Langcliffe

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

JANUARY 2024

Sectors Featured Include: Aerospace & Defence, Construction, Electronic, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Plastics & Packaging, Recruitment, Retail/Consumer, Soft FM, Support Services & 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
- HEALTH/PHARMA
- HEALTHCARE PROVIDERS
- ICT
- INDUSTRIAL/MANUFACTURING
- PLASTICS & PACKAGING
- RECRUITMENT
- RETAIL/CONSUMER
- SOFT FM
- SUPPORT SERVICES

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

• GENERALIST

AEROSPACE & DEFENCE

13090 - Precision Engineering Firms	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 UK PE-owned; Provider of precision engineering solutions; Offers design, manufacturing, assembly and testing services; Serves clients operating in the aerospace, specialist automotive, energy, medical and defence industries; Operates globally. 	 Providers of precision engineering solutions; Offering precision welding, precision engineering, metal treatment, assemblies and testing, and maintenance repair and overhaul services; Located in the UK; Minimum EBITDA £250k.

CONSTRUCTION

267318 - Healthcare Architects	(Click to Enquire)
The Acquirer	Acquisition Criteria
 Belgian privately-owned; Multi-disciplined engineering firm; Part of a wider Swedish group; Active in the healthcare sector and specialises in A&E Offers consultancy, urban design, interior and landscape architecture and structural engineering services; Offices located in Belgium and Asia. 	 Architects focused on hospitals and healthcare buildings; Offering full project engineering with a focus on the healthcare sector; Will consider engineering firms active in sectors outside of healthcare; Located across mainland Europe; Maximum turnover €50m; Maximum EBITDA €10m.

Location: Belgium

ELECTRONIC

276151 - Security Surveillance Systems	(Click to Enquire)
The Acquirer	Acquisition Criteria
 Nordic PE-owned; Developer and supplier of mobile camera surveillance systems; Also supplies thermometrically camera systems which detect fire and overheating; Operates across Europe. 	 Suppliers of security surveillance systems Suppliers of thermometrical camera systems; Located in Europe; Minimum EBITDA €1m.

Location: Netherlands

HEALTH/PHARMA

285972 - Intravenous Infusion Treatments	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 US PE-owned; Provider of infusion healthcare treatments; Offers treatments for chronic inflammatory disorders, immunological conditions, neurological disorders, transplants and infertility; Serves customers in the home and in specialist infusion facilities; Located across the US. 	 Providers of speciality intravenous infusion treatments; Offering an in-home service; Located in North America and Europe; Minimum EBITDA US\$1m.

Location: USA

277372 - OTC Healthcare Products	(Click to Enquire)
The Acquirer	Acquisition Criteria
 UK privately-owned; Manufacturer of ENT healthcare products; Offers sprays and ear plugs for the protection and care of ears; Operates domestically. 	 OTC healthcare products; Focusing on the ENT sector; Delivering already commercialised and well-established products; Located in the UK and Europe; Minimum EBITDA £1m.

HEALTHCARE PROVIDERS

14350 - Fostering & Child Therapy Services	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 UK PE-owned; Foster care group; Focuses on vulnerable young people and children; Operates across the UK; Headquartered in London. 	 Fostering and child therapy providers; Children's residential care; Special education providers; Located in the UK; Turnover above £1m.

285022 - Software, Hardware & Network Solutions (Click to Enquire)	
The Acquirer	Acquisition Criteria
 German PE-owned; Group of IT product and service companies; Offers mobility-focused software, hardware and WLAN solutions; Offers a range of products and services for digitalising mobility and logistics; Serves customers in the transport, logistics, trade, production, waste and field services sectors; Operates across Germany. 	 Providers of software, hardware and network solutions; Focusing on retail, logistics and field service digitalisation; Located in Europe; Minimum turnover €5m.

Location: Germany

278361 - Public Cloud Solutions	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 German PE-owned; Group of IT services companies; Offers public cloud services; Serves medium sized and enterprise customers; Google Cloud, Amazon AWS and Microsoft Azure partners; Located in the DACH region. 	 Providers of public cloud solutions; Supporting in the migration and operation of public cloud services; Specialising in GCP, Amazon AWS or Microsoft Azure; Located in Europe; Minimum turnover €5m.

