



# Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

MAY 2024

**Sectors Featured Include:** Aerospace & Defence, Building Products, Construction, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Plastics & Packaging, 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 [holly.cooper@langcliffeinternational.com](mailto:holly.cooper@langcliffeinternational.com)

- [AEROSPACE & DEFENCE](#)
- [BUILDING PRODUCTS](#)
- [CONSTRUCTION](#)
- [HEALTH/PHARMA](#)
- [HEALTHCARE PROVIDERS](#)
- [ICT](#)
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- [TRANSPORT/DISTRIBUTION](#)

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

- [GENERALIST](#)

## AEROSPACE & DEFENCE

287156 - Testing & Monitoring Equipment

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of specialist measuring and testing equipment;</li><li>• Offers auxiliary testing, measuring, equipment support, rental and training services;</li><li>• Serves customers in the aerospace, defence, space and marine sectors;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of technical TICC equipment;</li><li>• Including specialist calibrators, meters, probes, and other technical equipment;</li><li>• Located in Europe and North America;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: USA**

## BUILDING PRODUCTS

272180 - Street Furniture & Bicycle Infrastructure

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Group of street furniture and bicycle infrastructure companies;</li><li>• Offers design, manufacture and installation services;</li><li>• Key focus on circularity and smart city solutions;</li><li>• Serves local governments, contractors and public authorities;</li><li>• Active across the UK and Europe.</li></ul>	<ul style="list-style-type: none"><li>• Designers, manufacturers and installers of street furniture and bicycle infrastructure;</li><li>• Including signage, above and below-ground waste, lighting and shelters;</li><li>• Manufacturing capabilities are not essential;</li><li>• Located in Europe and the UK;</li><li>• Preference for the DACH region, the Nordics and Southern Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Netherlands**

## CONSTRUCTION

288269 - Engineering Companies

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Pan-European PE-owned;</li><li>• Group of engineering companies;</li><li>• Carries out critical infrastructure projects;</li><li>• Focuses on the planning and surveillance stages;</li><li>• Serves customers operating in the public sector;</li><li>• Operates from eight German locations.</li></ul>	<ul style="list-style-type: none"><li>• Engineering companies focusing on infrastructure and energy projects;</li><li>• Including road renovations, water and waste water systems and hydrogen plants;</li><li>• Located in Europe and the UK;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Germany**

## HEALTH/PHARMA

### 288088 - Dental Equipment

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of dental equipment;</li><li>• Products include endodontic, restorative, consumable tips, syringes, and other handheld devices;</li><li>• Distributes products to dental practices globally;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of dental products;</li><li>• Offering consumables and handheld devices for day-to-day procedures;</li><li>• Located in North America and Europe;</li><li>• Minimum turnover US\$10m;</li><li>• Minimum EBITDA US\$3m.</li></ul>

Location: USA

### 281001 - Laboratory Equipment & Consumables Brands


(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of laboratory consumables and equipment;</li><li>• Offers laboratory consumable supplies, benchtop equipment, and related accessories;</li><li>• Serves customers in the scientific, academic and industrial sectors;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Laboratory equipment and consumables brands;</li><li>• Offering microscopes, optical instruments, slides, accessories and other benchtop equipment;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$1m.</li></ul>


Location: USA

## HEALTHCARE PROVIDERS


286596 - Healthcare Facilities <a href="#">(Click to Enquire)</a> 	
<b>The Acquirer</b> <ul style="list-style-type: none"><li>• Hungarian privately-owned;</li><li>• Group of hospitals and healthcare facilities;</li><li>• Provides services in diagnostics, dentistry, obstetrics, aesthetic treatments, laboratory testing and surgeries;</li><li>• Operates 12 facilities in Hungary.</li></ul>	<b>Acquisition Criteria</b> <ul style="list-style-type: none"><li>• Outpatient clinics, hospitals, dentists, opticians, fertility clinics, aesthetic clinics, diagnostic laboratories and pharmacies;</li><li>• Preference for the management team to remain post-acquisition;</li><li>• Located in Europe and the UK;</li><li>• Revenue between €15m-€75m.</li></ul>

