



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

SEPTEMBER 2024

Sectors Featured Include: Automobiles & Parts, Building Products, Construction, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Leisure, Marketing Communications, Plastics & Packaging, Real Estate, Recruitment, Retail/Consumer, Support Services & 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

- [AUTOMOBILES & PARTS](#)
- [BUILDING PRODUCTS](#)
- [CONSTRUCTION](#)
- [HEALTH/PHARMA](#)
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Similarly, to view the criteria of a selection of our Generalist buyers, please click on the link below:

- [GENERALIST](#)

AUTOMOBILES & PARTS

291739 - Fleet Management Hardware

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Developer of fleet management technologies; • Includes hardware and software; • Serves customers in the heavy-trucking sector; • Located in Canada and the US. 	<ul style="list-style-type: none"> • Developers of fleet management hardware and software; • Including driver safety, routing, cameras, driver tablets, apps, and communication technologies; • Located in North America; • Minimum EBITDA US\$1m.

Location: Canada

291339 - High-Performance Components

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Manufacturer of electric motors and components; • Offers electric motors, inverters, and drive units; • Serves customers in the aerospace, automotive, marine, motorcycle and motorsports sectors; • Located in the UK. 	<ul style="list-style-type: none"> • Manufacturers of high-performance powertrain and accompanying components; • Serving the specialist mobility sectors; • Located in Europe; • Minimum EBITDA US\$1m.


Location: England




The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XJSE-listed;• Provider of services to the automotive sector;• Offers import, distribution, retail, rental, aftermarket parts provision and motor-related financial services;• Active across South Africa, the UK and Australia.	<ul style="list-style-type: none">• Businesses active in the automotive sector;• Importers, distributors and retailers of vehicles and aftermarket parts, including dealerships;• Automotive FinTech companies, including financing, insurance and warranty services;• No interest in manufacturing or engineering services;• Located in the UK, South Africa and Australasia;• Minimum EBITDA margin 7%.

Location: South Africa

BUILDING PRODUCTS


291852 - Façade Construction Services (Click to Enquire) 	
The Acquirer <ul style="list-style-type: none"> • German PE-owned; • Developer and manufacturer of façade systems and building envelopes; • Offers metal and wood-metal products; • Offers a full service from design through to production and assembly; • Carries out projects across Germany. 	Acquisition Criteria <ul style="list-style-type: none"> • Providers of façade construction services; • Designing and developing building shells, envelopes and entire façade systems; • Focussing on high architectural standards and emission reduction; • Located in Europe; • Minimum EBITDA €1m.

Location: Germany


286320 - Piping Products (Click to Enquire) 	
The Acquirer <ul style="list-style-type: none"> • German privately-owned; • Group of building product companies; • Designs and manufactures piping, accessories and system component products; • Designs products for use in underground heating, electrical, drainage and industrial systems; • Operates production sites globally. 	Acquisition Criteria <ul style="list-style-type: none"> • Designers and manufacturers of piping products; • Providers of related value-add services; • Focussing on underfloor heating and heat pumps; • Located in the UK; • EV between €5m-€20m. • Focussing on water management and electromobility; • Located in Europe; • EV between €5m-€20m.

Location: Germany

CONSTRUCTION

276932 - Utilities Infrastructure (Click to Enquire) 	
The Acquirer <ul style="list-style-type: none">• US PE-owned;• Provider of utility and infrastructure services;• Sectors include power, gas, water, telecoms and local infrastructure;• Provides construction, maintenance, support and disposal services;• Operates nationwide.	Acquisition Criteria <ul style="list-style-type: none">• Providers of utilities infrastructure services;• Serving infrastructure providers and utilities organisations;• Providers of adjacent service providers;• Including transport infrastructure, retrofit, and nuclear services;• Located in the UK;• EBITDA between US\$1m-US\$10m.

Location: England

287599 - Reactive & Preventative Maintenance (Click to Enquire) 	
The Acquirer <ul style="list-style-type: none">• UK privately-owned;• Independent boiler specialist;• Offers installation, repair and maintenance services;• Serves homeowners on behalf of insurance providers;• Located in England.	Acquisition Criteria <ul style="list-style-type: none">• Providers of domestic boiler and heating services;• Offering reactive and preventative maintenance, installation and repair services;• Located in the UK with a preference for the South East of England;• Maximum turnover £20m;• Maximum EBITDA £4m.

