



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1M+ EBITDA CRITERIA

NOVEMBER 2024

Sectors Featured Include: Automobiles & Parts, Building Products, Chemicals, Construction, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Leisure, Plastics & Packaging, Print, Retail/Consumer, Soft FM, Support Services, Transport/Distribution & 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](#)
- [CHEMICALS](#)
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- [HEALTH/PHARMA](#)
- [HEALTHCARE PROVIDERS](#)
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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

293836 - Heavy Truck & Trailer Parts

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of aftermarket automotive parts;• Offers proprietary branded parts;• Serves customers in the heavy-trucking and trailers sector;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of heavy-truck and trailer parts;• Offering fenders, floor mats, couplings, pintle hitches, stainless steel accessories and mud flaps;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

293835 - Aftermarket Automotive Parts

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Distributor of aftermarket automotive parts;• Offers bumper covers, lamps, hoods, fenders, trunk lids, grills, bezels, and door mirrors;• Serves customers in the collision repair sector;• Operates across the Eastern States.	<ul style="list-style-type: none">• Distributors of aftermarket automotive parts;• Specialising in panels and parts for collision repair;• Offering products for all models of car;• Located in the US;• Minimum EBITDA US\$1m.

Location: USA

BUILDING PRODUCTS

254192 - Specialist Doors & Partitions

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Designer and manufacturer of commercial partitioning systems;• Including glass and fire safe partitioning, storage walls and movable walls and doors;• Also offers installation services;• Production site located in England.	<ul style="list-style-type: none">• Manufacturers of specialised doors and partitions;• Providers of interior space design services;• High levels of repeat customers;• Located in England;• EBITDA between £400k-£1.5m.

Location: England

CHEMICALS

291234 - Masterbatches & Additives

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Italian PE-owned;• Manufacturer of specialty chemicals;• Including additives, pigments and industrial chemicals;• Serves an international client base;• Strong track record of acquisitions, including carve-outs and family-owned businesses.	<ul style="list-style-type: none">• Manufacturers of masterbatches or plastic additives;• Serving customer operating in a range of sectors;• Located in Europe;• Minimum turnover €20m;• Minimum EBITDA margin 10%.

Location: Spain

CONSTRUCTION

258745 - Maintenance & Installation Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• GPW-listed;• Provider of facilities management services;• Offers hard FM and M&E services;• Serves customers operating in the retail sectors;• Operates across Europe.	<ul style="list-style-type: none">• Providers of maintenance and installation services;• Focussing on electrical, HVAC and M&E installations;• Providers of technical facilities management services;• Serving customers operating in the retail, grocery and restaurant sectors;• Located in the UK, with a preference for Northern England and Scotland;• Preference for the owner to stay post-acquisition;• Strong second-tier management team;• Maximum turnover €20m.

Location: Poland

280231 - Construction & Environmental Consultants

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Group of consulting engineering companies;• Offers energy and property planning, architecture and design, environmental and construction consultancy and project management services;• Located in Sweden and Finland.	<ul style="list-style-type: none">• Construction and environmental consultancy firms;• Offering design, project management, green building and property management services;• No interest in contractors;• Located in Northern Europe and the UK;• Maximum EV €50m.

Location: Finland

HEALTH/PHARMA

293728 - Procurement Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of procurement services;• Including product sourcing and sales concept services;• Serves pharmacies and manufacturing and trading companies operating in the health and pharma sector;• Operates across Germany.	<ul style="list-style-type: none">• Providers of purchasing, sales, marketing and product registration services;• Serving customers in the health and pharma, medical device and pharmaceutical sectors;• Located in Europe and the UK;• Minimum EBITDA €1m.

Location: Germany

HEALTHCARE PROVIDERS

293737 - Ophthalmologic Services [\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Chain of ophthalmology clinics;• Offers a range of services including cataract and retinal disease treatment;• Clinics located across Germany.	<ul style="list-style-type: none">• Providers of ophthalmologic services;• Located in Europe;• Minimum EBITDA €1m.

Location: Germany

293736 - Hearing Care Services [\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Chain of hearing care stores;• Offers in-store hearing tests and care services;• Sells in-the-ear and behind-the-ear hearing devices;• Stores located across Germany.	<ul style="list-style-type: none">• Providers of hearing care services;• Retailers of hearing aids and devices;• Located in Europe;• Minimum EBITDA €1m.