**Location: Hungary**

## ICT

268293 - Factory Automation <span style="float: right;">(Click to Enquire) </span>	
<b>The Acquirer</b> <ul style="list-style-type: none"> <li>• Swedish PE-owned;</li> <li>• Manufacturer and supplier of industrial automation and communication technology;</li> <li>• Offers software and hardware for industrial communication, the connection of devices to industrial networks, advanced communication gateways and connectivity solutions;</li> <li>• Serves automation system providers and manufacturers of industrial equipment;</li> <li>• Operates across Europe, North America and Asia.</li> </ul>	<b>Acquisition Criteria</b> <ul style="list-style-type: none"> <li>• Industrial network security businesses for factory automation;</li> <li>• Industrial remote connectivity businesses, offering hardware and software for industrial machinery;</li> <li>• Building connectivity businesses, offering automation and control systems for energy monitoring;</li> <li>• Serving machine builders, device manufacturers, factory owners and system integrators;</li> <li>• Preference for non-cyclical markets including water, wastewater and energy;</li> <li>• Located in Europe, the US and Asia;</li> <li>• Revenue between €10m-€50m.</li> </ul>

**Location: Sweden**

287435 - SAP Products & Services <span style="float: right;">(Click to Enquire) </span>	
<b>The Acquirer</b> <ul style="list-style-type: none"> <li>• German PE-owned;</li> <li>• Provider of software for SAP ecosystems;</li> <li>• Develops, implements and operates software for meter reading and billing processes;</li> <li>• Serves environmental service providers and utility suppliers;</li> <li>• Operates domestically.</li> </ul>	<b>Acquisition Criteria</b> <ul style="list-style-type: none"> <li>• Developers of specialised SAP products and services;</li> <li>• Energy software verticals;</li> <li>• Located in Germany;</li> <li>• Waste and recycling verticals;</li> <li>• Located in Europe and LATAM;</li> <li>• EBITDA between €1m-€5m.</li> </ul>

**Location: Germany**





The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of Enterprise Resource Planning software;</li><li>• Provides 24/7 support to aid businesses with day-to-day operations and data flow;</li><li>• Serves manufacturing, energy, engineering and food industries;</li><li>• Customers located globally.</li></ul>	<ul style="list-style-type: none"><li>• Enterprise software providers;</li><li>• IT consultancies with an expertise in MarTech, SalesTech, data and analytics;</li><li>• Focusing on IFS and netsuite ecosystems;</li><li>• Located in the UK and Europe;</li><li>• Turnover between £1m-£10m;</li><li>• EBITDA between £500k-£2m.</li></ul>

**Location: Scotland**

## INDUSTRIAL/MANUFACTURING

285577 - Food Processing Machinery

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• International food industry wholesaler;</li><li>• Distributes a range of products from spices and packaging, through to artificial casings, equipment and cleaning supplies;</li><li>• Serves a range of customers operating in the food-related sectors;</li><li>• Located in Belgium, the Netherlands and France;</li><li>• Operates internationally.</li></ul>	<ul style="list-style-type: none"><li>• Wholesalers operating in the food industry;</li><li>• Manufacturers of food processing and packaging machinery;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Belgium**

## PLASTICS & PACKAGING

### 287987 - Consumer Packaging

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• German PE-owned;</li> <li>• Manufacturer of metal packaging products;</li> <li>• Manufactures tinplate and aluminium tins;</li> <li>• Also offers printing and embossing services;</li> <li>• Sells products through an online store;</li> <li>• Operates a production site in Germany;</li> <li>• Distributes products across Europe.</li> </ul>	<ul style="list-style-type: none"> <li>• Manufacturers of consumer packaging;</li> <li>• Manufacturing tinplate and aluminium tins;</li> <li>• Located in Europe;</li> <li>• Maximum EBITDA margin 5%.</li> </ul>

**Location: Germany**

### 287980 - Metal Packaging

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• German PE-owned;</li> <li>• Manufacturer of metal packaging products;</li> <li>• Manufactures blank and printed aluminium and tinplate tins and cans;</li> <li>• Operates a production site in Germany;</li> <li>• Serves customers across Europe.</li> </ul>	<ul style="list-style-type: none"> <li>• Manufacturers of metal packaging products;</li> <li>• Focusing on secure and hygienic tins and cans;</li> <li>• Serving customers in the cosmetic, food, luxury goods, chemical and technical end markets;</li> <li>• Located in Europe;</li> <li>• Maximum EBITDA margin 5%.</li> </ul>

