



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

JULY 2024

Sectors Featured Include: Aerospace & Defence, Automobiles & Parts, Construction, Electronic, Financial General, Health/Pharma, Healthcare Providers, ICT, Marketing Communications, Recruitment & Support Services.

SECTORS

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- [AEROSPACE & DEFENCE](#)
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AEROSPACE & DEFENCE

289231 - Value-Added Distribution

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Distributor of aerospace fasteners;• Provides fasteners and related hardware;• Stocks over 175,000 unique line items;• Offers nuts, bolts, fasteners, screws, spacers, springs, fittings and clamps;• Serves manufacturers in the aerospace sector;• Operates across the US and Asia.	<ul style="list-style-type: none">• Providers of value-added distribution services;• Distributing fasteners and related hardware;• Preference for companies serving the aerospace sector;• Located globally;• Minimum turnover £15m;• Margins above 15%.

Location: USA

AUTOMOBILES & PARTS

289153 - Power Transmission Products

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Manufacturer and supplier of power transmission systems;• Supplies products to commercial, off-highway and light vehicles OEMs;• Operates globally.	<ul style="list-style-type: none">• Suppliers of power transmission products;• Serving customers in the automotive market;• Located in the UK, Europe and North America;• Minimum EBITDA £1m.

Location: Italy

CONSTRUCTION

289654 - HVAC & Flooring Products & Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Pan-European PE-owned;• Provider of outsourced HVAC and plumbing services;• Operates as a sub-contractor for technical building services companies;• Sources and installs sustainable heat pumps and floor heating systems;• Operates across Switzerland.	<ul style="list-style-type: none">• Providers of drilling, procurement and installation services;• Focussing on sustainable HVAC and floor heating products;• Operating as a subcontractor and technical services partner;• Located in Europe;• Minimum EBITDA €1m.

Location: Switzerland

ELECTRONIC

253826 - High Performance Electronics

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of high-performance electronic solutions;• Offers cable assemblies, connectors, displays and power cords;• Serves customers in the defence, security, aerospace, automotive, industrial, medical and life sciences, instrumentation and measurement, networking and communication sectors;• Operates in the UK, Europe and Asia.	<ul style="list-style-type: none">• Manufacturers of electronic products;• Preference for cable assemblies;• Focusing on technologically demanding products;• Located globally;• Minimum turnover £10m.

Location: England

272409 - Electronic Control Systems

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of electronic control systems;• Manufactures displays and embedded hardware;• Offers a complete service from design and prototyping to production and certification;• Offers a range of products for medical, military, industrial, IOT systems, AI/vision, EV charging and retail use;• Operates domestically.	<ul style="list-style-type: none">• Manufacturers of electronic products;• Preference for display and embedded hardware;• Providers of IoT solutions;• Focusing on technologically demanding products;• Located globally;• Minimum turnover £10m.

Location: England

289309 - Transducers & Sensors[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of control and measuring instrumentation;• Offers sensors, transducers and IoT devices;• Serves customers in the aerospace, defence, industrial, healthcare and environmental sectors;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of transducers, sensors, integrated sensors, and IoT devices;• Providers of signal conditioning, data acquisition and monitoring technologies;• Located in North America and Europe;• EBITDA between US\$1m-US\$10m.

Location: USA**4823 - Electronics & Power Products**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Manufacturer of performance critical applications and power products;• Specialises in cable assemblies, higher-level assemblies, data centre power and connectivity, electric vehicle charging, and consumer electricals;• Sells products to OEMs and EMS companies;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of electronics and power products;• Focussing on technologically demanding products;• Offering complex industrial technology, consumer electricals, electric vehicles, medical, and specialist automotive products;• Located globally;• Minimum turnover £20m.

Location: England



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of electric vehicle charging infrastructure;• Provides charging infrastructure and ongoing operations and maintenance;• Focuses on inner-city charging infrastructure;• Operates across Germany, the Netherlands, Sweden, the UK, France and Spain.	<ul style="list-style-type: none">• Developers and operators of electric vehicle charging infrastructure;• Focussing on the alternating current charging segment;• Offering hardware and software development, installation, ownership, operations and maintenance services;• Located in Europe;• Minimum of 500 charging points.

Location: Germany

FINANCIAL GENERAL

115184 - Professional & Financial Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Pan-European PE-owned;• Accountancy firm;• Provides professional and financial services;• Offers tax and audit, wealth management and corporate finance services;• Operates nationally.	<ul style="list-style-type: none">• Professional and financial services firms;• Providing audit and assurance, tax and outsourced financial services;• Offering services to customers in a range of sectors, including tech and high growth, retail, property, not-for-profit and healthcare;• Located in the UK;• Minimum EBITDA £1.5m.

Location: England

4523 - Chartered IFAs

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Chartered financial planning firm;• Operates a portfolio of IFAs;• Pursues an active acquisition strategy;• Takes a minority holding that can progress to a majority holding;• Backs downstream and individual buy-outs;• Focuses on retirement sales with a planned exit strategy in place;• Operates across the UK.	<ul style="list-style-type: none">• Independent financial advisory firms;• Minimum of three advisors employed;• Located in the UK and Ireland;• Minimum EBITDA £3m.

Location: England

HEALTH/PHARMA

289423 - CDMOs

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of specialist CDMO services;• Specialises in oral solid and liquid dosage pharmaceuticals;• Serves customers in the pharma, specialty pharmaceutical, and biotechnology sectors;• Located in the US.	<ul style="list-style-type: none">• Contract development and manufacturing organisations;• Offering outsourced development, manufacturing, packaging and commercialisation services;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

289314 - Bone Allografts


(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Human tissue bank;• Manufacturer and distributor of bone allografts;• Provides collection, transportation and implantation of the bone grafts;• Headquartered in France.	<ul style="list-style-type: none">• Distributors of bone allografts;• Serving professionals in the orthopedic, spine, oral and maxillofacial markets;• Located in Europe;• Minimum EBITDA £1m.

