



# Langcliffe International

ACQUISITIVE NORTH AMERICAN BUYERS

OCTOBER 2024

**Sectors Featured Include:** Aerospace & Defence, Chemicals, Construction, Electronic, Health/Pharma, ICT, Industrial/Manufacturing, Plastics & Packaging, Support Services, Transport & Distribution, and Generalist.

## SECTORS

To view our acquisitive North American buyers, 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)

- [AEROSPACE & DEFENCE](#)
- [CHEMICALS](#)
- [CONSTRUCTION](#)
- [ELECTRONIC](#)
- [HEALTH/PHARMA](#)
- [ICT](#)
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- [PLASTICS & PACKAGING](#)
- [SUPPORT SERVICES](#)
- [TRANSPORT/DISTRIBUTION](#)

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

- [GENERALIST](#)

## AEROSPACE & DEFENCE

281077 – Thermal Management Components

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of precision thermal management components;</li><li>• Products include chassis, heat sinks, enclosures and cooling systems;</li><li>• Serves customers in the aerospace, defence and industrial sectors.</li></ul>	<ul style="list-style-type: none"><li>• Providers of outsourced precision manufacturing services;</li><li>• Manufacturing thermal management components;</li><li>• Including casings, heat sinks, liquid, fan and active thermal management systems;</li><li>• Located in North America and Western Europe;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: USA**

## CHEMICALS

281574 – Bio-Stimulant Manufacturers

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Manufacturer of speciality organic bio-stimulants;</li><li>• Offers products for soil health and nutrient use efficiency;</li><li>• Serves customers in the global agricultural markets;</li><li>• Headquartered in the US;</li><li>• Located in Canada, Mexico and Brazil.</li></ul>	<ul style="list-style-type: none"><li>• Manufacturers of organic fertilisers and bio-stimulants;</li><li>• Specialising in humic and fulvic acids;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: USA**

# CONSTRUCTION

**290858 – Property Services** [\(Click to Enquire\)](#) 

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Group of property service providers;</li><li>• Offers HVAC, plumbing, electrical, drainage and sewer services;</li><li>• Serves the residential and light commercial property markets;</li><li>• Operates across Western USA.</li></ul>	<ul style="list-style-type: none"><li>• Providers of residential and light commercial property services;</li><li>• Offering installation, repair and maintenance services;</li><li>• Located in the US;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**

## ELECTRONIC

277318 – Specialist Microelectronic Components

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Value-added distributor of microelectronic components;</li><li>• Products include die, wafer, packaging and Hi-Rel components;</li><li>• Serves customers in the aerospace, defence and medical sectors;</li><li>• Headquartered in the US;</li><li>• Facilities in the UK, Denmark, and China.</li></ul>	<ul style="list-style-type: none"><li>• Value-added distributors of specialist microelectronic components;</li><li>• Providers of value-added component modification and testing services;</li><li>• Serving customers in highly technical sectors;</li><li>• Located in North America, Europe and the APAC region;</li><li>• Minimum EBITDA US\$2m;</li><li>• Minimum EBITDA margins 20%.</li></ul>

**Location: USA**


HEALTH/PHARMA


278236 – Commercialisation Services [\(Click to Enquire\)](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of data-led commercialisation services;</li><li>• Offers marketing, audience insight, market access, medical communications and branding services;</li><li>• Serves customers in the healthcare, biopharmaceutical and life-science sectors;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Providers of outsourced marketing and medical communications services;</li><li>• Offering data-led market intelligence and access, marketing, branding and medical communications services;</li><li>• Serving customers in the healthcare and life-sciences sectors;</li><li>• Located in North America and the UK;</li><li>• Minimum EBITDA US\$500k.</li></ul>

**Location: USA**

## ICT

291039 – Maritime Software Developers <span style="float: right;">(Click to Enquire) </span>	
<p><b>The Acquirer</b></p> <ul style="list-style-type: none"> <li>• US PE-owned;</li> <li>• Developer of maritime software;</li> <li>• Offers document, contract, risk management and data analytics software;</li> <li>• Serves customers in the commercial maritime industry;</li> <li>• Includes ship-owners, charterers, traders, and operators;</li> <li>• Headquartered in the US;</li> <li>• Located in the UK, Japan and Singapore.</li> </ul>	<p><b>Acquisition Criteria</b></p> <ul style="list-style-type: none"> <li>• Developers of commercial maritime software;</li> <li>• Offering ERP, compliance, reporting, sustainability and analytics solutions;</li> <li>• Located in North America, Europe and the APAC regions;</li> <li>• Minimum EBITDA US\$500k.</li> </ul>
<p><b>Location: USA</b></p>	

