



# Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

FEBRUARY 2024

**Sectors Featured Include:** Agriculture, Building Products, Construction, Electronic, Food & Beverage, Health/Pharma, Industrial/Manufacturing, Legal, Marketing Communications, Recruitment, Retail/Consumer, Support Services, Transport/Distribution & 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](mailto:mark.eardley@langcliffeinternational.com)

- [AGRICULTURE](#)
- [BUILDING PRODUCTS](#)
- [CONSTRUCTION](#)
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Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- [GENERALIST](#)

## AGRICULTURE

286717 - Agri-Tech

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch privately-owned;</li><li>• Agri-Tech firm;</li><li>• Develops and commercialises technology and software across the food and agriculture sectors;</li><li>• Partners with global technology and R&amp;D institutions;</li><li>• Offers products to farmers and dealers globally.</li></ul>	<ul style="list-style-type: none"><li>• Businesses operating in the agriculture sector;</li><li>• Must have access to raw material opportunities or own production facilities;</li><li>• Exposure to remote sensors, irrigation, crop protection, nutrition and growth promoters;</li><li>• Agri-Tech software solutions;</li><li>• Including maintenance cycle tracking software, ERP systems, advanced tools and applications;</li><li>• Located in Western and Northern Europe, the US and the UK;</li><li>• Turnover between €2m-€10m;</li><li>• Minimum EBITDA €300k.</li></ul>

**Location: Netherlands**

## BUILDING PRODUCTS

285966 - Artificial Turf

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer and distributor of artificial grass products;</li><li>• Products include artificial and synthetic turf, and maintenance equipment;</li><li>• Serves customers in the commercial and residential end-markets;</li><li>• Located across the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and wholesalers of artificial turf products;</li><li>• Supplying residential, commercial playgrounds, pet, athletics, and sports end-markets;</li><li>• Located in North America;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: USA**

## CONSTRUCTION

### 268577 - Inner-City Infrastructure

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Asphalt maintenance contractor;</li><li>• Carries out inner-city infrastructure projects;</li><li>• Develops BLVC plans, maintains and repairs existing infrastructure and performs complete reconstructions;</li><li>• Offers services across the Netherlands.</li></ul>	<ul style="list-style-type: none"><li>• Main contractors carrying out inner-city infrastructure projects;</li><li>• Contractors of natural stone paving projects;</li><li>• Located across the Netherlands;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Netherlands**

### 285955 - Interior Design & Procurement

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of high-end interior design services;</li><li>• Serves clients in the hospitality, residential, and healthcare sectors;</li><li>• Located in the US and Hong Kong.</li></ul>	<ul style="list-style-type: none"><li>• Providers of turnkey interior design services;</li><li>• Offering, design, procurement and supply chain services;</li><li>• Located in North America, Europe and the APAC region;</li><li>• Minimum EBITDA US\$2m.</li></ul>

**Location: USA**

## ELECTRONIC

286756 - Integrated EMS Solutions

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• XNSE-listed;</li><li>• Provider of design-led manufacturing solutions;</li><li>• Part of a larger engineering and technology solutions company;</li><li>• Offers integrated manufacturing, electronics manufacturing, mechanical manufacturing, additive manufacturing and value-added services;</li><li>• Serves customers in the aerospace and defence, healthcare and life science, and industrial sectors;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of integrated EMS solutions;</li><li>• Offering PCBAs, cable harnesses, box builds and other final assemblies;</li><li>• Serving customers in the aerospace and defence, healthcare and life science, automotive and industrial industries;</li><li>• Preference for high-mix, low-volume services;</li><li>• Located in Europe, the US and Mexico;</li><li>• Minimum revenue US\$30m;</li><li>• Minimum EBITDA margin 10%.</li></ul>

