



# Langcliffe International

BUYERS ACQUISITIVE IN THE UK

SEPTEMBER 2024

**Sectors Featured Include:** Building Products, Construction, Distribution, Electronic, Financial General, Food & Beverages, Industrial/Manufacturing, Recruitment & Support Services.

## SECTORS

To view this month's featured buyers targeting opportunities located in the UK, 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)

- BUILDING PRODUCTS
- CONSTRUCTION
- DISTRIBUTION
- ELECTRONIC
- FINANCIAL GENERAL
- FOOD & BEVERAGES
- INDUSTRIAL/MANUFACTURING
- RECRUITMENT
- SUPPORT SERVICES

## BUILDING PRODUCTS

17766 – Concrete Building Products

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• AIM-listed;</li><li>• Manufacturer of building and construction products;</li><li>• Specialises in clay pipes, plastic drainage, ducting and concrete products;</li><li>• Serves customers in the construction and retail sectors;</li><li>• Operates nationally.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of concrete building products;</li><li>• Producing heavy civil engineering or construction building materials;</li><li>• No interest in distributors or installers;</li><li>• Manufacturers of plastic MFG products;</li><li>• Preference for companies offering moulding and extrusion services;</li><li>• Located in the UK;</li><li>• Turnover between £500k-£10m.</li></ul>

**Location: England**

## CONSTRUCTION

258811 – M&E Service Providers


(Click to Enquire)




The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE-owned;</li><li>• Provider of multidisciplinary engineering services;</li><li>• Offers infrastructure, process and digital engineering services;</li><li>• Serves customers in the food and beverage, utilities, nuclear, renewables, FMCG, chemicals, manufacturing and pharmaceutical sectors;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Providers of mechanical and engineering services;</li><li>• Offering HVAC, facilities maintenance, systems integrations, high voltage power and renewable energy services;</li><li>• Operating in a technical environment;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £500k;</li><li>• Minimum EBITDA margin 10%.</li></ul>

**Location: England**

## DISTRIBUTION

275870 - Building Products <span style="float: right;">(Click to Enquire) </span>	
<b>The Acquirer</b> <ul style="list-style-type: none"> <li>• UK PE-owned;</li> <li>• Builder’s merchant;</li> <li>• Distributes products including guttering, drainage, roofline, decking, fenestration and cladding;</li> <li>• Distributes products via online micro-sites and physical trade counters;</li> <li>• Operates across the UK.</li> </ul>	<b>Acquisition Criteria</b> <ul style="list-style-type: none"> <li>• Merchants and distributors of building products;</li> <li>• Online or trade counter routes to market;</li> <li>• Distributing renewable and energy efficiency, sound proofing, ironmongery, architectural, niche lighting and eco-friendly building products;</li> <li>• Including tools, insulation, solar, PV, battery storage and heat pumps;</li> <li>• Located in the UK;</li> <li>• Minimum EBITDA £250k;</li> <li>• Minimum EBITDA margin 12%.</li> </ul>

**Location: England**

291862 - FMCG Distributors <span style="float: right;">(Click to Enquire) </span>	
<b>The Acquirer</b> <ul style="list-style-type: none"> <li>• Hong Kong privately-owned;</li> <li>• Provider of procurement and product sourcing services;</li> <li>• Sources industrial components and consumer goods;</li> <li>• Serves FMCG wholesalers and retailers;</li> <li>• Sources products from China, India, Vietnam and Turkey;</li> <li>• Operates in the UK and Asia.</li> </ul>	<b>Acquisition Criteria</b> <ul style="list-style-type: none"> <li>• Distributors of FMCG goods;</li> <li>• Serving domestic retailers and wholesalers;</li> <li>• Located in the UK;</li> <li>• Maximum EBITDA £750k.</li> </ul>

**Location: Hong Kong**

## ELECTRONIC

287463 – Industrial Product Distributors

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK PE firm;</li><li>• Backed by HNWI investors;</li><li>• Backs MBOs, MBIs and non-core carve-outs;</li><li>• Takes a minority or majority equity stake;</li><li>• Invests between £2m-£20m;</li><li>• Active across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of industrial products;</li><li>• Including construction and building materials, laboratory equipment and electrical products and components;</li><li>• Operating B2B;</li><li>• Preference for non-core carve-outs;</li><li>• Located in the UK;</li><li>• EBITDA between £1m-£10m.</li></ul>

