



# Langcliffe International

ACQUISITIVE ITALIAN BUYERS

JULY 2024

**Sectors Featured Include: Agriculture, Food & Beverages,  
Health/Pharma, Healthcare Providers, ICT, Plastics & Packaging,  
Transport/Distribution and Generalist**

## SECTORS

To view a collection of our most acquisitive buyers based in Italy, 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)

- AGRICULTURE
- FOOD & BEVERAGES
- HEALTH/PHARMA
- HEALTHCARE PROVIDERS
- ICT
- PLASTICS & PACKAGING
- TRANSPORT/DISTRIBUTION

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

- GENERALIST

## AGRICULTURE

282258 - Manufacturers of Agricultural Machinery

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Italian PE-owned;</li><li>• Designer and manufacturer of agricultural machinery;</li><li>• Offers mulchers, mechanical arms, harrows, tillers and cultivators;</li><li>• Applications in soil maintenance, preparation, sowing and treatments;</li><li>• Located in Italy and Denmark.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of agricultural tools and machinery;</li><li>• Offering shredders, brush cutter arms and sprayers;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Italy**

## FOOD & BEVERAGES

276193 - Chilled & Frozen Foods

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Italian PE-owned;</li><li>• Manufacturer of frozen and chilled food products and ready meals;</li><li>• Offers organic, gluten free, vegetarian, vegan and protein rich meals;</li><li>• Products designed for the retail, industry and catering sectors;</li><li>• Retails products domestically.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of chilled and frozen foods;</li><li>• Particular interest in frozen ready meals based on vegetables, legumes and grains;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €500k.</li></ul>

**Location: Italy**

## HEALTH/PHARMA

282009 - Medical Device Manufacturers


(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Italian PE-owned;</li><li>• Contract manufacturer of medical devices;</li><li>• Offers a full service from design and development to engineering and advanced assembly;</li><li>• Serves medical and healthcare OEMs;</li><li>• Operates across Europe and the US.</li></ul>	<ul style="list-style-type: none"><li>• Medical device contract manufacturers;</li><li>• Offering specialised and multi-capability manufacturing solutions;</li><li>• Located in Europe and North America;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Italy**

# HEALTHCARE PROVIDERS

6776 - Specialist Education & Care Services <span style="float: right;">(Click to Enquire) </span>	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• Italian PE-owned;</li> <li>• Provider of education services for children and young adults with special educational needs;</li> <li>• Operates a network of specialist schools, alongside training and assessment centres;</li> <li>• Expertise in individuals with behavioural, social, emotional, communication and complex learning difficulties;</li> <li>• Headquartered in the UK;</li> <li>• Located domestically.</li> </ul>	<ul style="list-style-type: none"> <li>• Providers of specialist education and care services;</li> <li>• Serving individuals with autism, learning disabilities and other complex needs;</li> <li>• Located in the UK;</li> <li>• Minimum EBITDA €500k.</li> </ul>

**Location: England**

## ICT

### 288023 - Document Management & Digitisation Software

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Italian PE-owned;</li><li>• Provider of digital consultancy and technology services;</li><li>• Offers expertise in document management, digitisation and operational excellence;</li><li>• Located in Italy, Germany and Poland.</li></ul>	<ul style="list-style-type: none"><li>• Cloud based digital document management platforms and digitisation software;</li><li>• Providers of artificial intelligence and cyber-security products and services;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €500k.</li></ul>

**Location: Italy**

### 275302 - Digital Transaction Management Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Italian PE-owned;</li><li>• Provider of digital transformation services for businesses and professionals;</li><li>• Specialises in digital transaction management products;</li><li>• Offers products and services for document, identity and signature management;</li><li>• Operates across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Providers of digital transaction management services;</li><li>• Offering products and services for identity verification, remote signatures, certified delivery, document management and cyber-security;</li><li>• Providers of compliance related software and services also considered;</li><li>• Located globally;</li><li>• Minimum EBITDA €500k.</li></ul>

**Location: Italy**



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• MTAA-listed;</li><li>• Provider of premium private cloud and cyber-security services;</li><li>• Focuses on the management of complex and critical environments;</li><li>• Offers expertise in areas such as cloud migration, virtual workplaces, DevOps, business continuity, digital signatures, process automation and content management;</li><li>• Certified SAP management partner;</li><li>• Strong track record of acquisitions;</li><li>• Operates across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Managed service providers;</li><li>• Offering services in the management of critical applications and IT infrastructures;</li><li>• Preference for multi-annual contracts and recurrent revenues;</li><li>• Located in the Benelux, the DACH region, Spain and France;</li><li>• Turnover between €5m-€50m;</li><li>• EBITDA margin between 15%-25%.</li></ul>

**Location: Italy**



## PLASTICS & PACKAGING

275837 - Cosmetic Packaging Manufacturers

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Italian PE-owned;</li><li>• Manufacturer of primary plastic packaging;</li><li>• Offers tailormade products including bottles, roll-ons, jars, spray bottles and droppers;</li><li>• Serves customers in the beauty and personal care sectors;</li><li>• Located in Europe and the US.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of cosmetic packaging;</li><li>• Preference for plastic packaging;</li><li>• Offering tubes, bottles and containers;</li><li>• Located in Europe and the US;</li><li>• Minimum EBITDA €800k.</li></ul>

**Location: Italy**

## TRANSPORT/DISTRIBUTION

250761 - Marine Engines & Spare Parts

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Italian PE-owned;</li><li>• Distributor of engines and spare parts;</li><li>• Offering marine valves, injection systems, piston rings, cylinder heads and heat exchangers;</li><li>• Applications in merchant ships, slow ferry engines and power plant engines;</li><li>• Operates across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of heavy-duty marine engines and spare parts;</li><li>• Offering cylinder heads, pistons, exhaust valves and turbo chargers;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €1m.</li></ul>

**Location: Italy**

## GENERALIST

255943 - Italian PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Italian PE Firm;</li><li>• Sustainably focused asset manager;</li><li>• Focuses on mid-market companies driven by environmental trends;</li><li>• Deal types include growth capital, MBOs and re-capitalisations;</li><li>• More than €3bn of assets under management;</li><li>• Located in Europe.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include electronics, IT services, packaging and agriculture;</li><li>• Preference for niche market leaders, with a proven business model and low capital intensity;</li><li>• Deal type include buyouts, growth capital, family successions, corporate spin-offs and buy and build strategies;</li><li>• No interest in start-ups;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €5m.</li></ul>

Location: Italy

273696 - Italian PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Italian PE Firm;</li><li>• Alternative investment firm;</li><li>• Raised and managed over €2bn from institutional investors, family offices and HNWI;</li><li>• Strong expertise in the lifestyle sectors;</li><li>• Over €300m of assets under management;</li><li>• Located in Italy, the UK and US.</li></ul>	<ul style="list-style-type: none"><li>• Cosmetic and fashion companies;</li><li>• Located in Europe;</li><li>• Turnover between €5m-€50m;</li><li>• Positive EBITDA.</li></ul>

Location: Italy