



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

OCTOBER 2024

Sectors Featured Include: Financial General, Health/Pharma, ICT, Industrial/Manufacturing, Plastics & Packaging, 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

- [FINANCIAL GENERAL](#)
- [HEALTH/PHARMA](#)
- [ICT](#)
- [INDUSTRIAL/MANUFACTURING](#)
- [PLASTICS & PACKAGING](#)
- [RETAIL/CONSUMER](#)
- [SUPPORT SERVICES](#)

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

- [GENERALIST](#)

FINANCIAL GENERAL

289495 - MGA & Insurance Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Managing general agent;• Offers speciality and niche insurance solutions to brokers;• Serves customers in the aviation, construction, energy, marine, property, and financial lines sectors;• Operates globally.	<ul style="list-style-type: none">• MGAs and (re)insurance companies;• Offering mono and multi-line speciality insurance solutions;• No interest in personal or D2C insurance businesses;• No interest in PE-backed companies;• Track record of at least 5 years;• Located globally;• GWP between £20m-£300m;• Turnover between £2m-£30m.

Location: England

HEALTH/PHARMA

292361 - Medical Feed Additives

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of medical feed additives and water-soluble medications;• Offers feed medication, water-soluble, and enteric health products;• Serves customers in the livestock sector;• Located in Canada.	<ul style="list-style-type: none">• Developers of medical feed additives;• Specialising in products for animals;• Located in North America;• Minimum EBITDA US\$1m.

Location: Canada

282272 - Medical Chairs & Seating

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of healthcare seating;• Offers medical recliners, clinical and procedural seating;• Serves customers in the healthcare services sector;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of specialist chairs;• Including seating for waiting rooms, clinical and surgical settings;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

281075 - Veterinary Pharmaceuticals

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Developer of protein-based animal therapeutic and biotechnology products;• Offers treatments for chronic and serious diseases;• Operates globally.	<ul style="list-style-type: none">• Developers of specialist veterinary pharmaceuticals;• Offering products for domestic animals including cats, dogs, horses, birds and small mammals;• Located globally;• Minimum EBITDA US\$1m.

Location: USA

292365 - Contract Manufacturers[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of veterinary pharmaceutical contract manufacturing services;• Offers research, development and production capabilities;• Serves customers in the companion, performance and production animal sectors;• Located in the US and Australia.	<ul style="list-style-type: none">• Providers of pharmaceuticals contract manufacturing services;• Serving the veterinary sectors;• Located in North America, Europe and Australasia;• Minimum EBITDA US\$1m.

Location: USA**282366 - Animal Nutraceuticals**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer and manufacturer of animal nutraceuticals;• Offers formulation, development, manufacturing, packaging, testing and logistics services;• Serves customers in the companion animals and livestock sectors;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of animal health and nutrition supplements;• Developing custom formulations for probiotics, nutritional supplements and pet treats;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

ICT

292306 - Business Process Management Software

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of business process management software;• Offers process intelligence, design, analytics, risk management and compliance solutions;• Serves customers in the financial services, insurance, healthcare, and manufacturing sectors;• Located in the US, Germany, France and Japan.	<ul style="list-style-type: none">• Developers of business process management intelligence and management software;• Offering intelligence and analytics, process design and management, and ongoing monitoring and optimisation solutions;• Located in North America, Europe and Asia;• Minimum EBITDA US\$1m.

Location: USA

292252 - Outsourced IT Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of IT managed services;• Specialises in SAP cloud systems, IT operations, and digital transformation;• Offers cloud migration, hosting, monitoring, and application management services;• Located in the US, Greece and India.	<ul style="list-style-type: none">• Providers of outsourced IT services;• Offering SAP, Microsoft Azure, and Amazon Web Services managed services;• Located in North America, Europe and Asia;• Minimum EBITDA US\$1m.

Location: USA



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Pan-European PE-owned;• Designer and distributor of cabling and connectivity products;• Serves customers in the smart building, industrial, marine, offshore, nuclear, infrastructure, healthcare and entertainment sectors;• Operates across France.	<ul style="list-style-type: none">• Designers and suppliers of connectivity solutions and products;• Including electronic devices, structured cabling, communication networks and smart connectivity systems;• Serving customers in the smart building, hospitality, industrial, marine and offshore, nuclear, infrastructure, military, healthcare and entertainment sectors;• Located in Europe, with a focus on the UK, Germany and Italy;• EBITDA between €1m-€10m.

Location: France

INDUSTRIAL/MANUFACTURING

281437 - Recycling Machinery

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Group of machinery manufacturers;• Engineers and manufactures turnkey recycling equipment;• Offers feeding, screening, separation and baler technologies;• Serves customers with activities in a range of end waste streams;• Operates across Europe and North America.	<ul style="list-style-type: none">• Manufacturers of recycling machinery;• Offering machinery to separate, sort and process waste;• Located in Europe and North America;• Minimum EBITDA €1m.

