




Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

APRIL 2024

Sectors Featured Include: Aerospace & Defence, Agriculture, Building Products, Chemicals, Electronic, Health/Pharma, ICT, Retail/Consumer, 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 holly.cooper@langcliffeinternational.com

- [AEROSPACE & DEFENCE](#)
- [AGRICULTURE](#)
- [BUILDING PRODUCTS](#)
- [CHEMICALS](#)
- [ELECTRONIC](#)
- [HEALTH/PHARMA](#)
- [ICT](#)
- [RETAIL/CONSUMER](#)
- [SUPPORT SERVICES](#)

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

- [GENERALIST](#)

AEROSPACE & DEFENCE

91 - Engineering Companies

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• AIM-listed;• Group of engineering companies;• Manufacturing pumps, motors and rotating equipment;• Provider of heat exchanges and composite components;• Manufacturer of medical imaging technology;• Offering a range of radiology, MRI, and superconducting technology;• Pursues a buy-and-build strategy;• Operates globally; | <ul style="list-style-type: none">• Manufacturers of components;• Focusing on highly regulated markets such as energy, nuclear, aerospace and defence sectors;• Preference for products with associated services;• Located globally except France and Netherlands;• Turnover between £10m-£100m. |

Location: England

287724 - Satellite Components

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• US PE-owned;• Manufacturer of RF satellite communication components;• Specialises in compact power amplifiers and block upconverters;• Serves customers in the government, defence and commercial sectors;• Located in the US. | <ul style="list-style-type: none">• Designers of amplifiers, converters and other satellite components;• Serving customers in the airborne, maritime and space end-markets;• Located in North America and Europe;• Minimum EBITDA US\$1m. |

Location: USA

AGRICULTURE

279304 - Animal Research & Breeding Services

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none"> • US PE-owned; • Provider of animal genetics research services; • Offers research, intelligence and consultancy services; • Specialises in animal protein sources; • Serves customers in the agriculture and food value-chains; • Located in the Netherlands, France, the US and Brazil. | <ul style="list-style-type: none"> • Providers of animal protein research and breeding services; • Offering sustainability, animal genetics, compliance, and global food research; • Specialising in poultry, fish and shrimp breeding; • Located in North America and Europe; • Minimum EBITDA US\$1m. |

Location: Netherlands

275273 - AgTech Solutions

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none"> • US PE-owned; • Manufacturer of pre- and post-harvest AgTech products; • Offers speciality chemicals and software; • Products enhance quality, optimise shelf-life and manage the lifecycle of fresh produce; • Serves customers in the agriculture and global food value-chain sectors; • Located in Europe, LATAM and Africa. | <ul style="list-style-type: none"> • Manufacturers of AgTech products; • Offering ethylene control, coatings, fungicides, packaging, disinfectants and seedling protection products; • Developers of accompanying AgTech software; • Serving growers, packers and retailers of fresh produce; • Located in North America and Europe; • Minimum EBITDA US\$1m. |

Location: USA



| The Acquirer | Acquisition Criteria |
|---|--|
| <ul style="list-style-type: none">• US PE-owned;• Manufacturer of vegetable and herb seeds;• Provides specialised production, processing and distribution services;• Offers contract production services and own-brand seeds;• Serves customers in the seed sector, and professional and hobbyist growers;• Located in Italy, France and the US. | <ul style="list-style-type: none">• Producers of seeds;• Offering in-house growing and processing capabilities;• Located in Europe and North America;• Minimum EBITDA US\$1m. |

Location: Netherlands

BUILDING PRODUCTS

285646 - Windows & Doors

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• UK privately-owned;• Group of window and door companies;• Manufactures windows, doors, cladding, curtain walling and glazing products;• Serves customers in the commercial and off-site construction markets;• Operates across the UK. | <ul style="list-style-type: none">• Manufacturers and installers of windows and doors;• Manufacturing PVC, aluminium or composite products;• Located in England;• Turnover between £5m-£15m;• Minimum EBITDA 20%. |

Location: England

CHEMICALS

262320 - Biological Pesticides

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• US PE-owned;• Manufacturer of biological insecticides;• Develops environmentally friendly alternatives to chemical pesticides;• Serves customers in the agricultural sectors;• Headquartered in the US, operates globally. | <ul style="list-style-type: none">• Developers of biological pesticides;• Specialising in lepidopteran-control products and insecticides;• Offering in-house research development and manufacturing capabilities;• Located in North America and Europe;• Minimum EBITDA US\$1m. |

Location: USA

275283 - Microbial Control Chemicals

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• US PE-owned;• Provider of food safety chemicals;• Products include disinfectants, biocides and decontamination products;• Serves customers in the food processing, animal health and water treatment sectors;• Located in the US and UK. | <ul style="list-style-type: none">• Manufacturers of microbial control chemicals;• Offering surface sanitisation, disinfectants, anti-biofilm, and rapid microbial detection products;• Located in North America and Europe;• Minimum EBITDA US\$1m. |

Location: USA



| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• US PE-owned;• Manufacturer of speciality organic bio-stimulants;• Offers products for soil health and nutrient use efficiency;• Serves customers in the global agricultural markets;• Headquartered in the US, located across Canada, Mexico and Brazil. | <ul style="list-style-type: none">• Manufacturers of organic fertilisers and bio-stimulants;• Specialising in humic and fulvic acids;• Located in North America and Europe;• Minimum EBITDA US\$1m. |