Location: England



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of lift maintenance and repair services;• Serves commercial and residential customers;• Operates in the UK.	<ul style="list-style-type: none">• Providers of lift repairs and maintenance services;• Offering installation and servicing of elevators, service lifts and stairlifts;• Located in the UK;• Maximum EBITDA £5m.

Location: England

HEALTH/PHARMA

262701 - Medicine Management Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Supplier of pharmaceuticals;• Offers e-prescriptions and medicine management;• Serves pharmacies, hospitals and hospices;• Operates across the UK.	<ul style="list-style-type: none">• Providers of tech-enabled medicine management services;• Distributors of niche medicines;• Developers of clinic software;• Located in the UK;• EBITDA between £500k-£10m.

Location: England

283320 - Mobility Products

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Manufacturer of mobility products;• Offers adjustable beds and chairs, bath-lifts and fitted bathrooms;• Operates across seven brands;• Located in the UK.	<ul style="list-style-type: none">• Manufacturers of mobility products;• Operating B2C;• Located in the UK;• EBITDA between £500k-£5m.

Location: England

HEALTHCARE PROVIDERS

291733 - Orthodontic Clinics

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Group of orthodontic clinics;• Provides clinic management and operational support services;• Offers HR, administration, financial admin, professional development and inter-network support;• Located in Canada.	<ul style="list-style-type: none">• Orthodontic clinics;• Providers of operational support to orthodontic clinics;• Located in North America;• Minimum EBITDA US\$1m.

Location: Canada

ICT

6520 - GovTech Software [\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of a suite of GovTech software platforms;• Including cloud, data analytics, financial management, payments, GRC, logistics infrastructure and workforce management software;• Serves customers in the government, education, health and care sectors;• Operates globally.	<ul style="list-style-type: none">• Developers of GovTech software;• Offering financial, workforce, GRC and public sector management platforms;• Located in Europe, North America, and Australasia;• Minimum EBITDA US\$1m.

Location: England

255760 - Utility Comparison Platforms [\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of a business utility comparison platform;• Connects SMEs with energy and gas suppliers;• Located in the UK.	<ul style="list-style-type: none">• Providers of business utility comparison platforms;• Offering comparisons of water, telecoms and insurance rates;• Located in the UK;• Maximum EBITDA £3m.

Location: England

278205 - Configurable Software Solutions [\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of digital transformation software;• Offers council tax automation and other cost saving services;• Serves customers in the public sector;• Operates across the UK.	<ul style="list-style-type: none">• Developers of configurable software solutions;• Serving local authorities or housing associations;• Located in the UK;• Maximum EBITDA £2m.

Location: England

282311 - Mobile Communication Services[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of mobile communication services;• Offers voice, data and IoT communication services and products;• Operates B2B and B2C;• Serves an international customer base;• Operates in the US, France, Germany and Japan.	<ul style="list-style-type: none">• Providers of mobile communication services;• Offering IoT connectivity services;• Located in the UK and France;• Maximum EBITDA £5m.

Location: England**291726 - Wireless Connectivity & Infrastructure**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of in-building wireless telecommunications infrastructure;• Offers DAS, Wi-Fi, smart building PropTech and private LFE infrastructure;• Serves customers in the commercial property and hospitality sectors;• Operates nationwide.	<ul style="list-style-type: none">• Providers of wireless connectivity infrastructure;• Serving customers in the commercial office, healthcare, hospitality and multifamily residential end-markets;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

INDUSTRIAL/MANUFACTURING

278681 - Physical Security Products

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of physical security products;• Offers steel, fire, aluminium, security, architecture, acoustic, communal and flood doors;• Serves customers in the utilities, government and national infrastructure, commercial, education, transport, retail, sports and leisure, and pharmaceutical sectors;• Operates globally.	<ul style="list-style-type: none">• Manufacturers, suppliers and installers of steel doors;• Offering a range of security, fire and flood doorsets,• Serving commercial and domestic client base;• Located in the UK;• Minimum EBITDA £1m.

