




# Langcliffe International

NEWLY ENGAGED BUYERS  
WITH £1M+ EBITDA CRITERIA

AUGUST 2024

**Sectors Featured Include:** Electronic, Food & Beverage, Industrial/Manufacturing, Plastics & Packaging, Recruitment, Retail/Consumer, Soft FM, Support Services, Transport/Distribution, Utilities & 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)

- ELECTRONIC
- FOOD & BEVERAGES
- INDUSTRIAL/MANUFACTURING
- PLASTICS & PACKAGING
- RECRUITMENT
- RETAIL/CONSUMER
- SOFT FM
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION
- UTILITIES

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

- GENERALIST

## ELECTRONIC

290480 - Counter Drone Technologies

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Developer of drone security systems;</li><li>• Offers a range of products including personal jammers, antennas and stationary detectors;</li><li>• Serving customers in the government, corporate and military markets;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Developers of counter drone technologies;</li><li>• Providers of wireless signalling products;</li><li>• Located in Europe, the UK and the US;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: Denmark**

## FOOD & BEVERAGES

277028 - Cakes & Desserts

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Manufacturer and distributor of cakes;</li><li>• Offers own label ambient cakes and chilled desserts;</li><li>• Serves clients in the retail sector;</li><li>• Operates across the UK and Europe.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of cakes and desserts;</li><li>• Providing gluten free or free from products;</li><li>• Offering a range of products including mince pies, fruit tarts, Swiss rolls, celebration cakes and sweet treats;</li><li>• Located in the UK;</li><li>• Maximum EBITDA £5m.</li></ul>

**Location: England**

## INDUSTRIAL/MANUFACTURING

### 262361 - Metal Alloys

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• French PE-owned;</li><li>• Manufacturer of metal alloys;</li><li>• Works with copper, nickel, steel and aluminium;</li><li>• Serves customers operating in the transport, power, oil &amp; gas and construction sectors;</li><li>• Located in France.</li></ul>	<ul style="list-style-type: none"><li>• Companies with activities in nickel and copper-based metals;</li><li>• Including providers of recycling, fabrication, and distribution services;</li><li>• Also interested in providers of transformation services and machining shops;</li><li>• Located in Europe;</li><li>• Minimum revenue €10m.</li></ul>

**Location: France**

### 11979 - Precision Engineering

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Manufacturer of precision components;</li><li>• Offers metal pressings and stamping services;</li><li>• Serves customers in the aerospace, automotive, environmental, medical, standards and audio visual sectors;</li><li>• Operates domestically.</li></ul>	<ul style="list-style-type: none"><li>• Supplier and manufacturer of precision engineering;</li><li>• Offering pressing/stamping, tooling, welding, prototypes, production, finishing, inspection and tooling;</li><li>• Located in the Midlands;</li><li>• Turnover between £500k-£10m.</li></ul>

**Location: England**

**290862 - Motion & Control Systems****(Click to Enquire)** 

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer and provider of motion control systems;</li><li>• Offers motors, control systems, mechatronics, monitors, screens, assemblies and components;</li><li>• Serves customers in the industrial, transport, agriculture, mining, HVAC and security sectors;</li><li>• Headquartered in the Southwest;</li><li>• Located across the US.</li></ul>	<ul style="list-style-type: none"><li>• Providers of motion and control systems;</li><li>• Offering design, manufacturing, component provision and supply chain management;</li><li>• Including motors, control interfaces, screens, mechatronics, and components;</li><li>• Located in the US;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: USA****290629 - Pipeline Fabrication Equipment****(Click to Enquire)** 

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of fabrication equipment;</li><li>• Offers equipment for pipeline fabrication;</li><li>• Includes cutting, welding, bevelling, clamping, alignment, layout and marking tools;</li><li>• Serves customers in heavy industrial sectors;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of pipeline fabrication equipment;</li><li>• Offering branded equipment and rental services;</li><li>• Located in North America, Europe, the Middle East and the APAC regions;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: USA**