Location: Netherlands

292570 - Infrastructure & Construction Equipment

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer of construction equipment;• Provider of construction support services;• Offers pre-construction design and consulting for own brand equipment;• Serves customers in the groundworks, civils, housebuilding, infrastructure, built environment and plant hire sectors;• Operates across the UK.	<ul style="list-style-type: none">• Manufacturers of infrastructure and construction equipment;• Offering products including excavator and forklift attachments, lifting equipment, storage and skips;• Providers of construction engineering services;• Offering design, consultancy, logistics, waste management and bid support services;• No interest in electrical contractors;• Located in the UK;• Maximum turnover £50m.

Location: England



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Manufacturer of equipment and handling machines;• Designs welded mechanical components, vibrating materials and industrial equipment;• Serving customers in the rail, road and underground sectors;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of handling machines;• Serving customers in the underground and road sectors;• Located in Europe;• Minimum EBITDA £1m.

Location: France

PLASTICS & PACKAGING

255851 - Plastic Extrusion & Injection Moulding

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Manufacturer of custom plastic parts and finished products; • Offers product development, extrusion, injection moulding, packaging, assembly, and value-added services; • Serves OEMs and end-users across a wide range of industrial sectors; • Located in the US. 	<ul style="list-style-type: none"> • Providers of plastic extrusion and injection moulding manufacturing services; • Serving the aerospace, defence, medical, semiconductor and similar technical sectors; • Located in North America; • Minimum EBITDA US\$2m.

Location: USA

283073 - Industrial Films & Packaging

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • German PE-owned; • Manufacturer of films and packaging; • Manufactures mono and co-extruded polyethylene films and packaging; • Manufactures products under their own brands; • Offers products ranging from laminated films and labels to pre-cut sheets, wrapping, bags and takeaway food packaging; • Serves customers in the food and industrial sectors; • Manufacturing and printing sites located in Germany. 	<ul style="list-style-type: none"> • Producers, processors and wholesalers of industrial films and packaging; • Preference for products in the PE-HD and PE-LD sectors; • Located in Europe and the UK; • Minimum revenue €10m.

Location: Germany



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Provider of plastic injection moulding and contract manufacturing services;• Offers a full service from design support and supply chain management to assembly and logistics;• Serves customers in the packaging, consumer, home automation, automotive and life science sectors;• Located in Europe, the US and Asia.	<ul style="list-style-type: none">• Providers of plastic contract manufacturing services;• Offering plastic injection moulding services for cleanrooms and medical devices;• Serving customers in the healthcare and life science sectors;• Located in Europe, the US and Asia;• Minimum revenue €15m.

Location: Sweden

RETAIL/CONSUMER

282457 - Personal Care Brands

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Personal care brand;• Offers a range of body, face, hair, skin and oral care products;• Manufactures products using organic ingredients;• Retails products online and through supermarkets and health and beauty retailers;• Distributes products across the UK.	<ul style="list-style-type: none">• Organic and natural personal care brands;• Offering beauty, dental and personal care products;• Must be sustainable, with no interest in traditional brands and private labels;• Located in Europe;• Minimum turnover €10m.

Location: Wales

SUPPORT SERVICES

274817 - Washing Products & Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • French PE-owned; • Provider of industrial washing services; • Offers cleaning, de-labelling and disinfection services for pallets, cups, crates and bins; • Serves customers in a range of end sectors; • Located in Europe and North America. 	<ul style="list-style-type: none"> • Providers of washing solutions for reusable products; • Products include bins, bottles and pallets; • Located in Europe and North America with a preference for Western Europe; • Maximum EBITDA €6m.

Location: France

284301 - Digital & Sustainable Consultancies

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • German PE-owned; • Group of multi-disciplinary consultancy firms; • Offers organisational, sustainability and digital transformation consultancy services; • Active at every stage of the transformation lifecycle, from strategy and design through to implementation, training and coaching; • Group members located across Europe and India. 	<ul style="list-style-type: none"> • Providers of digital, sustainable and organisational transformation consultancy services; • Minimum 50 employees; • Located in the DACH region, the Benelux, Spain and the UK; • Minimum EBITDA €1m.

Location: Netherlands



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of on-site petrochemical infrastructure services; • Offers rail terminal, dock, loading, repair, switching, lab, packaging, warehousing, and on-site lab services; • Serves customers in the petrochemical and fuel supply chain sectors; • Located in the US and Canada. 	<ul style="list-style-type: none"> • Providers of outsourced site and MRO services; • Offering on-site services to the petrochemical logistics and transporting sectors; • Spanning rail, road and sea transport services; • Located in North America; • Minimum EBITDA US\$1m.