Location: France

HEALTHCARE PROVIDERS

7250 - Schools & Residential Homes (Click to Enquire) 	
The Acquirer <ul style="list-style-type: none">• UK PE-owned;• Provider of education and children residential care services;• Supports children with special needs;• Offers bespoke care, residential outdoor activities and psychological assessments;• Located in the UK.	Acquisition Criteria <ul style="list-style-type: none">• Schools and residential care homes for children with special needs;• Family assessment centres;• Located in England;• Minimum EBITDA £1m.

Location: England

ICT

280769 - Managed IT & Software Development Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Group of IT service companies;• Offers consultancy, project planning and ERP integration services;• Operates the IT systems for four high performance data centres;• Serves customers in the health and social care, engineering, public and logistics sectors;• Located in Germany and Austria.	<ul style="list-style-type: none">• Providers of managed IT, software development and data hosting services;• Preference for SAP integration and consultancy services;• Located in Europe, excluding the UK;• Minimum EBITDA €3m.

Location: Germany

MARKETING COMMUNICATIONS

285312 - Media & Marketing Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of media and marketing companies;• Offering publishing, B2B marketing, digital marketing, print procurement, editorial solutions and magazine printing services;• Operates nationally.	<ul style="list-style-type: none">• Providers of media and marketing services;• Offering communications, data management, digital marketing, research and design services;• No interest in manufacturing or printing services;• Operating with low customer concentrations;• Strong second-tier management team;• Located in the UK;• Turnover between £3m-£20m;• EBITDA between £1m-£3m.

Location: England

RECRUITMENT

258422 - Staffing & Recruitment Services


(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of professional services companies;• Offers recruitment, outsourcing, advisory and technology consultancy services;• Serves customers in the accounting, finance, technology and business support sectors;• Operates across the UK, Ireland, Asia, Australia and Canada.	<ul style="list-style-type: none">• Providers of staffing and recruitment services;• Offering permanent, temporary and contract recruitment, RPO, MSP and executive search services;• Serving clients in white collar sectors, with a preference for technology;• Located in the UK and Germany;• Maximum EBITDA £3m.

Location: Ireland

SUPPORT SERVICES

288696 - Healthcare Products & Technology		(Click to Enquire) 
The Acquirer	Acquisition Criteria	
<ul style="list-style-type: none"> • UK privately-owned; • Health and wellbeing consultancy; • Offers bid support, social impact evaluation, culture change programmes, estate strategy, investment advisory and transformation services; • Serves councils, government and private and public healthcare providers; • Operates nationally. 	<ul style="list-style-type: none"> • Providers of healthcare products and technology; • Offering solutions to aid healthcare providers in managing operations, service delivery, infrastructure and risk; • Operational technology products; • Offering digital systems including back office and operations management, care delivery, case management, payroll, workforce management, rostering, H&S, risk, workforce planning, budgeting and health analytics; • Estate and infrastructure technology; • Offering solutions including building sensors and warning systems, room booking and space management systems; • Niche medical products to improve patient safety and the provision of healthcare; • No interest in consultancy services unless it has IP; • No interest in manufacturers of general medical devices, implants or consumables; • Serving private and public healthcare providers; • Located in the UK, with a preference for England; • Strong second-tier management team in place; • Minimum turnover £1m; • EV between £2m-£9m. 	

Location: England

283953 - Event Organisers[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • MTAA-listed; • Provider of events services; • Hosts live events across a range of vertical markets; • Offers marketing, networking and information services; • Headquartered in Italy, located globally. 	<ul style="list-style-type: none"> • Event organisers; • Hosting trade exhibitions, conferences, tradeshows and websites; • Providing platforms for businesses to network and demonstrate offerings; • Located globally; • Minimum EBITDA €1m.

Location: Italy**289325 - Beauty Product Development Services**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE-owned; • Provider of beauty and personal product development services; • Offers end-to-end product management including packaging and marketing services; • Operates globally. 	<ul style="list-style-type: none"> • Providers of beauty product development services; • Offering design and full-service project management; • Serving retailers, brands and wholesalers; • Located in the UK, Europe, North America and Asia; • Minimum EBITDA £1m.

Location: France**289351 - Corporate & Occupational Health**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Pan-European PE-owned; • Group of environmental, health and safety companies; • Offers an extensive range of corporate safety and security services; • Also offers software and digital products; • Over 600 employees and 400 consultants and doctors; • Operates across Italy. 	<ul style="list-style-type: none"> • Providers of corporate and occupational health and safety services; • Including consultancy, training, medical and welfare services; • Operating in the areas of fire, security, safety, occupational health, corporate welfare and hygiene; • Developers of related software and digital products; • Located in Europe; • Minimum EBITDA €1m.

Location: Italy



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of professional services companies;• Offers recruitment, outsourcing, advisory and technology consultancy services;• Serves customers in the accounting, finance, technology and business support sectors;• Operates across the UK, Ireland, Asia, Australia and Canada.	<ul style="list-style-type: none">• Providers of business process management services;• Offering customer experience services including payments and processing and front-end BPMS;• Offering technology consultancy services in SaaS, digital transformation and business systems technology;• Located in the UK;• Maximum EBITDA £3m.

Location: Ireland