## PLASTICS & PACKAGING

284376 - Industrial Components

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Distributor of industrial components;</li><li>• Supplies bearings, hydraulics, gaskets and plastic materials;</li><li>• Serves customers in the logistics, automation, HVAC, agriculture and construction sectors;</li><li>• Operates across Europe.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of industrial components;</li><li>• Offering moulded seals, rubber and plastic components and lubricants for seals;</li><li>• Serving customers in the aeronautics, automotive, food and beverage, hydraulics, oil and gas, railway and packaging sectors;</li><li>• Located in Europe;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: Itay**

## RECRUITMENT

### 278455 - Flexible & Temporary Staffing

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• Belgian PE-owned;</li> <li>• Group of staffing companies;</li> <li>• Offers flexible and temporary staffing services;</li> <li>• Places candidates into IT, HR and healthcare roles;</li> <li>• Serves multinationals, corporates and healthcare institutions;</li> <li>• Operates across the Benelux.</li> </ul>	<ul style="list-style-type: none"> <li>• Providers of flexible and temporary staffing services;</li> <li>• Operating in the healthcare, ICT, engineering, HR, financial and legal sectors;</li> <li>• Located in the Netherlands, Belgium and Germany;</li> <li>• EBITDA between €5m-€10m.</li> </ul>

**Location: Belgium**

### 2218 - Engineering, IT & White Collar Recruitment

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• UK privately-owned;</li> <li>• Recruitment agency;</li> <li>• Specialises in engineering and technical recruitment;</li> <li>• Offers contract and permanent talent solutions;</li> <li>• Provides project delivery services such as HR outsourcing, employer branding, recruitment auditing and EDI consulting;</li> <li>• Operates in the UK, North America and Australia.</li> </ul>	<ul style="list-style-type: none"> <li>• Engineering, white collar and IT recruitment and HR services;</li> <li>• Located in the UK, North America and Australia;</li> <li>• Minimum turnover £20m;</li> <li>• EBITDA between £250k-£20m.</li> </ul>

**Location: England**





The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of executive search and talent solutions;</li><li>• Specialises in executive search, interim staffing, RPO and consultancy services;</li><li>• Serves clients in all sectors;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Providers of executive talent services;</li><li>• Offering executive search, strategic and culture consultancy, staffing and RPO services;</li><li>• Located in North America, LATAM, APAC and Europe;</li><li>• Minimum EBITDA US\$5m.</li></ul>

**Location: USA**

## RETAIL/CONSUMER

258198 - Fireplaces & Stoves

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Designer of luxury fireplaces and stoves;</li><li>• Designs, manufactures and retails indoor and outdoor heating products;</li><li>• Offers accessories, spares parts, cleaning and maintenance products;</li><li>• Sells products through showrooms and stockists;</li><li>• Operates in the UK, Europe, the US and Asia.</li></ul>	<ul style="list-style-type: none"><li>• Luxury fireplace and stove brands;</li><li>• Offering luxury fireplaces, wood burning stoves, outdoor heating products, electric, gas and ethanol fires;</li><li>• Located globally;</li><li>• Minimum EBITDA £1m.</li></ul>

**Location: England**

## SOFT FM

### 263384 - Electronic Security Companies

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US privately-owned;</li><li>• Designer and installer of electronic security systems;</li><li>• Offers physical monitoring and related services;</li><li>• Providers of fire, security, audio-visual and building automation services;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Electronic security companies;</li><li>• Providers of security hardware and monitoring services;</li><li>• Offering CCTV monitoring, fire and security solutions;</li><li>• Located globally;</li><li>• Minimum EBITDA US\$1m.</li></ul>

Location: USA

### 265136 - Fire & Security Products

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Fire and security specialist;</li><li>• Designs, installs, commissions and maintains a range of fire and security products;</li><li>• Serves customers in commercial, hospitality and government sectors;</li><li>• Products offered across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers and installers of fire and security products;</li><li>• Products aligned with Third Party Approved Schemes;</li><li>• Located across the UK;</li><li>• Minimum EBITDA £1m.</li></ul>

Location: England

## SUPPORT SERVICES

### 7291 - Technical Environmental Services

(Click to Enquire) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• US PE-owned;</li> <li>• Provider of environmental services;</li> <li>• Supplier of risk reduction mitigation, asset management, and incident response services;</li> <li>• Including hazardous disposals, water treatment and preventative maintenance;</li> <li>• Located in the UK.</li> </ul>	<ul style="list-style-type: none"> <li>• Providers of technical environmental services;</li> <li>• Including infrastructure engineering and maintenance, risk mitigation, compliance, sustainability, ecology, waste, contamination and water services;</li> <li>• Located in the UK, Nordics, Benelux and Germany;</li> <li>• Minimum EBITDA US\$1m.</li> </ul>

