



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

MARCH 2024

Sectors Featured Include: Construction, Electronic, Food & Beverages, Healthcare Providers, ICT, Industrial/Manufacturing, Recruitment, Retail/Consumer, Support Services, Transport/Distribution 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 holly.cooper@langcliffeinternational.com

- CONSTRUCTION
- ELECTRONIC
- FOOD & BEVERAGES
- HEALTHCARE PROVIDERS
- ICT
- INDUSTRIAL/MANUFACTURING
- RECRUITMENT
- RETAIL/CONSUMER
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION

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

- GENERALIST

CONSTRUCTION

282070 – Ventilation Systems

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Manufacturer of aeraulic and acoustic components;• Offers components for OEMs, contractors, distributors and solution integrators;• Serves customers in the commercial building, tunnel and metro, oil and gas, power generation, nuclear plant and marine markets;• Located in Europe.	<ul style="list-style-type: none">• Manufacturers of building ventilation systems;• Offering solutions for smarter airflow regulations;• Located in Europe;• Minimum EBITDA €1m.

Location: France

ELECTRONIC

16132 – Electronic Components

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of HMI solutions;• Designs and develops trackballs and touchpads for industrial applications;• Offers trackballs, touchpads, trackpads, scroll wheels and ergonomic desktop assemblies;• Serves customers in defence, aerospace, marine, video, industrial, commercial and air traffic control sectors;• Exports products worldwide;• Operates domestically.	<ul style="list-style-type: none">• Manufacturers of electronic components;• Providing trackballs and HMI solutions;• No interest in commodity electronic components and PCBs;• Located globally;• Minimum gross margin 30%;• Minimum EBIT margin 10%;• EV between £10m-£80m.

Location: England

6496 – Renewable Electronic Components

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Main Market-listed;• Designer and manufacturer of electronic components;• Provides application-specific components to OEMs;• Manufactures products for magnetic, control, sensing and connectivity applications;• Operates in the UK, Europe, Asia and North America.	<ul style="list-style-type: none">• Manufacturers of electronic components;• Preference for specialised and customised components;• Serving customers in the renewable energy, transportation, medical and industrial sectors;• No interest in commodity electronic components and PCBs;• Located globally;• EV between £10m-£80m.• Minimum gross margin 30%;• Minimum EBIT margin 10%;

Location: England

FOOD & BEVERAGES

268782 – Branded Chilled Food Products

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Spanish PE-owned;• Manufacturer of branded and private label chilled food products;• Products include spreads, dips and salads;• Sells products across multiple retail, foodservice and export channels;• Operates across Northern Europe.	<ul style="list-style-type: none">• Manufacturers of branded and private label chilled food products;• Located in Europe;• Maximum turnover €20m.

Location: Netherlands

283956 – Animal Feed and Nutrition

(Click to Enquire)



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

Location: Italy

HEALTHCARE PROVIDERS

284258 - Healthcare Tech, Services & Recruitment

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of home care services;• Offers a range of care services;• Services include overnight and cancer care, rehabilitation, diabetes monitoring and live-in care;• Serves a domestic client base.	<ul style="list-style-type: none">• Healthcare related businesses;• Urgent care call and treatment centres, out of hours GP, NHS insourcing and outsourcing;• Clinics for physiotherapy, dermatology and IVF;• Occupational health providers;• Healthcare technology;• Healthcare recruitment;• No interest in domiciliary, residential or assisted living care;• Located in the UK, with a preference for the Midlands and the South of England;• Minimum EBITDA £2m.

Location: England

ICT

287080 – Industrial IT Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Danish PE-owned;• Group of industrial IT companies;• Offers services in the areas of automation, compliance, digitalisation, industrial engineering and IT cybersecurity;• Serves customers in the agriculture, marine, building, energy, utility, food, life science and manufacturing sectors;• Operates across the Nordics.	<ul style="list-style-type: none">• Providers of automation and digitalisation services;• Serving public and private customers;• Located in the Nordics or the Benelux;• Minimum EBITDA €1m;• EBITDA margins above 10%.

Location: Denmark

286264 – Digital Marketing Platforms

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XNSE-listed;• Developer of technology platforms for digital marketing, advertising and monetisation;• Offers businesses access to tools, AI, machine learning and advanced analytics to optimise their performances;• Serves brands, digital marketing companies, advertising agencies and digital publishers;• Located in India, the US and the UK.	<ul style="list-style-type: none">• Developers of marketing, AdTech or CloudTech platforms;• Serving digital agencies, publishers and brands;• Preference for management to stay post-acquisition;• Located globally;• Turnover between US\$1m-US\$20m.