279989 – Vertical Software <span style="float: right;">(Click to Enquire) </span>	
<p><b>The Acquirer</b></p> <ul style="list-style-type: none"> <li>• US PE-owned;</li> <li>• Group of vertical SaaS companies;</li> <li>• Specialises in long-term buy-and-builds;</li> <li>• Verticals of interest include hospitality, government, education, legal, and business services;</li> <li>• Located in the US.</li> </ul>	<p><b>Acquisition Criteria</b></p> <ul style="list-style-type: none"> <li>• Developers of B2B vertical software;</li> <li>• Located in North America, Europe and Australia;</li> <li>• ARR between US\$5m-US\$25m+;</li> <li>• Minimum of 80% revenue coming from software revenue.</li> </ul>
<p><b>Location: USA</b></p>	



**279347 – Cybersecurity Software & Services**[\(Click to Enquire\)](#)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of cyber security software and services;</li><li>• Offers security software, advisory, managed security, and threat detection services;</li><li>• Developer of an AI-enabled cyber defence platform;</li><li>• Serves customers in the commercial and government sectors;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Developers of cyber security software;</li><li>• Offering threat detection, investigation and response automation features;</li><li>• Ancillary managed services and advisory services;</li><li>• Located in North America and Europe;</li><li>• Minimum turnover US\$1m.</li></ul>

**Location: USA****279964 – IT Managed Services**[\(Click to Enquire\)](#)

<b>The Acquirer</b>	<b>Acquisition Criteria</b>
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Group of managed IT service providers;</li><li>• Offers outsourced IT and software services;</li><li>• Serves SMEs;</li><li>• Located in the US.</li></ul>	<ul style="list-style-type: none"><li>• Providers of IT managed services;</li><li>• High levels of recurring revenue, customer retention and strong organic growth;</li><li>• Located in North America and Western Europe;</li><li>• Minimum EBITDA US\$1m;</li><li>• Minimum recurring revenue 50%.</li></ul>

**Location: USA**



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• US PE-owned;</li> <li>• Provider of supply chain optimisation and warehouse automation technologies;</li> <li>• Specialises in the deployment and management of automatic identification and data capture ("AIDC") technology;</li> <li>• Supplying customers in the food and beverage distribution, healthcare, retail, manufacturing, transportation and logistics, warehousing, and wholesale inventory end markets;</li> <li>• Operates across North America.</li> </ul>	<ul style="list-style-type: none"> <li>• Integrators and re-sellers of AIDC technologies;</li> <li>• Providing OEM hardware and value-added deployment, installation, maintenance, management, and monitoring services;</li> <li>• Particular interest in RFID and voice enablement technology providers;</li> <li>• Located in the UK and Europe;</li> <li>• Minimum EBITDA US\$1m.</li> </ul>

**Location: USA**

## INDUSTRIAL/MANUFACTURING

### 277375 – Industrial Coverings

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• US PE-owned;</li> <li>• Manufacturer of cargo coverings and related fastening systems;</li> <li>• Products include load securing fabric coverings, loading systems and accessories;</li> <li>• Supplies customers in the agricultural, rail, construction, waste and flatbed transport industries;</li> <li>• Located in the USA and UK.</li> </ul>	<ul style="list-style-type: none"> <li>• Manufacturers of branded cargo control products;</li> <li>• Including cargo fastening, dunnage, and tarping products;</li> <li>• Offering products for all modes of transport;</li> <li>• Located in North America and Europe;</li> <li>• Minimum EBITDA US\$1m.</li> </ul>

**Location: USA**

### 288546 – Industrial Abrasives Distributors

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• US PE-owned;</li> <li>• Distributor of consumable surface finishing products;</li> <li>• Includes abrasives, speciality materials, chemicals and finishing products;</li> <li>• Serves customers in the aerospace, medical, transportation, energy, consumer products, and space and defence markets;</li> <li>• Located in the US, Canada and the UK.</li> </ul>	<ul style="list-style-type: none"> <li>• Distributors of consumables for industrial surface treatments;</li> <li>• Offering abrasives, equipment and machinery, and PPE;</li> <li>• Flexible in terms of materials and end-markets;</li> <li>• Located in North America and Europe;</li> <li>• Minimum EBITDA US\$1m.</li> </ul>