Location: Germany

ICT

2996 - Communication & Connectivity Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of fixed line and broadband services;• Offers full-fibre, mobile, communications and Wi-Fi connectivity products and services;• Serves customers operating in a range of sectors;• Operates internationally.	<ul style="list-style-type: none">• Providers of full-fibre broadband, Wi-Fi connectivity, hosting, broadband, leased line and bonded network services,• Backed up by providers of systems maintenance and engineering services, equipment businesses and web hosting;• Located in the UK;• Minimum EBITDA £4m.

Location: England

293724 - Cybersecurity Services

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of cybersecurity consultancy services;• Offers threat detection, product implementation, training and consultancy services;• Serves customers operating in a range of sectors;• Operates across Germany.	<ul style="list-style-type: none">• Providers of cyber security services;• Including consultancy, assessment and emergency response services;• Located in Europe and the UK;• Minimum EBITDA €1m.

Location: Germany

293964 - ESG Insight Platforms**(Click to Enquire)**

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of an ESG insights platform;• Offers taxonomy alignment insight, footprints, ESG assessments, and scoring, country ESG data, SFDR compliance and methodology screening capabilities;• Serves customers in the private and public sectors;• Operates globally.	<ul style="list-style-type: none">• Providers of environmental, social and governance insights platforms;• Offering carbon emission, electricity and water consumption and waste generation insights;• Capabilities including ESG tracking, scoring, compliance and solutions;• Located in the UK;• Minimum EBITDA £250k.

Location: England**285091 - Location Tracking Software****(Click to Enquire)**

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of a proprietary verification platform;• Offers independent analysis and authentication services;• Utilises AI to verify location data;• Serves advertisers, media agencies and product suppliers;• Operates across the UK.	<ul style="list-style-type: none">• Developers of location tracking software;• Serving customers operating in the consumer, e-commerce and advertising sectors;• Located in the UK;• Minimum EBITDA £500k.

Location: England



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK MBI candidate; • Experience in educational software; • Previous acquisition in the ICT sector; • Access to funding from a group of HNWIs; • Operates across the UK and France; • Equity check £12m. 	<ul style="list-style-type: none"> • Developers of niche vertical or horizontal software; • Preference for white-collar industry software; • Providers of IT managed services; • Distributors of IT software and hardware; • Operating B2B; • Located in Southern England; • Turnover between £2m-£15m; • Minimum EBITDA margin 10%.

Location: England

INDUSTRIAL/MANUFACTURING

293754 - Palletising Machinery

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Dutch privately-owned; • Manufacturer of material handling and palletising equipment; • Part of a wider UK privately-owned group; • Manufactures conveyor, palletising, handling systems and software; • Serves customers in the food and non-food, pet food, personal products and care sectors; • Operates across Europe. 	<ul style="list-style-type: none"> • Manufacturers of palletising machinery; • Offering automated packaging solutions; • Supporting FMCG manufacturers in improving equipment efficiency; • Focussing on the healthcare, consumer and food and beverage sectors; • Located globally; • Minimum turnover £5m.

Location: Netherlands

270598 - Valves & Pumps

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • French privately-owned; • Group of hydraulics companies; • Offers manufacturing and distribution services; • Operates four divisions focussing on pumps, fittings, valves and machining; • Global supplier and customer base. 	<ul style="list-style-type: none"> • Manufacturers of valves and pumps; • Distributors of hydraulic components; • Located in Europe; • EBITDA between €1m-€5m.

Location: France

LEISURE

293723 - Fitness Studios

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German privately-owned;• Chain of discount fitness studios;• Operates studios under two brands;• Over 100 locations across Southern and Western Germany.	<ul style="list-style-type: none">• Chains of fitness studios;• Located in Europe;• Minimum EBITDA €1m.

Location: Germany

293725 - Indoor Playgrounds & Soft Play

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Chain of indoor playgrounds;• Operates 65 locations across the Nordics and Germany.	<ul style="list-style-type: none">• Operators of indoor playgrounds and soft play parks;• Located in Europe and the UK;• Minimum EBITDA €1m.

Location: Sweden

PLASTICS & PACKAGING

288845 - Pipes & Fittings

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Romanian privately-owned;• Group of polymer processing companies;• Manufactures construction and building products;• Also manufactures flexible packaging products;• Offers rigid plastic recycling services;• Factories located in Romania and Hungary;• Group members located in Romania and Austria.	<ul style="list-style-type: none">• Manufacturers of pipes and fittings;• Products manufactured from metals and plastics;• Providers of plastic recycling and re-use services;• Located in Western and Eastern Europe;• Minimum EBITDA €1m.

