li></ul>	<ul style="list-style-type: none"><li>• Providers of outsourced regulatory compliance services;</li><li>• Offering FDA and MDR planning, submission and post launch surveillance services;</li><li>• Providers of supporting clinical research services;</li><li>• Serving customers in the medical device industry;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**