Location: Germany

282518 - Software & Consultancy Services	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 German PE-owned; Provider of B2B SaaS and consultancy services for CSR management; Assists customers in their sustainable transformation, CSR digitalisation and ESG activities; Offers a CSR-management platform and associated consultancy services; Serves international MMEs and corporations. 	 Providers of software and consultancy services; Focusing on sustainable transformations and the digitalisation of CSR and ESG functions; Located globally; Minimum turnover €5m.

Location: Germany

(Click to Enquire)
 Acquisition Criteria Vertical MSP companies and providers of public and managed cloud services; Active in any sector; Management willing to stay post-transaction; Located in Western Europe; Particular interest in the Benelux, Germany and the UK;

Location: Netherlands

INDUSTRIAL/MANUFACTURING

286351 - Providers of Manufacturing Services	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 UK industrial holding company; Operates a group companies; Offers plastic injection moulding and precision tooling services; Operates across the UK. 	 Providers of plastic injection moulding, precision engineering and CNC machining services; Consumer brands; Distributors of plastic goods; Located in the UK and Western Europe; Maximum EV £15m.

Location: England

285897 - Precision Engineering	(Click to Enquire)
Гhe Acquirer	Acquisition Criteria
 UK privately-owned; Mechanical engineering company; Offers maintenance and fabrication; Serves customers in petrochemical, marine and LNG sectors; Serves a domestic client base. 	 Providers of precision engineering; Offering fabrication services; Located in England or Wales; Turnover between £7m-£15m.

Location: Wales

4216 - Pipeline Products	(Click to Enquire)
The Acquirer	Acquisition Criteria
 UK privately-owned; Specialist in pipeline inspections, maintenance, and rehabilitation; Offers inspection crawlers, push cameras, reporting software and pipe cutting solutions; Operates in the UK and Europe. 	 Manufacturers of pipeline products; Preference for inspection, maintenance and rehabilitation products; Located in the UK and Europe; Minimum EBITDA £5m.

281937 - Sustainable Manufacturers	(Click to Enquire) 🖂
 The Acquirer XTSX-listed; Industrial holding company; Acquires well established manufacturing companies; Takes a long-term ownership perspective; Subsidiaries operate autonomously; Operates across North America. 	 Acquisition Criteria Manufacturing companies; Well established, with a sustainable competitive advantage; Profitable, with steady cash flows; Vendors and key management should have an equity interest; Located in North America and Europe;
	• EBITDA between C\$2m-C\$6m.

Location: Canada

265165 - Mobile Heating Solutions	(Click to Enquire) 🖂
 The Acquirer German PE-owned; Manufacturer of diversified mobile heating solutions; Ranges from 10kW-5000kW; Other services include consultancy, planning, delivery, installation, on-site 	 Acquisition Criteria Manufacturers of mobile heating solutions; Products including electric heating systems, oil and gas heating systems, freshwater modules or similar; Located in Europe;
maintenance, emergency tech support and collection;Operates across Europe.	 Minimum turnover €5m.

Location: Germany

PLASTICS & PACKAGING

278484 - Plastic Stockholders	(Click to Enquire)
The Acquirer	Acquisition Criteria
 UK privately-owned; Supplier of thermoplastic sheet materials; Stocks polymers such as HIPS, ABS, PETG, acrylic and HDP; Offers cutting, colouring, recycling and delivery services; Operates domestically. 	 Stockholders of plastic; Preference for thermoplastics; Offering a variety of polymers; Located in the UK; EV between £1m-£25m.

RECRUITMENT

277736 - Recruitment & Employment Agenci	es (Click to Enquire)
 The Acquirer UK privately-owned; Provider of recruitment solutions; Serves clients in the industrial, driving, engineering, professional, technical and catering sectors; 	 Acquisition Criteria Providers of recruitment and employment services; Offering temporary and permanent placements; Serving clients in multiple sectors;
Operates nationwide.	 Located in the UK; Turnover between £8m-£15m.