Location: Romania

PRINT

286557 - Signage

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Manufacturer and installer of large-scale architectural signage;• Part of a larger Swedish industrial group;• Offers expertise in corporate brand implementation and dual language, braille, tactile and wayfinding signage;• Serves tier-one contractors and blue-chip customers;• Operates across the UK and Europe.	<ul style="list-style-type: none">• Manufacturers of brand and architectural wayfinding signage;• Serving brands;• Located globally;• Minimum EBITDA €2m;• Minimum EBITDA margin 17%.

Location: Northern Ireland

RETAIL/CONSUMER

291724 - Fragrance Brands

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Indian privately-owned;• Group of fragrance brands;• Offers unique fragrances with a sustainable business model;• Products include perfumes, spray-on fragrances, aromatherapy roll-ons, essential oils and smokeless incense;• Sells products via online stores;• Operates globally.	<ul style="list-style-type: none">• Fragrance brands;• Offering spray and roll-on fragrances, diffusers, essential oils, incenses and scented candles;• Preference for story-driven, legacy brands;• Trading companies considered;• No interest in skincare products;• Located in the US and the UK;• Maximum revenue US\$10m;• Maximum EBITDA US\$1m.

Location: India

287952 - Protective Industrial Workwear

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of industrial workwear;• Specialises in clothing for sub-freezing temperatures;• Including outerwear, coveralls, bibs, pants, protective handwear and footwear;• Sells products via an online store;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of protective industrial workwear;• Offering clothing for warmth, safety and protection in freezing and extreme conditions;• 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;• Manufacturer of custom clothing and merchandise;• Offers collegiate, location, team, and corporate apparel and headwear;• Offers a full range of hats, clothing and home accessories;• Sells products online via B2C and B2B stores;• Located in the US.	<ul style="list-style-type: none">• Manufacturers of custom-logo apparel;• Offering men's and women's clothing and headwear;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

SOFT FM


4344 - Nature-Based Solutions (Click to Enquire) 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • French PE-owned; • Group of landscaping and external works companies; • Undertakes and delivers complex multi-disciplinary external works projects; • Offers a range of green services, ranging from professional open space management, to landscape design and build, grounds maintenance, tree surgery, outdoor facilities management and biodiversity and waterway management; • Cares for parks and gardens, amenity green space, playing fields, canals and rivers, woodlands, cemeteries and nature reserves; • Operates across Europe. 	<ul style="list-style-type: none"> • Providers of nature-based services and projects; • Developers of green and urban areas and providers of maintenance services in these spaces; • Biodiversity consultancies; • Green engineering, consulting and design businesses; • ClimateTech providers; • Working on green, urban and recreational areas, sporting facilities, and other outdoor spaces such as conservation and land development sites; • Northern and Southern Europe, the UK, the US and Canada; • Management team willing to stay or re-invest; • Recurring revenues above €1m; • Sweet spot between €5m-€50m; • Stable cash generation.

Location: France

262640 - Water Treatment & Services (Click to Enquire) 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Main Market-listed; • Provider of multi-disciplinary building services; • Including compliance, facilities management and critical maintenance services; • Operates across the UK. 	<ul style="list-style-type: none"> • Providers of water treatment and hygiene and legionella control services; • Located in the UK; • Maximum turnover £30m; • EBITDA between £1m-£5m.

Location: England

SUPPORT SERVICES

293962 - Medical Exam Materials (Click to Enquire) 	
The Acquirer <ul style="list-style-type: none">• US PE-owned;• Provider of professional exam preparation resources;• Offers study materials and tutoring and personalised support services;• Serves customers in the nursing and medical sectors;• Located in the US.	Acquisition Criteria <ul style="list-style-type: none">• Providers of medical exam study materials;• Offering digital platforms for self-study and tutoring;• Located in North America; Minimum EBITDA US\$1m.

Location: USA

293963 - Cybersecurity Development & Training Services[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of continuing professional development and education services;• Developer of a penetration testing, ethical hacking, and network security assessment platform;• Offers digital and hands-on training resources, educational materials, and testing platforms;• Spans offensive and defensive cybersecurity;• Serves cyber security professionals;• Located in the US.	<ul style="list-style-type: none">• Providers of cybersecurity professional development and training platforms;• Offering training and test preparation services and testing platforms;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA**293844 - Retail Consultancy Services**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of omni-channel strategy and consultancy services;• Offers sales and performance, messaging, business intelligence and analytics services;• Serves e-commerce and retail brands;• Located in the US.	<ul style="list-style-type: none">• Providers of retail consultancy services;• Offering sales, performance and branding advisory services;• Serving large, mid-sized and emerging brands;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

