



Langcliffe International

ACQUISITIVE INDIAN BUYERS

JUNE 2024

**Sectors Featured Include: Automobiles & Parts, Chemicals,
Electronic, Health/Pharma, ICT and Industrial/Manufacturing**

SECTORS

To view a collection of our most acquisitive buyers based in India 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

- [AUTOMOBILES & PARTS](#)
- [CHEMICALS](#)
- [ELECTRONIC](#)
- [HEALTH/PHARMA](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)

AUTOMOBILES & PARTS

288945 - Manufacturers of Automotive Components

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Indian privately-owned; • Manufacturer of precision automotive components; • Offers water and oil pumps, disc and drum brake systems, actuators, valves and emission certified alternate fuel systems; • Serves automotive OEMs; • Located in Asia; • Operates globally. 	<ul style="list-style-type: none"> • Manufacturers of automotive assemblies and sub-assemblies; • Offering pumps, brakes, valves, actuators and alternate fuel systems; • Preference for tier 1 targets; • Access to European and US markets; • Located globally; • Turnover between US\$2m-US\$70m.

Location: India

288928 - EV Batteries & Alternative Fuel Technologies

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • XNSE-listed; • Developer and manufacturer of green energy systems; • Offers lithium-ion battery packs and modules for electric transportation; • Combines precision standardisation with specific customer needs; • Applications in e-bikes, and electric vehicles including cars, buses, tractors and light commercial vehicles; • Operates globally. 	<ul style="list-style-type: none"> • Manufacturers of battery and alternative fuel technologies; • Preference for innovation led businesses; • Serving customers in the electric transportation and alternative fuel markets; • Located in Europe; • Minimum turnover US\$2m.

Location: India

CHEMICALS

288771 - Manufacturers of Speciality Chemicals

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XNSE-listed;• Manufacturer and exporter of speciality chemicals;• Offers advanced intermediates, pharmaceutical ingredients and active ingredients;• Serves customers in the agrochemical, pharmaceutical, personal care and polymer markets;• Operates across Asia, the US and Europe.	<ul style="list-style-type: none">• Manufacturers of agrochemicals, pharmaceutical intermediates, additives and other speciality chemicals;• Preference for pharma intermediates with their own GMP certified facilities;• Located globally;• EBITDA between US\$8m-US\$20m.

Location: India

286487 - Manufacturers of Speciality & Performance Chemicals

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XNSE-listed;• Manufacturer of industrial and speciality chemicals;• Offers critical industrial chemicals including Maleic Anhydride, Fumaric Acid, Malic Acid and other fine chemicals;• Applications include pigments, dyes, resins, pesticides, food, animal feed, medicines and plastic;• Headquartered in India;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of speciality and performance chemicals;• Offering chemicals for pharma and agro-intermediaries, water treatments, oil & gas, printing, performance, food and feed ingredients;• Located in the UK, Europe and Japan;• Revenues between US\$10m-US\$50m.

Location: India

ELECTRONIC

286756 - Integrated EMS Solutions

(Click to Enquire)



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

Location: India

HEALTH/PHARMA

286718 - Pharmaceutical Contract Manufacturers

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XNSE-listed;• Provider of contract research and manufacturing services;• Offers finished dosage pharmaceutical formulations in the fields of oncology, gynaecology, cardiovascular, gastroenterology, and pain management;• Serves pharmaceutical companies globally.	<ul style="list-style-type: none">• Contract manufacturers of generic pharmaceutical formulations;• Serving pharmaceutical companies;• Must have an existing distribution presence;• Located in Eastern Europe, the Nordics and the DACH region;• Maximum turnover US\$50m.

Location: India

288930 - Pharmaceutical & Medical Device Companies


(Click to Enquire)




The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XNSE-listed;• Pharmaceutical company;• Develops and manufactures an extensive range of pharmaceuticals;• Offers formulations, APIs, vaccines, biosimilars, animal health products and wellness products;• Located in India, the US and Brazil.	<ul style="list-style-type: none">• Manufacturers of pharmaceuticals;• Offering APIs and formulations;• Manufacturers of medical devices;• Also open to acquisitions in the CDMO and oncology space;• Located in Europe, the UK and the US;• Turnover between US\$15m-US\$100m.