Location: India

INDUSTRIAL/MANUFACTURING

3747 – HVAC Sensors

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturers and suppliers of sensors;• Serves customers in the HVAC market;• Offers a range of air, water and gas controllers, monitors and accessories;• Operates globally.	<ul style="list-style-type: none">• Manufacturer and supplier of sensing and control technology products to be used in building management systems;• HVAC market main area of focus;• IPR needs to be part of the deal;• Providers of sensing technology;• Designed for use in niche end-markets;• Turnover between £2m-£10m;• Located across Europe.

Location: England

253486 – Refrigeration Products

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XSTO-listed;• Wholesaler of refrigeration products;• Distributes refrigeration and air conditioning products and technologies;• Serves domestic and commercial customers including supermarkets, restaurants and retail outlets;• Operates across Europe, Australasia, Asia and Africa.	<ul style="list-style-type: none">• Distributors of refrigeration, heating, ventilation and cooling products;• Distributors of power racks, condensing units and ice systems;• Will consider targets with a small aspect of manufacturing;• Little interest in installations and servicing;• Located globally;• Minimum EBITDA €1m.

Location: Sweden

RECRUITMENT

13581 – Recruitment Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of recruitment services;• Offers contract, part time, permanent and temporary placements;• Places candidates in the manufacturing, administration, warehouse, engineering, accountancy, soft FM, finance, recruitment, sales and logistics sectors;• Operates within England.	<ul style="list-style-type: none">• Providers of recruitment services;• Serving a variety of sectors;• Located in Eastern England and the Home Counties;• Minimum EBITDA £1m.

Location: England

RETAIL/CONSUMER

277694 - FMCG Companies

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • XNGM-listed; • Group of FMCG companies; • Consists of over 25 operating companies; • Supplies next generation food and non-food products to the broader FMCG market; • Vision to provide organic, eco-friendly and sustainable FMCG products; • Serves a range of FMCG markets globally, through an extensive distribution network; • Acts as an operational platform for companies; • Pursues an active M&A strategy. 	<ul style="list-style-type: none"> • FMCG companies; • Wholesalers with activities in the FMCG space; • Located in the Nordics; • Minimum EBITDA €250k; • Manufacturers of nutritional ingredients, supplements, confectionary and sugar reduced snacks; • Located in Europe and Australia; • FMCG packaging and distribution service companies; • Located in Australia; • Revenue between €8m-€20m.

Location: Sweden

286892 - Textiles & Clothing


(Click to Enquire)




The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • Group of textile manufacturing and distribution companies; • Manufacturer of in-flight textile products; • Offers cushions, blankets, sleepwear and tableware; • Serves commercial and private aviation clients; • Manufacturer and distributor of healthcare textiles; • Offers patient clothing, medical textiles and bedding; • Manufacturers of pile wire for the carpet industry; • Distributes globally. 	<ul style="list-style-type: none"> • Manufacturers and distributors of textile products; • Operating in any sector; • No interest in branded merchandise, workwear or fashion brands; • Located in the UK; • Maximum EV £10m.

Location: England

SUPPORT SERVICES

286673 - Energy-Focused Consultancies (Click to Enquire) 	
The Acquirer <ul style="list-style-type: none"> • UK privately-owned; • Provider of engineering and consultancy services; • Specialises in energy efficiency and decarbonisation; • Offers a range of services including consultancy, strategy and installation and maintenance; • Offers energy and net zero plans; • Operating B2B; • Operates across the UK. 	Acquisition Criteria <ul style="list-style-type: none"> • Consultancies and engineering services within energy-efficiency, renewables and decarbonisation; • Providers of renewable energy installation and maintenance services; • Serving B2B energy brokers; • Located in the UK; • Maximum EBITDA £10m.
Location: England	

267337 - Nursery Groups (Click to Enquire) 	
The Acquirer <ul style="list-style-type: none"> • Pan-European PE-owned; • Childcare and nursery group; • Provides daily care for over 60,000 children between the ages of six weeks and 12 years; • 650 locations across the Netherlands. 	Acquisition Criteria <ul style="list-style-type: none"> • Nursery groups; • Minimum of 10 nurseries in the group; • Located across Europe with a focus on the UK and Germany; • Minimum EBITDA €3m.
Location: Netherlands	



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Belgian privately-owned; • Management consulting firm; • 1,100 experts in the engineering, life sciences and IT sectors; • Takes a majority stake between 70%-100%; • Carries out projects in Belgium, France and the Netherlands. 	<ul style="list-style-type: none"> • Consultancies and providers of consultant recruitment services; • Sourcing skilled professionals for specific projects, with skills in IT, engineering and technology; • Industrials, aerospace and big science, life sciences, utilities; • Management willing to reinvest; • Located in Belgium; • EBITDA between €500k-€5m; • Located in the Netherlands, France and the DACH region; • EBITDA between €1m-€30m; • Minimum EBITDA margin 10%.