Location: USA

ELECTRONIC

272269 - Control Solutions & BMS

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• UK privately-owned;• Designer and manufacturer of advanced building control and energy management products;• Part of a larger Swedish industrial group;• Offers products to control and monitor HVAC, refrigeration, BMS and energy systems;• Operates across the UK, US and Asia. | <ul style="list-style-type: none">• Manufacturers of refrigeration control and building management systems;• Designing products for commercial settings;• Located in the UK and Europe;• EBIT between €1m-€10m;• Minimum EBIT margin 10%. |

Location: Scotland

HEALTH/PHARMA

277392 - Livestock Health Supplements

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• US PE-owned;• Manufacturer of animal health products;• Offers supplements for cattle health, performance, and well-being;• Products distributed by veterinarians nationwide;• Serves customers in the beef and dairy farming sectors;• Located in the US. | <ul style="list-style-type: none">• Developers and manufacturers of livestock health supplements;• Offering injectable and edible products;• Located in North America and Europe;• Minimum EBITDA US\$1m. |

Location: USA

ICT

287462 - IT Consultancy & Managed Services

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none">• Indian privately-owned;• Provider of IT consultancy and managed services;• Supports customers in the optimisation of their IT investments;• Offers expertise in the areas of digital transformations, the cloud, IT infrastructure, cybersecurity and SAP;• Located in India, the US, the UK and the Middle East. | <ul style="list-style-type: none">• Providers of IT consultancy and IT managed services;• Supporting businesses in modernising and automating their business processes;• Offering services in digital transformations, the cloud, IT infrastructure, cybersecurity and SAP managed services;• Located globally;• Minimum EBITDA US\$1m. |

Location: India

286532 - Compliance Software

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• Norwegian PE-owned;• Provider of KYC and AML compliance software;• Including AML, KYC, e-sign, e-ID and data functionalities;• Serves customers in regulated and unregulated markets;• Located in the Nordics and Romania;• Operates across Europe. | <ul style="list-style-type: none">• Developers and providers of compliance products and services;• Offering AML, KYC, e-signatures and e-identity software;• Located in Europe;• Revenue between €1m-€15m. |

Location: Finland

RETAIL/CONSUMER

281010 - International Brands


(Click to Enquire)




| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none">• Singaporean privately-owned;• Provider of international wholesale services;• Distributes and trades branded goods;• Serves retail chains, wholesalers and online retailers;• Operates globally. | <ul style="list-style-type: none">• International brands;• Products including perfumes, cosmetics, skincare, haircare, toiletries and alcoholic beverages;• Professional and consumer brands;• Operating B2B and B2C;• Must have established technology platforms, processes and warehouses;• Strong second-tier management team;• Operating for over 10 years;• Located in Europe, with no interest in the Netherlands and Belgium;• Turnover between €10m-€50m. |

Location: England

SUPPORT SERVICES

| 279700 - Renewable Installations (Click to Enquire)  | |
|--|---|
| The Acquirer <ul style="list-style-type: none">• UK PE-owned;• Provider of technology-enabled renewable energy services;• Offers design, funding, installation, training and maintenance services;• Serves housing associations, commercial developers and not-for-profit organisations;• Located in the North East of England. | Acquisition Criteria <ul style="list-style-type: none">• Providers of renewable installations and consultancy services;• Offering heat pumps, solar PV, battery storage and EV charging products;• Providers of energy efficient hardware and software solutions;• Located in the UK;• EBITDA between £250k-£2m. |

Location: England

| 287533 - Niche Training & Education (Click to Enquire)  | |
|---|--|
| The Acquirer <ul style="list-style-type: none">• UK SPAC;• Targets training and education businesses;• Offering specialist and niche skills training;• Seeking online and physical companies;• Raises funds for specific transactions. | Acquisition Criteria <ul style="list-style-type: none">• Niche training and education companies;• Offering online and in-person courses;• Located in the UK;• Maximum turnover £10m. |

Location: England

GENERALIST

281938 - UK PE Firm

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|---|---|
| <ul style="list-style-type: none">• UK PE firm;• Raises funds from family and personal sources;• Takes majority stakes;• Active across the UK. | <ul style="list-style-type: none">• Sectors of interest including business services, industrial services, wholesale and distribution;• Retirement or liquidation sales;• Located in the UK;• EBITDA between £1m-£5m. |

Location: England

257134 - US PE Firm

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|--|---|
| <ul style="list-style-type: none">• US PE firm;• Invests in sustainable food chain businesses;• Specialises in food chain productivity, sustainability and consumer health companies;• Makes control and significant minority investments;• Located in the US. | <ul style="list-style-type: none">• Sectors of interest include food and the agribusiness value chain;• Offering food produce, ingredients, AgTech, speciality chemicals, packaging and auxiliary services;• Located in North America and Europe;• Minimum EBITDA US\$10m. |

Location: USA

287170 - UK Search Fund

(Click to Enquire)



| The Acquirer | Acquisition Criteria |
|--|--|
| <ul style="list-style-type: none">• UK search fund;• Backed by over 15 family offices and institutional investors;• Provides an operational role;• Operates across Scotland and the North of England. | <ul style="list-style-type: none">• Sector agnostic;• Retirement sales;• Located in Scotland and the North of England;• EBITDA between £1m-£5m. |

Location: England