TRANSPORT/DISTRIBUTION

293653 - General, Bulk & Liquid Cargo

(Click to Enquire)



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • XLIM-listed; • Provider of airport and port logistics and infrastructure services; • Offers airport design, construction maintenance and operation services; • Offers warehousing, customs, foreign trade and associated financial services; • Serves airports located across Peru. 	<ul style="list-style-type: none"> • Providers of general, bulk and liquid cargo maritime logistics services; • Providers of second-line airport logistics operations services; • Including storage and distribution services for import and export companies; • No interest in container logistics; • Located close to airports and runways; • Located in Spain and LATAM, with a preference for Chile, Ecuador and Colombia; • EV between S/.40m-S/.62m.

Location: Peru

294037 - Logistics & Transport Services


(Click to Enquire)




The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE-owned; • Provider of logistics services; • Offers road, sea and air freight, documentation, warehousing and driver training services; • Provides same-day, next-day, standard and time-critical delivery services; • Serves customers operating in a range of sectors; • Operates internationally. 	<ul style="list-style-type: none"> • Providers of logistics and transport services; • Offering full load haulage, pallet networking, dangerous freight, specialised loads, contract logistics and warehousing solutions; • Providing customs clearance, garage maintenance, truck wash and fleet management services; • Serving customers in the construction, packaging and beverages sectors; • Located in the UK; • Revenue greater than £10m.

Location: England

GENERALIST

287570 - UK Search Fund (Click to Enquire) 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK search fund;• Sources capital from personal funds and investors including family offices and search funds;• Previous experience in the technology, telecoms, financial, business and professional services, and education sectors;• Backs ownership changes;• Provides an operational role;• Targets long-term investments;• Flexible deal structure;• Invests across the UK.	<ul style="list-style-type: none">• Sectors of interest include niche software, IT services, telecom, cyber security, childcare, domiciliary care, care homes, fire and security, HVAC and facilities management;• Operating B2B;• Strong management team;• Asset-light;• Located in the UK;• Recurring revenues;• Must be profitable;• EBITDA between £500k-£2m;• EBITDA margin greater than 10%.

Location: England

291829 - Cypriot PE Firm (Click to Enquire) 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Cypriot PE firm;• Invests in low-mid market businesses;• Completed one acquisition;• Targets fast-growing companies;• Takes majority stakes;• Invests across Europe and the UK.	<ul style="list-style-type: none">• Software and B2B service businesses;• Family- or founder-owned companies;• Located in CEE, the DACH region and the UK;• High levels of recurring revenue;• EBITDA between €600k-€3m.

Location: Cyprus

290816 - US PE Firm[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE firm; • Invests in mid-market businesses; • Targets mature companies; • Takes controlling and non-controlling stakes; • Located in the US. 	<ul style="list-style-type: none"> • Sectors of interest including manufacturing, value-added distribution and product-centric services; • Located in the US with a preference for the South Central region; • Must be profitable; • Turnover between US\$10m-US\$100m.

Location: USA**293848 - UK PE Firm**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE firm; • Sources capital from personal and high-net-worth funds; • Completed three investments; • Previous experience in the waste, demolition manufacturing and engineering sectors; • Focuses on retirement sales; • Provides hands-on support post-acquisition; • Invests across the UK. 	<ul style="list-style-type: none"> • Sectors of interest including construction, earthworks, engineering, passive fire, textile, distribution, security, equipment hire, utilities, industrial and manufacturing; • Strong second-tier management team; • No interest in M&E and contracting services; • Located in England, Wales and Scotland; • EBITDA between £500k-£5m.

Location: United Kingdom**291687 - Canadian Investment Firm**[\(Click to Enquire\)](#)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Canadian investment firm; • Invests in operating businesses and real estate; • Backs buy-outs, family-owned businesses, and go-private transactions; • Takes majority and minority stakes; • Invests globally. 	<ul style="list-style-type: none"> • Sectors of interest include professional, property, financial and healthcare services and real estate; • Located globally; • Minimum turnover US\$50m; • Minimum EBITDA US\$5m.

Location: Canada



The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in mid-market companies;• Backs MBOs, corporate divestures, acquisitions of family businesses, take-privates, and operational turnarounds;• Takes controlling stakes;• Actively supports existing management teams;• Invests across North America.	<ul style="list-style-type: none">• Sectors of interest include aerospace and defence, business services, consumer, distribution, food and restaurants, franchising, healthcare and industrials;• Located in North America;• Maximum EBITDA US\$65m.

Location: USA