**Location: England**

## FINANCIAL GENERAL

### 281018 – Financial Service Providers

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• AIM-listed;</li><li>• Group of financial services companies;</li><li>• Specialises in personal and retail investments;</li><li>• Offers advisory and fund management services and investment toolkits;</li><li>• Operates domestically.</li></ul>	<ul style="list-style-type: none"><li>• Providers of financial services;</li><li>• Specialising in wealth management, restricted advice and investment services;</li><li>• Serving private investors;</li><li>• Located in the UK;</li><li>• Minimum EBITDA £500k.</li></ul>

Location: England

### 287053 – IFA & Wealth Management

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Group of IFAs;</li><li>• Pursues a buy-and-build strategy;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• IFAs and wealth management businesses;</li><li>• Located in Southern England and Scotland;</li><li>• AUM between £150m-£400m;</li><li>• Minimum ARR £750k;</li><li>• Minimum turnover £250k.</li></ul>

Location: England

## FOOD & BEVERAGES

### 3524 – IQF Fruit & Vegetables

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• UK privately-owned;</li> <li>• Producer and distributor of IQF fruit and vegetables, pulses and grains;</li> <li>• Offers value-added services to retailers and food manufacturers including co-packing and ingredient provision;</li> <li>• Operates nationally.</li> </ul>	<ul style="list-style-type: none"> <li>• Producers and distributors of IQF fruit and vegetables and bi-products;</li> <li>• Offering IQF fruit, vegetables, pulses, beans, grains;</li> <li>• Offering ingredients including juices, purees and essences;</li> <li>• Offering value-add services to retailers and manufacturers;</li> <li>• Located in the UK;</li> <li>• EV between £1m-£3m;</li> <li>• Minimum EBIT £100k.</li> </ul>

**Location: England**

### 288255 – Fast Consumer Products

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• AIM-listed;</li> <li>• Group of online brands;</li> <li>• Launches and builds businesses in the technology, media and telecoms sectors;</li> <li>• Offers D2C-focused, value-for-money products;</li> <li>• Brands include e-commerce, alcohol, immersive learning and virtual reality products;</li> <li>• Operates within the UK.</li> </ul>	<ul style="list-style-type: none"> <li>• FMCG brands;</li> <li>• Offering products such as drinks, nutrients, near end-of-shelf-life and food;</li> <li>• Selling products via e-commerce platforms at a discounted rate;</li> <li>• No interest in physical stores or clothing;</li> <li>• Located in the UK;</li> <li>• Minimum EBITDA £200k.</li> </ul>

**Location: England**



## INDUSTRIAL/MANUFACTURING

286797 - Niche Manufacturing & Calibration Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Group of technology companies;</li><li>• Invests in deep-tech companies addressing a suite of global challenges;</li><li>• Operates a portfolio of companies with activities in human and animal health and wellbeing, security and telecoms;</li><li>• Invests own capital;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Niche industrial businesses;</li><li>• Sectors of interest include testing, regulation, health and safety, renewable energy, nuclear, aerospace and defence, material sciences and sensors;</li><li>• Providers of services, software and distribution capabilities;</li><li>• Preference for light manufacturing and assembly capabilities;</li><li>• Strong second-tier management team;</li><li>• Located in the UK;</li><li>• Maximum revenue £12m.</li></ul>

**Location: England**

## RECRUITMENT

259112 – Education Recruitment


(Click to Enquire)




The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of education recruitment services;</li><li>• Places supply teachers, teaching assistants, support staff and cover supervisors;</li><li>• Specialises in staffing for primary schools, secondary schools and SEND providers;</li><li>• Operates across the UK.</li></ul>	<ul style="list-style-type: none"><li>• Recruitment agencies operating in the education sector;</li><li>• Providing temporary or permanent recruitment services;</li><li>• Offering services to early years, nurseries, mainstream schools, SEND providers, FE colleges, PRUs, prisons, virtual schools and other Local Authority venues;</li><li>• Providers of related education services;</li><li>• Including tutoring services, after-school activity provisions and support services;</li><li>• Located in the UK with a preference for London;</li><li>• EBITDA between £500k- £2m.</li></ul>