Location: Belgium

TRANSPORT/DISTRIBUTION

276389 - Warehousing & Distribution

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• A specialist in port-centric logistics and transportation;• Providing handling, warehousing and distribution of goods and materials;• Operates across the UK.	<ul style="list-style-type: none">• Providers of warehousing and distribution services;• Preference for port locations;• Offering specialised cargo logistics for products such as metals, paper or heavy equipment;• No interest in freight forwarding;• Located in the UK and Ireland;• EBITDA between £250k-£2m.

Location: Northern Ireland

287270 - Logistics Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of transport and logistics services;• Transports technical gases and fuels;• Supplies gas stations, airports and airfields, haulage companies, factories and private customers;• Branches located across Germany.	<ul style="list-style-type: none">• Providers of logistics services;• Transporting minerals, oil and gas and chemicals;• Located in Europe;• Minimum EBITDA €1m.

Location: Germany



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of haulage companies;• Services include HGV logistics, pallet distribution and refrigerated transport;• Operates nationally.	<ul style="list-style-type: none">• Haulage and transportation companies;• Preference for pallet distribution and bulk haulage;• No interest in couriers or vehicles smaller than Luton vans;• No interest in pure storage businesses;• Located in the UK and Ireland;• Turnover between £4m-£15m.

Location: England

GENERALIST

286895 - UK Family Office

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK Family office; • Backed by personal funds; • Considers MBOs, MBIs, growth capital, carve outs, special situations and retirement sales; • 25 years of previous experience in private equity and hedge funds; • Currently has six portfolio companies; • EV between £5m-£50m; • Operates across the UK and Europe. 	<ul style="list-style-type: none"> • Sectors of interest including healthcare, consumer, agriculture, construction and maintenance services; • Operating B2B; • Located in the UK, the DACH and Benelux region; • EBITDA between £500k-£5m. • Located in the US; • EBITDA between £2.5m-£5m.

Location: England

287043 - UK Search Fund

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK search fund; • Funded by personal equity, family offices and HNWIs; • Experience in building and scaling tech-enabled businesses; • Previously operated in sectors including industrial, energy, consumer, fashion, food and beverage and automotive; • Operational roles can be provided across Germany; • Operates across the UK and Germany. 	<ul style="list-style-type: none"> • Sectors of interest including industrial, distribution, manufacturing, building materials, energy, HVAC, logistics and warehousing; • Operating B2B; • Second tier management in place; • Located in the UK; • Preference for the South, Southeast and the Midlands; • EBITDA between £1m-£3m; • Sectors of interest including business and support services and life sciences; • Offering services such as recruitment, executive search, energy consultancy, dental and hearing care; • Located in Germany; • EBITDA between £500k-£3m.

Location: England

286964 - Pan-European Impact Fund**(Click to Enquire)**

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Pan-European PE-owned; • Article 9 SFDR fund; • Targets companies with decarbonisation potential; • Takes a majority stake; • Minimum equity ticket €15m. 	<ul style="list-style-type: none"> • Companies with decarbonisation potential and climate growth opportunities; • Little interest in the CleanTech and renewable energy sectors; • Located in the Benelux, the DACH region, France and Italy; • EV between €25m-€125m; • Minimum EBITDA €3m.

Location: Luxembourg**270303 - French PE Firm****(Click to Enquire)**

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • French PE firm; • Invests via private equity and real estate funds; • Takes a majority or minority stake; • Raises funds through pensions funds and family, professional and institutional investors; • investors located across Europe and North America. 	<ul style="list-style-type: none"> • Sectors of interest include industry, B2B services, B2B distribution, construction, security, health and wellness and pharma; • Commercial buildings, offices, shops, logistics facilities, hotels and managed real estate; • Located in Europe; • Private equity investments between €10m-€100m; • Real estate investments between €20m-€150m.

Location: France