**Location: India**

## FOOD & BEVERAGES

283956 - Feed Companies

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Italian PE-owned;</li><li>• Provider of complete feed solutions;</li><li>• Develops and manufactures feed additives for animal nutrition;</li><li>• Serves a global customer base.</li></ul>	<ul style="list-style-type: none"><li>• Animal feed and nutrition companies;</li><li>• Offering products for poultry, swine, horses and dairy cattle;</li><li>• Located in Europe;</li><li>• Maximum turnover €10m.</li></ul>

**Location: Italy**

## HEALTH/PHARMA

### 285968 - Medical Instruments & Consumables

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of healthcare instruments, equipment and consumables;</li><li>• Specialises in products for pathology, anatomy, mortuary, and autopsy procedures;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of medical instrumentation and consumables;</li><li>• Offering design, manufacturing, installation and aftermarket services;</li><li>• Focusing on pathology, anatomy, mortuary and necropsy procedures;</li><li>• Located in North America;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: USA**

### 268580 - Orthopaedic Shoes

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Provider of foot care solutions;</li><li>• Offers consultation services and (semi-) orthopaedic products;</li><li>• Operates through footcare clinics and consultancies;</li><li>• Sells products through own stores located in the Netherlands.</li></ul>	<ul style="list-style-type: none"><li>• Orthopaedic shoe manufacturers;</li><li>• Orthopaedic clinics and service providers;</li><li>• Located across the Benelux;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Netherlands**





The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Wholesaler of medical aids;</li><li>• Offers medical aids, devices, consumables and medicines;</li><li>• Supplies international and local NGOs, UN organisations and governments.</li></ul>	<ul style="list-style-type: none"><li>• Wholesalers of medical kits, equipment and disposables;</li><li>• Serving charities and NGOs;</li><li>• Located globally;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Netherlands**

## INDUSTRIAL/MANUFACTURING

### 285967 - Hoses & Tube Assemblies

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of hoses and tube assemblies;</li><li>• Products include air conditioning fitting and hose assemblies, hardlines, and battery cooling assemblies;</li><li>• Serves OEMs and aftermarket distributors.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of hoses and tube assemblies;</li><li>• Specialising in products for trucks and heavy-duty vehicles;</li><li>• Located in North America;</li><li>• Minimum EBITDA US\$1m.</li></ul>

Location: USA

### 281182 - Steel Components

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of agricultural machinery components;</li><li>• Offers plough shares, mouldboards, landslides, points, shins and hedge cutter flails;</li><li>• Serves OEM and aftermarket distributors;</li><li>• Operates in the UK, distributes across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Specialist steel manufacturers;</li><li>• Offering agricultural machinery parts;</li><li>• Located in the UK and Europe, with a preference for Germany;</li><li>• No interest in Spain and Italy;</li><li>• Turnover between £5m-£100m;</li><li>• Margins between -10% and +10%.</li></ul>

Location: England

**286539 - Climate Control Products**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of climate control and monitoring products;</li><li>• Offers climate control, management systems, HVAC, refrigeration, and thermostat products and components;</li><li>• Serves customers in the retail, property management, energy, food service, industrial, aftermarket, distribution and transport sectors.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of climate control products;</li><li>• Proprietary brands;</li><li>• Offering systems, components, replacement parts and software products;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$2m.</li></ul>

**Location: USA****286547 - Food Service Equipment**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of foodservice equipment;</li><li>• Offers design, manufacturing, installation and maintenance services;</li><li>• Serves a domestic client base.</li></ul>	<ul style="list-style-type: none"><li>• Designers and manufacturers of commercial kitchens and foodservice equipment;</li><li>• Serving the catering, retail and leisure industries;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: England**

**286797 - Measurement & Calibration Equipment**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Group of manufacturing companies;</li><li>• Manufactures testing, measurement and calibration technology used in health &amp; safety and industrial compliance;</li><li>• Serves an industrial client base.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of equipment used in measurement, calibration, testing and health &amp; safety regulation;</li><li>• Providers of calibration services;</li><li>• Preference for management to stay;</li><li>• Located in the UK;</li><li>• Maximum EBITDA £1m.</li></ul>