RETAIL/CONSUMER

15404 - Bathroom Products	(Click to Enquire)
The Acquirer	Acquisition Criteria
 UK privately-owned; Designer of bathroom furnishings and accessories; Manufactures and distributes cabinets, shower curtails, toiler seats, mirrors and homeware; Operates domestically. 	 Designers, manufacturers and distributors of bathroom products; Focusing on furnishings and accessories; Located in Europe, South Africa and the Middle East; Minimum EBITDA £1m.

SOFT FM

Acquirer	Acquisition Criteria
 German PE-owned; Manufacturer and supplier of mobile security solutions; Designs and produces alarm and video monitoring systems for temporary risk zones; Manufactures and distributes products under an own brand; Operates an alarm and video monitoring centre 24/7; Production sites and offices located in the DACH region and Poland. 	 Designers and manufacturers of surveillance solutions; Focusing on mobiles systems for monitoring temporary sites; Located in Europe; Minimum turnover €5m.

Location: Germany

SUPPORT SERVICES

279550 - Environmental Consultancies	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 UK PE-owned; Environmental consultancy group; Group is made up of three companies; Provides air quality monitoring, emissions testing and occupational hygiene consultancy; Supports customers across the water utility, transport infrastructure and industrial sectors; Based in the UK. 	 Environmental consultancies; Provider of environmental compliance; Offering water and air quality monitoring, flood risk assessments, leak detection and repair; Located in the UK; EBITDA between £400k-£2m.

Location: England

286381 - Network Telecoms Solutions	(Click to Enquire)
The Acquirer	Acquisition Criteria
 UK privately-owned; Provider of telecommunication infrastructure services; Part of a wider listed group; Offers design, installation and maintenance solutions; Operates domestically. 	 Providers of network telecoms solutions; Offering services including design and construction of cell sites and mobile data centres; Offering maintenance, facilities management, decommissioning, upgrades, surveying and testing; Located in the UK; Turnover between £10m-£20m.

267946 - Facilities Management Services	(Click to Enquire)
The Acquirer	Acquisition Criteria
 UK PE-owned; Provider of facilities management services; Offers HVAC, maintenance, M&E, fire safety and water system services; Serves a domestic client base. 	 Facilities management businesses; Focus on planned preventative maintenance; Ideally with long-term customer contracts; Located in the UK; Turnover between £3m-£10m.

286304 - Water Treatment & Testing	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 UK privately-owned; Group of support services companies; Portfolio includes water treatment, wastewater services and manufacturing companies; Operates across the UK. 	 Providers of water treatment, water testing, wastewater and HVAC products and services; Manufacturers of water treatment systems, pumps and tanks; Providers of plumbing-focused HVAC services; Preference for management team to remain; Located in the UK; Maximum turnover £10m; Maximum EBITDA £2m.

4085 - Property Compliance Solutions	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 UK privately-owned; Provider of property compliance; Delivers asbestos, projects, CDM, health and safety, fire, legionella and training service solutions; Offers training and courses within asbestos, construction mould awareness and health and safety; Operates across the UK and Ireland. 	 Providers of property compliance solutions; Offering project management, CDM, fire and health and safety solutions; Located in the UK; Turnover between £500k-£30m.

286229 - Environmental Services	(Click to Enquire) 🖂
 The Acquirer UK privately-owned; Provider of environmental services; Offers technical consulting, water and wastewater treatment, chemical supply, air hygiene testing and quality, training solutions; 	 Acquisition Criteria Environmental services companies; Providing water treatment, air hygiene and water management services; Serving customers in a range of industries; Located in the UK;
 Serves customers in the education, food and beverage, sewage, water, healthcare, industrial and manufacturing industries; Operates domestically. 	 Turnover between £500k-£30m.