**Location: England**

## SUPPORT SERVICES

283927 – Education Service Providers <span style="float: right;">(Click to Enquire) </span>	
<p><b>The Acquirer</b></p> <ul style="list-style-type: none"> <li>• UK search fund</li> <li>• Targets small-to-medium enterprises;</li> <li>• Personal capital of up to £5m;</li> <li>• Access to five private investors;</li> <li>• Previous experience in private equity, SME investing, scaling start-ups across a variety of sectors;</li> <li>• Looks to grow targets organically and via acquisitions;</li> <li>• Aims to operate the company personally post-acquisition;</li> <li>• Targets long-term investments.</li> </ul>	<p><b>Acquisition Criteria</b></p> <ul style="list-style-type: none"> <li>• Businesses in the education sector;</li> <li>• Focussing on special needs and alternative schools, education and services;</li> <li>• Specialising in young people aged 16-24 years old;</li> <li>• Providers of vocational and life skills development, supported internships, apprenticeships;</li> <li>• Preference for companies with established contracts with schools or local councils;</li> <li>• Recurring revenues and contracts;</li> <li>• Located in the UK;</li> <li>• EBITDA between £300k-£1m.</li> </ul>

**Location: England**

262598 – Self-Storage Providers <span style="float: right;">(Click to Enquire) </span>	
<p><b>The Acquirer</b></p> <ul style="list-style-type: none"> <li>• UK privately-owned;</li> <li>• Provider of storage services;</li> <li>• Serves residential and commercial customers;</li> <li>• Operate a network of storage facilities across the UK.</li> </ul>	<p><b>Acquisition Criteria</b></p> <ul style="list-style-type: none"> <li>• Providers of self-storage services and facilities;</li> <li>• Operating across multiple sites;</li> <li>• Preference for large multi-level stores;</li> <li>• No interest in logistics or removals;</li> <li>• Located in the UK;</li> <li>• Minimum turnover £1.5m.</li> </ul>

**Location: England**

## 287947 – Interpretation &amp; Language Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• UK privately-owned;</li> <li>• Provider of tech-enabled interpretation and language services;</li> <li>• Offers interpreting, translation, localisation and audio-visual services;</li> <li>• Serves public sector customers, including the NHS, governments and local authorities;</li> <li>• Serves private sector customers operating in the cosmetic, health and social care, not-for-profit and education sectors;</li> <li>• Operates internationally.</li> </ul>	<ul style="list-style-type: none"> <li>• Providers of interpretation and language services;</li> <li>• Software platforms connecting language experts with customers;</li> <li>• No interest in translation services;</li> <li>• Match-making platforms designed for use in the healthcare sector;</li> <li>• Including specialist recruitment and autism and ADHD assessment platforms;</li> <li>• Providers of other digital products for the healthcare sector;</li> <li>• Including patient records, virtual wards and patient engagement apps;</li> <li>• Located in the UK;</li> <li>• Could consider international targets;</li> <li>• EBITDA between £200k-£2m.</li> </ul>

Location: England

## 288696 – Estate &amp; Infrastructure Technology

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• UK privately-owned;</li> <li>• Provider of health and wellbeing consultancy services;</li> <li>• Offers bid support, social impact evaluation, culture change, estate strategy, investment advisory and transformation services;</li> <li>• Serves councils, government and private and public healthcare providers;</li> <li>• Operates nationally.</li> </ul>	<ul style="list-style-type: none"> <li>• Providers of estate and infrastructure technology;</li> <li>• Offering products including building sensors and warning, room booking and space management systems;</li> <li>• Serving customers in the private and public sectors;</li> <li>• Strong second-tier management team in place;</li> <li>• Located in the UK;</li> <li>• Minimum turnover £1m;</li> <li>• EV between £2m-£9m.</li> </ul>

Location: England



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• UK privately-owned;</li><li>• Provider of facilities management services;</li><li>• Offers workplace and specialist cleaning, and security services;</li><li>• Also supplies cleaning products;</li><li>• Serves customers in the commercial, hospitality, hotel, leisure and retail sectors;</li><li>• Operates domestically.</li></ul>	<ul style="list-style-type: none"><li>• Providers of soft FM services;</li><li>• Offering commercial cleaning, window cleaning and waste and hygiene services;</li><li>• Serving customers in the retail, hospitality, hotel and commercial sectors;</li><li>• Located in London;</li><li>• Turnover between £1.5m-£5.0m.</li></ul>

**Location: England**