**Location: England****7931 - Industrial Holding Company**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Industrial holding company;</li><li>• Acquires and develops industrial businesses;</li><li>• Track record of acquisitions;</li><li>• Operates domestically.</li></ul>	<ul style="list-style-type: none"><li>• Specialist industrial engineering and manufacturing businesses;</li><li>• Offering mechanical and RF engineering and, high-tech component and electronics manufacturing services;</li><li>• Located in the UK;</li><li>• Preference for the Midlands, the North West and the South of England;</li><li>• Turnover between £2.5m-£50.0m.</li></ul>

**Location: England**

## LEGAL

267703 - Claims Management Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US privately-owned;</li><li>• Provider of claims services;</li><li>• Offers services such as claims management, environmental consulting, forensic accounting and aviation risk management;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Claims services;</li><li>• Including forensic accounting;</li><li>• Located globally;</li><li>• Minimum EBITDA US\$1m.</li></ul>

Location: USA

# MARKETING COMMUNICATIONS

**271021 - Employee Engagement Communications** [\(Click to Enquire\)](#) 

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of marketing solutions;</li><li>• Services range from event logistics to brand engagement;</li><li>• Operates in the UK and US.</li></ul>	<ul style="list-style-type: none"><li>• Employee engagement communications companies;</li><li>• Internal marketing companies;</li><li>• Located in the UK;</li><li>• Turnover between £5m-£20m.</li></ul>

**Location: England**

## RECRUITMENT

### 286234 - Staffing & Recruitment Firms

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French privately-owned;</li><li>• Group of staffing, recruitment and HR companies;</li><li>• Predominantly offers temporary staffing solutions;</li><li>• Operates c.150 agencies across France;</li><li>• Allows agencies and subsidiaries to operate autonomously;</li><li>• Subsidiaries located in Europe and Africa.</li></ul>	<ul style="list-style-type: none"><li>• Staffing and recruitment firms;</li><li>• Preference for a mix of temporary staffing and recruitment;</li><li>• Located in London;</li><li>• Deal size between €2m-€25m.</li></ul>

**Location: France**

### 11595 - Specialist Recruitment Agencies

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of recruitment solutions;</li><li>• Offers temporary and permanent placements;</li><li>• Serves customers in the automotive, manufacturing, warehousing, recycling and food production sectors;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Specialist recruitment agencies;</li><li>• Serving the industrial, driving, technical or professional sectors;</li><li>• Interested in distressed opportunities;</li><li>• Located in the North of England and the Midlands;</li><li>• Minimum turnover £10m.</li></ul>

**Location: England**



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Recruitment agency;</li><li>• Provides specialist staffing, executive search, and talent solutions;</li><li>• Focuses on the technology, analytics, and digital markets;</li><li>• Offers permanent, contract, interim and fixed term solutions;</li><li>• Operates in the UK and Europe.</li></ul>	<ul style="list-style-type: none"><li>• Providers of staffing solutions;</li><li>• Serving customers in the engineering design, data, technology and ERP sectors;</li><li>• Located in the UK, North America and Australia;</li><li>• Minimum turnover £20m;</li><li>• EBITDA between £250k-£20m.</li></ul>

**Location: England**



## RETAIL/CONSUMER

### 285963 - Patio Products

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Retailer of patio equipment and furniture;</li><li>• Products include firepits, heating, furniture, lighting and DIY accessories;</li><li>• Serves both residential and commercial markets.</li></ul>	<ul style="list-style-type: none"><li>• Retailers and manufacturers of patio products and furniture;</li><li>• Offering lighting, heating, furniture, outdoor cooking and DIY products;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$2m.</li></ul>

Location: USA

### 277498 - Bike Accessories & Components

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch PE-owned;</li><li>• Online retailer of bicycles, spare parts, cycling clothing and accessories;</li><li>• Spare parts include wheels, frames and tools;</li><li>• Accessories include helmets, gloves and lights;</li><li>• Operates B2C and B2B</li><li>• Distributes products across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Online retailers of bike accessories and components;</li><li>• Operating B2C and B2B;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