Location: England

291517 - Foodservice Equipment

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer and marketer of foodservice supplies;• Offers front and back of house supplies, cleaning, and health and safety products;• Serves customers in the foodservice, healthcare, and janitorial sectors;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of foodservice equipment and consumables;• Including bar, catering, dispensing, kitchen, back of office, health and safety, tableware, and cleaning products;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Integrator of industrial automation systems;• Offers system design, engineering, implementation and support services;• Specialises in intralogistics and automation systems;• Serves customers in the industrial, ecommerce, cargo, food and beverage, technology, life sciences and environment sectors;• Located across Europe, the US, and in China.	<ul style="list-style-type: none">• Integrators of industrial automation systems;• Offering robotics, transport and storage systems, production and assembly lines, software and labelling systems;• Located in Europe and North America;• Minimum EBITDA US\$1m.

Location: Germany

LEISURE

290450 - Restaurants

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German privately-owned;• Group of restaurant brands;• Operates a buy-and-build strategy;• Located in the DACH region.	<ul style="list-style-type: none">• Restaurants;• Preference for Italian food, gourmet burgers, and modern dining experiences;• Located in Europe;• Minimum turnover €20m.

Location: Germany

MARKETING COMMUNICATIONS

291730 - Healthcare B2B Events & Media

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of B2B industry events and trade media;• Hosts industry conferences;• Produces digital and physical media;• Serves customers the healthcare sector;• Located in the US.	<ul style="list-style-type: none">• Publishers of trade media;• Hosts of industry conferences, events and trade shows;• Spanning all aspects of the healthcare sector;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

291300 - Music Rights Owners

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Owner and manager of song rights;• Manages a portfolio of over 40,000 songs;• Serves customers in the film, TV, advertising, and gaming industry;• Located in England.	<ul style="list-style-type: none">• Music rights owners;• Offering copywriting, licencing, and revenue generation services;• Located in Europe and North America;• Minimum EBITDA US\$1m.

Location: England

PLASTICS & PACKAGING

272306 - Packaging Manufacturers

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • Designer and manufacturer of packaging products; • Offers absorbents, bio-degradable, bio-compostable microwaveable and ovenable materials and protective materials; • Serves customers in the food, medical, healthcare and horticulture sectors; • Operates across Europe, Australia, Mexico, Singapore, South Africa and the UAE. 	<ul style="list-style-type: none"> • Manufacturers of packaging; • Providing design and manufacturing services; • Offering absorbency, board, flexible packaging; • Preference for sustainable packaging options; • Located in the UK; • Turnover between £10m-£30m.

Location: England

274895 - Packaging Products

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US privately-owned; • Manufacturer of packaging products; • Specialises in flexible plastic, paper and foil packaging; • Products include pouches, bags, labels and lids; • Serves customers in a range of sectors which includes the e-commerce, food and beverage, healthcare, retail, industrials and home care sectors; • Operates across the US, the UK and Europe. 	<ul style="list-style-type: none"> • Manufacturers of packaging products; • Focussing on flexible packaging solutions; • Packaging products made from film, paper and foil; • Special interest in sustainable packaging solutions; • No interest in manufacturers of security bags; • Located in the US, UK and Europe; • Turnover between US\$20m-US\$300m; • Must be profitable.

Location: USA

REAL ESTATE

10638 - Managed Residential Lettings


(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Group of letting and estate agents;• Operates under 7 brands;• Serves customers in the public and private sectors;• Operates across the UK.	<ul style="list-style-type: none">• Providers of managed residential lettings;• Located in Aberdeen, Edinburgh, Yorkshire, Manchester, Birmingham and Brighton;• Maximum EBITDA £2m.