Location: USA

GENERALIST

267137 - Dutch PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE firm;• Operates a portfolio of c.10 companies;• Takes controlling stakes;• Provides temporary management solutions;• Over €175m AUM;• Operates across the Netherlands and the DACH region.	<ul style="list-style-type: none">• Sectors of interest include manufacturing, technical wholesale and technical business services;• Must have an element of added value;• Headquartered in the Netherlands and the DACH region;• Revenue between €10m-€100m;• Positive EBITDA with a sustainable cash flow.

Location: Netherlands

291714 - US PE Firm

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• US\$550m investment fund;• Over US\$2 billion in AUM;• Previous experience in the software sector;• Takes majority stakes;• Supports existing management teams;• Invests across North America.	<ul style="list-style-type: none">• Developers of vertical enterprise software;• Including government, construction, media and entertainment, education and healthcare software;• Located in North America;• ARR between US\$5m-US\$25m.

Location: USA

289633 - US PE Firm[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE firm; • Targets include middle-market technology businesses; • Takes controlling stakes; • Invests in buy-outs, carve-outs, and take-private transactions; • Located in the US. 	<ul style="list-style-type: none"> • Sectors of interest include technology, software and tech-enabled business services; • Including SaaS, cybersecurity, healthcare IT, and data analytics; • Strong management team; • Located in North America, Western Europe, and Australasia; • ARR between US\$5m-US\$50m.

Location: USA**292241 - Japanese Investment Firm**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Japanese investment firm; • Invests in UK-based public and private companies; • Part of a wider Japanese conglomerate; • Provides investment and supports M&A and global expansion; • Takes a majority stake above 76.5% in private companies; • Takes a majority or controlling minority stake in public companies; • Located in Japan and England. 	<ul style="list-style-type: none"> • Sectors of interest include ICT, software, technology, pharma, healthcare, industrial, engineering, education and automotive; • No interest in the leisure or hospitality sectors; • Preference for asset-light businesses; • Will consider essential pieces of machinery; • Strong second-tier management team; • Trading for over four years; • Minimum 20 employees; • Located in the UK; • Profit-after-tax between £500k-£1.5m.

Location: Japan

269537 - Belgian PE Firm[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Belgian PE firm; • Family-led; • Focusses on branded consumer product investments; • Portfolio of 5 companies; • Invests and co-invests alongside other PE funds, family offices and VC companies; • Operates across Europe. 	<ul style="list-style-type: none"> • Consumer brands and branded technologies; • Focussing on the organic beauty, personal care and vitamins, minerals and supplements markets; • No interest in contract manufacturers; • Located in Europe; • Turnover between €5m-€100m.

Location: Belgium**282269 - Canadian PE Firm**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Canadian PE firm; • Invests in healthcare businesses; • Includes companies across all healthcare, medical, pharmaceutical and animal health markets; • Invests in buyouts and growth capital transactions; • Located in Canada and the US. 	<ul style="list-style-type: none"> • Healthcare products, services and pharmaceutical companies; • Preference for control investments; • Located in North America; • Minimum EBITDA US\$5m.

Location: Canada**263589 - Dutch PE Firm**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Dutch PE firm; • Operates a portfolio of c.15 companies; • Offers growth capital and pursues management buy-outs and successions; • Invests between €2.0m-€12.5m per transaction; • Operates domestically. 	<ul style="list-style-type: none"> • Sectors of interest include education, healthcare and financial administration services; • Must have operated for at least 5 years; • Headquartered in the Netherlands; • Minimum turnover €5m; • EBITDA between €1m-€4m.

Location: Germany

267401 - German PE Firm[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE firm;• Invests funds on behalf of a well-established entrepreneurial family;• Targets mid-sized Western European businesses;• Carries out corporate spin-offs, successions and MBOs and MBIs;• Operates a portfolio of industrial businesses;• Provides equity cheques up to €50m;• Offices in Germany and the UK.	<ul style="list-style-type: none">• Sectors of interest include manufacturing, distribution and building products;• Industrial businesses with no interest in the automotive sector;• Located in Northern and Western Europe;• Sales between €20m-€200m;• Profit margins up to 10%.

Location: Germany**292587 - Dutch Private Investor**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch private investor;• Previous private equity and hedge fund experience;• Has access to a committed investor network and funding for a deal with an EV between £20m-£45m;• Located in the UK.	<ul style="list-style-type: none">• Sectors of interest include business services, distribution, industrials, technology and energy;• Strong second-tier management;• Located in the UK and the Benelux;• Recurring revenues;• Profitable and growing;• EBITDA between £2m-£5m.

Location: England



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE firm;• Invests in lower-mid-market buy-outs;• Takes a majority or significant minority holding;• Targets deals with an EV between €50m-€100m;• Existing co-investors can fund deals with a maximum EV €150m.	<ul style="list-style-type: none">• Sectors of interest include industrial and industrial technology;• Adjacent business services and software considered;• Operating in non-cyclical sectors;• Located in the DACH region;• Minimum EBITDA €3m.

Location: Germany