Location: Denmark



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of branded water sports and pool equipment;</li><li>• Products include equipment for relaxing, diving, swimming, and play;</li><li>• Operates B2C.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of branded water sports and swimming products;</li><li>• Including water sports, pool, swimming aids and training, diving products and related accessories;</li><li>• Proprietary brands;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$2m.</li></ul>

**Location: USA**

## SUPPORT SERVICES

16532 - Infrastructure Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of drainage services;</li><li>• Offers lining, CCTV surveys, gulley cleaning, high pressure water jetting and pre-planned maintenance;</li><li>• Serves customers in the highway, water, construction, railway and maintenance sectors;</li><li>• Operates domestically.</li></ul>	<ul style="list-style-type: none"><li>• Providers of infrastructure services;</li><li>• Preference for drainage contractors;</li><li>• Located in the UK;</li><li>• Minimum turnover £5m.</li></ul>

**Location: England**

## TRANSPORT/DISTRIBUTION

9464 - Freight Logistics

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of supply chain management services;</li><li>• Offers procurement, consulting, freight, logistics and export packing;</li><li>• Serves governments, donor funding agencies, multinational businesses, construction and industrial groups;</li><li>• Operates globally;</li></ul>	<ul style="list-style-type: none"><li>• Providers of freight logistics;</li><li>• Offering full service import and export solutions;</li><li>• Located globally;</li><li>• Minimum turnover £5m.</li><li>• Located in the US;</li><li>• Turnover between £10m-£30m.</li></ul>

**Location: England**

## GENERALIST

280994 - US PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE firm;</li><li>• Invests in manufacturing, services and distribution businesses;</li><li>• Experience in buy-outs, recapitalisations, distressed and carve-out transactions;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include consumer, aerospace and defence, and government services;</li><li>• Management team in place;</li><li>• Located in the US and Europe;</li><li>• Minimum EBITDA US\$3m-US\$20m.</li></ul>

Location: USA

284933 - US PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE firm;</li><li>• Invests in lower middle-market businesses;</li><li>• Acquires family or founder-owned companies;</li><li>• Makes majority control investments;</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include manufacturing, distribution, and consumer products;</li><li>• Management team in place;</li><li>• Located in the US;</li><li>• Minimum EBITDA US\$15m.</li></ul>

Location: USA

**263779 - Dutch Investment Firm**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Dutch investment firm;</li><li>• Develops family- and entrepreneur-owned businesses into professional businesses;</li><li>• Takes a majority shareholding;</li><li>• Raises funds through the founders and team members;</li><li>• Contributes between €5m-€60m equity;</li><li>• Activities across North West Europe.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include B2B services, trading and manufacturing;</li><li>• Located in the Netherlands and Denmark;</li><li>• EBITDA between €2.5m-€25.0m.</li></ul>

**Location: Netherlands****286395 - UK PE Firm**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE firm;</li><li>• Backed by a US\$400m venture fund;</li><li>• Prior experience in the manufacturing, defence, technology, and professional services sectors;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest including industrial, manufacturing and businesses that provide specialist services;</li><li>• Operating B2B;</li><li>• Located in the UK.</li><li>• EBITDA between £1.5m-£3.0m.</li></ul>

**Location: England**

286267 - UK PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE firm;</li><li>• Provides MBOs and retirement solutions;</li><li>• Focuses on SMEs with recurring revenues;</li><li>• Operates across the UK and Ireland.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include niche services, light industrial, software, distribution, soft FM and maintenance services;</li><li>• Management team in place;</li><li>• Located in the UK and Ireland;</li><li>• EBITDA between £500k-£5m.</li></ul>

Location: England

286499 - UK PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE firm;</li><li>• Experience in the healthcare and technology sectors;</li><li>• Takes a majority shareholding;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest including healthcare, software, insurance and domiciliary healthcare recruitment;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £1m.</li></ul>

Location: England