**Location: Germany**

## SUPPORT SERVICES

256184 - Premium Schools & Education Providers

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Group of schools, nurseries and colleges;</li><li>• Provides preparatory tuition for admissions to top prep and independent schools;</li><li>• Operates day camps, summer schools, and university application consultancies;</li><li>• Located across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Premium schools or education providers;</li><li>• Preference for pre-university providers such as nurseries, schools, and colleagues;</li><li>• Educational businesses offering a significant IP such as in EdTech;</li><li>• Located globally;</li><li>• Preference for Europe and the US;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: England**

## TRANSPORT/DISTRIBUTION

262369 - Temperature Controlled Logistics

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• German PE-owned;</li> <li>• Group of healthcare logistics services companies;</li> <li>• Offering clinical trial, radiopharmaceutical and stem cell transport services;</li> <li>• Operations include air charter, on board courier, international express freight, express medical courier, overnight services and road freight;</li> <li>• Operates across Europe and North America;</li> <li>• Strong acquisition history.</li> </ul>	<ul style="list-style-type: none"> <li>• Providers of temperature-controlled transport services;</li> <li>• Transporting pharmaceuticals, clinical trial products, nuclear medicines, stem cells, organs and other medical products;</li> <li>• Asset-light business models;</li> <li>• Strong first or second-tier management team;</li> <li>• Generating over 70% revenues from the health, pharma, medical or life science sectors;</li> <li>• Located globally, with a specific focus on the APAC region and LATAM;</li> <li>• Minimum EBITDA €1m;</li> <li>• Minimum EBITDA margin 10%.</li> </ul>

**Location: Germany**

## GENERALIST

265339 - German PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• German PE firm;</li><li>• Targets long-term investments;</li><li>• Takes a minority or majority holding in public and private companies;</li><li>• Offers equity and quasi-equity;</li><li>• Deal structures include MBOs, MBIs, growth cases, spin-offs, carveouts, buy-and-builds and mezzanine deals;</li><li>• Invests across German-speaking Europe.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include retail, FMCG, light industries and manufacturing, internet and services, TMT and healthcare;</li><li>• Located in the DACH region;</li><li>• EBITDA between €3m-€15m;</li><li>• Equity ticket between €20m-€80m.</li></ul>

Location: Germany

268386 - Swedish PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Swedish PE firm;</li><li>• Growth orientated investor;</li><li>• Operates through three funds;</li><li>• History of over 30 acquisitions and 150 add-on acquisitions;</li><li>• Actively supports existing management teams;</li><li>• Operates across the Nordics.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include IT, healthcare, B2B services, consumer and food;</li><li>• Preference for well established companies, with a distinct and strong market position;</li><li>• Strong second tier management;</li><li>• Located in the Nordics;</li><li>• Turnover between €10m-€50m.</li></ul>

Location: Sweden

**287754 - UK PE Firm****(Click to Enquire)**

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• UK PE firm;</li><li>• Backed by own funds and private investors;</li><li>• Takes a majority stake;</li><li>• Provides management solution if required;</li><li>• Previous experience in the e-commerce, retail and logistics sectors;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include retail, food services, supply chain and logistics, business services, hardware installations and industrial goods;</li><li>• Located in England;</li><li>• Turnover between £10m-£100m;</li><li>• Must break even.</li></ul>

**Location: England****276881 - US PE Firm****(Click to Enquire)**

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• US PE firm;</li><li>• Invests in mid-market tech and tech-enabled businesses;</li><li>• Makes long-term control investments;</li><li>• Backs buy-outs, recapitalisations and founder liquidity events;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include tech-enabled services, industrial technology and education technology;</li><li>• Preference for management to stay;</li><li>• Located in North America;</li><li>• Turnover between US\$15m-US\$100m;</li><li>• EBITDA between US\$3m-US\$25m.</li></ul>

**Location: USA**