Location: Scotland

RECRUITMENT

259109 - Education Recruitment (Click to Enquire) 	
The Acquirer <ul style="list-style-type: none">• UK privately-owned;• Specialist recruitment agency;• Serving the education sector;• Offers teaching, teaching assistant and supporting role recruitment services;• Offers short and long-term solutions;• Operating across the UK, Europe, Australia and North America.	Acquisition Criteria <ul style="list-style-type: none">• Provider of recruitment services;• Offering services to primary, secondary, SEN schools, nurseries and colleges;• Providing daily, short and long-term contracts;• Located in the UK, Australasia and North America;• Minimum turnover £5m.

Location: England

RETAIL/CONSUMER

291865 - Consumer Brands

[Click to Enquire](#)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE firm;• Invests its own capital;• Previous expertise in the digital marketing space;• Looking to scale and grow B2C consumer brands;• Aims to be operationally involved in the running and scaling of companies;• Operates across Europe.	<ul style="list-style-type: none">• Consumer brands with their own IP;• No interest in retailers;• Offering products in the pet, children, home and garden, and wellbeing spaces;• No interest in fashion;• Preference for majority stakes;• Located in Europe;• Revenue between €1m-€15m;• Must be cash flow positive.

Location: Netherlands

SUPPORT SERVICES

291736 - Data & Consultancy Consultancies

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of market insights, data, and advisory services;• Offers research, data, consultancy and executive council services, and industry events;• Serves customers in the financial services, insurance and retail technology sectors;• Located in the US and the UK.	<ul style="list-style-type: none">• Providers of specialist industry data, intelligence and consultancy services;• Hosts of industry events;• Specialising in the financial services sector;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

291731 - Networking Organisations

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of a global referral networking development platform;• Hosts events and provides media to businesses of all-sizes;• Facilitates member networking, mentorship and professional development;• Operates globally.	<ul style="list-style-type: none">• Referral networking organisations;• Offering local networking events, media and mentorship;• Supporting the development of businesses globally;• Located globally;• Minimum EBITDA US\$1m.

Location: USA

263081 - Waste & Recycling Services**(Click to Enquire)**

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • Group of recycling and green energy companies; • Offers domestic and commercial waste recycling services; • Provider of green energy and fuel; • Utilising recycled material and landfill sites to produce energy; • Provider of energy from renewable sources; • Operates across the UK and Ireland. 	<ul style="list-style-type: none"> • Providers of waste and recycling services; • Offering collection and sorting of general waste, metal and plastic; • No interest in hazardous materials; • Serving residential and commercial customers; • Located in UK; • Preference for North of London; • EBITDA between £1m-£10m.

Location: Ireland**283178 - Construction Cost & Carbon Data****(Click to Enquire)**

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE-owned; • Provider of independent cost data analysis; • Offers a cost benchmarking and valuation platform; • Shares data through online applications, publications and data licensing agreements; • Serves customers in the construction, facilities management and insurance sectors; • Operates across the UK. 	<ul style="list-style-type: none"> • Providers of construction cost and carbon data sets; • Operating B2B; • Located in the UK and Europe; • Maximum EBITDA £5m.

Location: England

GENERALIST

291714 - US PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in lower-middle market vertical software companies;• Takes majority stakes;• Supports existing management teams;• Invests across North America.	<ul style="list-style-type: none">• Developers of B2B vertical enterprise software;• Including software for government, construction, media and entertainment, education and healthcare sectors;• Located in North America;• ARR between US\$5m-US\$25m.

Location: USA

283117 - US PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in lower middle-market companies;• Provides growth equity and backs buy-outs and recapitalisation investments;• Takes majority and minority stakes;• First-time institutional partners;• Invests across North America.	<ul style="list-style-type: none">• Sectors of interest include communications, healthcare, services and software;• Including software, healthcare IT, IT services, information services, digital infrastructure, and healthcare services;• Located in North America;• Turnover between US\$10m-US\$150m.

Location: USA



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Capital sourced from personal funds and global investors;• Completed over 20 investments;• Previous experience in the manufacturing, packaging, and technology sectors;• Focusses on distressed, turnaround and special situations;• Targets long-term investments;• Invests across the UK and Western Europe.	<ul style="list-style-type: none">• Sectors of interest include manufacturing and industrial;• Focussing on turnarounds and special situations;• Located in the UK and Western Europe;• Minimum turnover £20m;• Minimum EBITDA £1m.

Location: England