**Location: England**

### 283953 - Event Organisers

(Click to Enquire) 

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

**Location: Italy**

## TRANSPORT/DISTRIBUTION

278228 - Powder & Liquid Logistics

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• Belgian PE-owned;</li><li>• Provider of logistics services;</li><li>• Offers expertise in the handling and transportation of liquid and powdered goods;</li><li>• Serves customers in the food and beverage sector;</li><li>• Located in Europe.</li></ul>	<ul style="list-style-type: none"><li>• Transport and logistics companies;</li><li>• Providing expertise in the transportation of liquid and powdered goods;</li><li>• Offering inbound and outbound logistics, storage, custom clearance, cross docking, and cleaning and rinsing services;</li><li>• Serving customers in the food and beverage sector;</li><li>• Located in Europe;</li><li>• Minimum EBITDA €2m.</li></ul>

**Location: Belgium**

## UTILITIES

269832 - Water & Wastewater Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of water, wastewater and sewage solutions;</li><li>• Part of a wider international group;</li><li>• Specialises in designing, maintaining, and extending existing water networks;</li><li>• Serving water providers;</li><li>• Located in the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of services for water and wastewater assets;</li><li>• Offering installation and maintenance of new capital projects and MEICAT systems;</li><li>• Targets to have direct relationships with infrastructure owners and local authorities;</li><li>• Strong management team in place;</li><li>• Located in the UK and Ireland;</li><li>• EBITDA between £2m-£25m.</li></ul>

**Location: England**

## GENERALIST

### 289580 - UK Search Fund

(Click to Enquire) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• UK search fund;</li> <li>• Backed by family offices and own capital;</li> <li>• Backs MBOs and retirement solutions;</li> <li>• Previous experience in the software, home improvement and manufacturing sectors;</li> <li>• Takes majority controlling stakes;</li> <li>• Targets long term investments;</li> <li>• Can provide operational leadership;</li> <li>• Active across the UK.</li> </ul>	<ul style="list-style-type: none"> <li>• Sectors of interest include point-of-sale software, training, distribution, manufacturing and technology;</li> <li>• Located in the UK;</li> <li>• EBITDA between £500k-£2m;</li> <li>• Minimum EBITDA margin 10%.</li> </ul>

**Location: England**

### 290628 - US PE Firm

(Click to Enquire) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• US PE firm;</li> <li>• Invests in lower-middle market businesses;</li> <li>• Preference for buy-outs and recapitalisations;</li> <li>• Makes equity investments between US\$25m-US\$75m.</li> </ul>	<ul style="list-style-type: none"> <li>• Sectors of interest includes consumer, business services and industrial;</li> <li>• Family-owned, management-led and corporate divestures;</li> <li>• Located in the US;</li> <li>• EBITDA between US\$4m-US\$15m.</li> </ul>

**Location: USA**

### 287895 - US PE Firm

(Click to Enquire) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• US PE firm;</li> <li>• Invests in lower-middle market businesses;</li> <li>• Takes majority stakes;</li> <li>• Flexible in terms of deal structure;</li> <li>• Located in the US.</li> </ul>	<ul style="list-style-type: none"> <li>• Sectors of interest include business services, industrial, healthcare services, media, telecom and consumer;</li> <li>• Strong management team in place;</li> <li>• Located in North America;</li> <li>• EBITDA between US\$3m-US\$12m.</li> </ul>

**Location: USA**



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE firm;</li><li>• Invests in middle-market businesses;</li><li>• History of over 65 acquisitions;</li><li>• Focuses on corporate divestures, buy-and-builds and special situations;</li><li>• Located in the US, UK and France.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include healthcare, technology, industrials and business services;</li><li>• Controlling positions;</li><li>• Located in North America and Western Europe;</li><li>• Turnover between US\$20m-US\$500m;</li><li>• Maximum EBITDA margins 15%.</li></ul>

**Location: USA**