**Location: USA**



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Distributor of water conveyance components;</li><li>• Provides pipes, couplings, pumps, filters and measuring equipment;</li><li>• Supplier to installers, professional end-users, resellers and OEMs across Western Europe;</li><li>• Located in the Netherlands.</li></ul>	<ul style="list-style-type: none"><li>• Distributors of water conveyance and technical products;</li><li>• Supplying agriculture, pool, industrial, and building service end-markets;</li><li>• Located in the UK, DACH, Benelux, Nordics and CEE regions;</li><li>• EBITDA between US\$500k-US\$10m.</li></ul>

**Location: The Netherlands**

# PLASTICS & PACKAGING

**288206 – Distributors of Protective Packaging** [\(Click to Enquire\)](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> <li>• US PE-owned;</li> <li>• Distributor of protective packaging;</li> <li>• Provider of value-added customisation, supply-chain, warehousing and advisory services;</li> <li>• Serves customers in the food and beverage, consumer lifestyle, industrial, and healthcare sectors;</li> <li>• Located in Denmark.</li> </ul>	<ul style="list-style-type: none"> <li>• Value-added distributors of protective packaging;</li> <li>• Offering custom packaging design, end-of-line machinery services, and supply-chain services;</li> <li>• Located in the Nordic and DACH regions;</li> <li>• Minimum EBITDA US\$1m.</li> </ul>

**Location: Denmark**

## 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 in the UK;</li> <li>• Minimum EBITDA US\$3m in Europe.</li> </ul>

**Location: England**

### 276932 – Utilities Infrastructure Services [\(Click to Enquire\)](#)

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

**Location: England**

## TRANSPORT/DISTRIBUTION

253042 – Third Party Logistics Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE-owned;</li><li>• Provider of third-party logistics services;</li><li>• Offers global logistics, supply chain management, sourcing, packaging, storing and shipping solutions;</li><li>• Serves customers in the retail, industrial, energy, and healthcare sectors;</li><li>• Operates globally.</li></ul>	<ul style="list-style-type: none"><li>• Providers of third-party logistics and supply chain management services;</li><li>• Asset light businesses;</li><li>• Offering multi-modal services;</li><li>• Management team in place;</li><li>• Located in the Americas, Western Europe, APAC and Australia;</li><li>• Minimum EBITDA US\$1m.</li></ul>

**Location: USA**

## GENERALIST

285958 - US PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE firm;</li><li>• Invests in manufacturers and business service providers;</li><li>• Makes control investments;</li><li>• Can provide interim management if required;</li><li>• Historically invested in real estate.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include healthcare, education, government services, and industrial;</li><li>• Offering B2B proprietary products and mandatory services;</li><li>• Management team in place preferably;</li><li>• Located in Western Europe;</li><li>• EBITDA between US\$750k-US\$3.5m;</li><li>• Minimum operating margins of 15%.</li></ul>

Location: USA

278568 – US PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE firm;</li><li>• Invests in middle market businesses;</li><li>• Targets speciality manufacturing and business service companies;</li><li>• Partners with established management teams.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include engineered products and services, industrial technologies, packaging, contract manufacturing, distribution, commercial, industrial and tech-enabled services;</li><li>• Located in North America;</li><li>• EV between US\$100m-US\$500m;</li><li>• Minimum EBITDA US\$10m.</li></ul>

Location: USA



**257134 - US PE Firm**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE firm;</li><li>• Invests in sustainable food chain businesses;</li><li>• Specialises in food chain, sustainability and consumer health companies;</li><li>• Makes control and significant minority investments.</li></ul>	<ul style="list-style-type: none"><li>• Sectors of interest include food and agribusiness value chain;</li><li>• Offering food produce, ingredients, Agri-Tech, speciality chemicals, packaging and auxiliary services;</li><li>• Located in North America and Europe;</li><li>• Minimum EBITDA US\$10m.</li></ul>

**Location: USA****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 buyouts and recapitalisations;</li><li>• Makes equity investments of 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\$5m-US\$15m.</li></ul>

**Location: USA**



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"><li>• US PE Firm;</li><li>• European fund;</li><li>• Invests in service sector buy-and-builds;</li><li>• Takes controlling stakes;</li><li>• Focuses on primary transactions.</li></ul>	<ul style="list-style-type: none"><li>• Service businesses;</li><li>• Including compliance and technical, distribution and logistics, professional, corporate and financial, and consumer services;</li><li>• Located in Western Europe;</li><li>• EBITDA between US\$2m-US\$12m.</li></ul>

**Location: England**