Location: India

ICT

8145 - IT Companies (Click to Enquire) 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • XNSE-listed; • Software and IT services company; • Part of a larger Indian business group; • Designs, develops, implements and manages digital products and services; • Offers software and services to facilitate business transformations; • Headquartered in India; • Operates globally. 	<ul style="list-style-type: none"> • IT companies; • Offering services in the areas of digital engineering, data engineering, product engineering, analytics, enterprise applications and IT infrastructure; • Preference for partnerships with CRMs such as Salesforce, Oracle, SAP and Microsoft; • Serving customers in the banking, financial, insurance, consumer, manufacturing, healthcare and life science sectors, with a preference for the healthcare and life science verticals; • Located in Europe, the US, Asia and South Africa; • Turnover between US\$20m-US\$90m.

Location: India

286264 - Marketing, AdTech & CloudTech 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 business 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

285700 - Online Game Developers[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XNSE-listed;• Gaming and sports media platform;• Developer of interactive gaming, eSport and gamified early learning solutions;• Owns recognisable IP in the industry;• Operates across Asia, Africa and North America.	<ul style="list-style-type: none">• Gaming studios;• Developers of AR and VR games;• Offering products in the areas of eSports, online board games and online puzzles;• Located in the UK, Europe and US;• Minimum turnover £5m.

Location: India**2990 - IT Integration & Consultancy Services**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XNSE-listed;• Provider of digital infrastructure solution integration services;• Designs, builds, deploys and manages IT solutions;• Offers a vendor agnostic technology portfolio alongside professional and managed services;• Serves customers in the retail, transportation, government, education and public safety markets;• Operates globally.	<ul style="list-style-type: none">• Providers of IT integration and consultancy services;• Offering services in connectivity infrastructure, enterprise networking, modern workplaces and cybersecurity;• Preference for turnkey and O&M solutions;• Located in Europe, the US and the Middle East;• Maximum EBITDA margin of 10% or a negative EBITDA with turnaround potential.

Location: India

288952 - B2B Software Services**(Click to Enquire)**

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Indian privately-owned; • Provider of IT services; • Offers expertise in the areas of data analytics, digital mobility, the cloud, digital transformations, cyber-security, legacy modernisation and quality assurance; • Serves customers in the automotive, retail, manufacturing, transportation, telecoms and life science sectors; • Operates internationally. 	<ul style="list-style-type: none"> • Providers of B2B software services; • Offering services in the areas of app development, IT infrastructure, auto engineering and embedded engineering; • Preference for an ER&D focus; • Implementation partners including SAP and Oracle considered; • Serving customers in the automotive and healthcare sectors; • Located globally; • Minimum turnover US\$5m; • Minimum EBITDA margin 10%.

Location: India**288948 - IT Hardware, Software & Services****(Click to Enquire)**

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • XNSE-listed; • IT company; • Provider of hardware, software and back-end services to combat contemporary business challenges; • Offers IT distribution, cloud migration, IT consultancy and cyber-security services; • Operates globally. 	<ul style="list-style-type: none"> • Providers of IT hardware, software and services; • Offering solutions in the areas of digital transformations, hybrid infrastructures, hybrid enterprises and cybersecurity; • Located in Europe, Asia and Africa; • Minimum EBITDA US\$1m.

Location: India



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • XNSE-listed; • Group of HealthTech and InsurTech companies; • Provider of third-party administration and claims management services; • Manages health insurance plans for employers, retail members and publicly funded health schemes; • Network of over 15,000 hospitals; • Serves insurance companies; • Operates globally. 	<ul style="list-style-type: none"> • Developers of HealthTech and InsurTech software; • Offering third-party administration services to insurance companies; • Processing health insurance claims and offering services in the areas of policy administration, claims management and network management; • Located globally; • Minimum EBITDA US\$250k.

Location: India

INDUSTRIAL/MANUFACTURING

286804 - Manufacturers of Flexible Hoses

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XNSE-listed;• Manufacturer of metallic flow solutions;• Offers stainless steel flexible hoses and hose assemblies;• Serves domestic and international brands;• Headquartered in India;• Exports products globally.	<ul style="list-style-type: none">• Manufacturers and distributors of flexible hoses and hose assemblies;• Serving customers in a wide range of industries;• Located globally;• Turnover between US\$2m-US\$10m.

Location: India

286800 - Manufacturers of Technical Textiles

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XNSE-listed;• Manufacturer of polypropylene woven fabrics;• Part of a larger industrial holding company;• Offers woven bags, box bags, silt fences and ground covers;• Serves customers in the agriculture, animal feed, metal and food industries;• Exports products globally.	<ul style="list-style-type: none">• Manufacturers and distributors of technical textiles;• Offering polypropylene woven fabrics;• Located in Europe;• Maximum turnover US\$1m.

Location: India