GENERALIST

286353 - UK PE Firm	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 UK PE firm; Capital sourced from HNWIs; Takes minority and majority stakes; £30m investment fund; Invests up to £10m per transaction; Active across the UK. 	 Sector agnostic; Strong management team; Located in the UK; Minimum EBITDA £1m.

Location: England

285958 - US Family Office	(Click to Enquire)
The Acquirer	Acquisition Criteria
 US PE firm; Invests in healthcare, education, government and old-economy sectors; Makes control investments; Provides management if needed; Historically invested in real estate; Located in the US. 	 Manufacturers and providers of business services; Offering B2B proprietary products and mandatory services; Strong second tier management team; Located in Western Europe; EBITDA between US\$750k-US\$3.5m; Minimum operating margin 15%.

Location: USA

267722 - Swedish PE Firm	(Click to Enquire) 🖂
 The Acquirer Swedish PE firm; Invests in profitable growth companies; Long-term investments and active ownerships; Targets unlisted companies; 	 Acquisition Criteria Sectors of interest include IT, B2B services, consumer goods, MedTech and media; Preference for unique companies that are leaders in their individual segments;
Operates across the Nordics.	 Strong second tier management; Must be profitable; Located in Sweden; Sales between €10m-€100m.

Location: Sweden

285960 - UK Search Fund	(Click to Enquire)
The Acquirer	Acquisition Criteria
 UK Search fund; Backed by institutional private equity investors and personal funds; Provides an operational role; Long-term investor; Operates across the UK. 	 Sectors of interest including SaaS, support services, industrial manufacturing and tech-enabled services; Preference for businesses providing water treatment, M&E, and aerospace aftermarket manufacturing; Located in the UK; EBITDA between £800k-£4m.

286161 - UK Search Fund	(Click to Enquire)
 The Acquirer UK Search fund; Backed by family funds, SMEs funds and 	 Acquisition Criteria Sectors of interest include industrial healthcare, pharmaceuticals and
 operating executives; Extensive experience in the industrial engineering sector; Provides an operational role; Long-term investor; Operates across the UK. 	 residential services; Operating B2B; Located in the UK and Ireland; EBITDA between £500k-£5m; Maximum EV £30m.

Location: England

283597 - European Impact Investor	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 Pan-European impact investor; Focuses investments around the Sustainable Development Goals; Supports local entrepreneurship in under-developed territories; Over €300m AUM; Offices located across Europe. 	 Sectors of interest include education, healthcare and circular economies; Companies with a positive social impact; Located in Europe; Revenue between €2m-€100m.

Location: France

273473 - German PE Firm	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 German PE firm; Backs company successions, ownership changes, growth cases, carve-outs and internationalisations; Takes a majority holding and selective minorities above 25%; Raises funds from institutional investors; Over €2.5bn under management; Equity ticket between €5m-€65m. 	 Sectors of interest include smart industry, business services, healthcare, software and technology; Market leaders with a proven and profitable business model; Located in DACH; EBITDA between €1m-€25m.

Location: Germany

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286158 - UK Search Fund	(Click to Enquire)
The Acquirer	Acquisition Criteria
 UK Search fund; Experience in the industrial and automotive engineering sectors; Provides operational solutions; Backed by private equity and HNWIs; Operates across the UK. 	 Sectors of interest include industrial and manufacturing; Located in the UK and Northern Ireland; EBITDA between £1m-£5m;

Location: England

286100 - Residential Facilities Services	(Click to Enquire) 🖂
The Acquirer	Acquisition Criteria
 US PE-owned; Group of residential service companies; Services include HVAC, plumbing, electrical installations and maintenance; Located across the US. 	 Providers of residential facilities services; Including HVAC, plumbing and electrical services; Located in North America; Minimum EBITDA US\$1m.

Location: USA

285868 - UK Search Fund	(Click to Enquire)
The Acquirer	Acquisition Criteria
 UK Search fund; Backed by personal and investor funds; Prior experience in technology and investment banking; Provides an operational role; Operates across the UK. 	 Sectors of interest include light manufacturing, facilities management, insurance and regulatory services; Located in London and the South East of England; EBITDA between £750k-£4m.