



Langcliffe International

NEWLY ENGAGED BUYERS

WITH £1m+ EBITDA CRITERIA

MARCH 2025

Sectors Featured Include:

Aerospace & Defence, Building Products, Electronic, Food & Beverages, Health/Pharma, Healthcare Providers, ICT, Industrial/Manufacturing, Marketing Communications, Plastics & Packaging, Retail/Consumer, Soft FM, Support Services, Transport/Distribution & Generalist.

SECTOR

To view our most recent buyers targeting opportunities with an EBITDA above £1m, please see the sections below.

If you believe that you have an opportunity that meets the criteria of a buyer, please contact us via email.


Email: rowan.lyall@langcliffeinternational.com

- AEROSPACE & DEFENCE
- BUILDING PRODUCTS
- ELECTRONIC
- FOOD & BEVERAGES
- HEALTH/PHARMA
- HEALTHCARE PROVIDERS
- ICT
- INDUSTRIAL/MANUFACTURING
- MARKETING COMMUNICATIONS
- PLASTICS & PACKAGING
- RETAIL/CONSUMER
- SOFT FM
- 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

290835 - Sensors, Communication & Software Systems Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Manufacturer of specialist aerospace and defence systems; • Offers sensors, electronic systems, communication systems and automation software; • Serves customers in the space and defence sectors; • Located in the US. 	<ul style="list-style-type: none"> • Manufacturers of aerospace sensors, communications systems, and mission automation software; • Serving customers in the defence and space sectors; • Located in North America and Europe; • Minimum EBITDA US\$1m.

Location: USA

301562 - Niche Aerospace & Defence Products Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Group of aerospace companies; • Consists of engineering, manufacturing, and distribution companies; • Offers proprietary, new, and aftermarket components; • Serves customers in the aerospace and military sectors; • Located in the US. 	<ul style="list-style-type: none"> • Aerospace and defence businesses; • Offering highly engineered, niche products; • Providers of manufacturing, engineering, and distribution services; • Strong second-tier management team; • Located in North America; • Maximum turnover US\$50m; • Minimum EBITDA margins 15%.

Location: USA


BUILDING PRODUCTS

266683 - Brick & Roofing Tiles [Click to Enquire](#) 


The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XWBO-listed;• Manufacturer of ecological building materials;• Products include bricks, roof tiles, pipe solutions and paving stones;• Serves customers in the new-build, building renovation and water and energy infrastructure sectors;• Operates c.200 production sites;• Located in Europe, the UK, North America and India.	<ul style="list-style-type: none">• Manufacturers of building materials;• No interest in wall or floor tiles;• Located in the UK, the US and Europe;• Minimum EBITDA €1m.

Location: Austria

ELECTRONIC


295629 - Vibration Detection Electronic Equipment Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Manufacturer of industrial analytical equipment; • Offers camera equipment for predictive maintenance, testing and measurement applications; • Includes systems for monitoring vibration, deflection, displacement, and movement; • Serves customers in industrial sectors; • Located in the US. 	<ul style="list-style-type: none"> • Manufacturers of industrial equipment monitoring systems; • Offering systems for monitoring degradation, condition, and performance; • Located in North America and Europe; • Minimum EBITDA US\$1m.

Location: USA


276330 - Locomotive Signal Systems Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • German privately-owned; • Manufacturer of signalling and warning systems; • Designed for use on waterways and train tracks; • Products include horns, signalling devices, speed monitors and mobile level crossings; • Operates a network of global subsidiaries and representatives; • Serves a global client base. 	<ul style="list-style-type: none"> • Manufacturers of locomotive signal systems; • Including warning systems, signalling devices, and monitors; • Serving customers in the rail and maritime sectors; • Located in the UK and Germany; • Maximum deal size €10m.

Location: Germany

FOOD & BEVERAGES


4963 - Foodservice Wholesalers Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • Providers of foodservice wholesale services; • Distributes frozen, ambient and chilled foods, beverages and non-food catering supplies; • Serves customers operating in the education, care, leisure, hospitality, commercial and nursery sectors; • Multi-temperature distribution centres located across the UK. 	<ul style="list-style-type: none"> • Wholesalers of food and non-food products; • Serving customers in the foodservice and catering sectors; • Located in the UK; • Maximum turnover £20m.

Location: England


274622 - Food Services Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Irish Co-Operative; • Group of manufacturers, distributors and retailers; • Operates across the food and beverage, agriculture, building products, home and hardware and engineering sectors; • Operates across Europe. 	<ul style="list-style-type: none"> • Food manufacturers, distributors and brands; • Preference for dairy, meat, cakes and seafood; • Providers of food warehousing and distribution services; • Located in the UK, Ireland and Europe; • Turnover between €1m-€20m.

Location: Ireland

HEALTH / PHARMA


295523 - Research & Formulation Equipment Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Manufacturer of lab and formulation equipment; • Offers homogenisers, laboratory tech, injection site simulators, compound screening, dissolution, and passive permeability devices; • Provides accompanying consultancy services; • Located in the US and the UK. 	<ul style="list-style-type: none"> • Manufacturers of research and formulation equipment; • Serving customers in the life sciences, biopharma, food and cannabis sectors; • Located in North America and Europe; • Minimum EBITDA US\$1m.

Location: USA

301557 - Medical Device Components Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Manufacturer of medical device components; • Offers medical wires, tubing and rods; • Serves medical device OEMs and contract manufacturers; • Markets products globally. 	<ul style="list-style-type: none"> • Manufacturers of medical wires, tubing and rods; • Specialising in products with surgical and interventional applications; • Located in North America and Europe; • Minimum EBITDA US\$1m.


Location: USA

HEALTHCARE PROVIDERS


301594 - Veterinary Clinics Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Network of veterinary clinics;• Offers consultations, surgery and scans and animal hospitalisation services;• Clinics located across France.	<ul style="list-style-type: none">• Veterinary clinics;• Providing animal care and veterinary services;• Located in France;• EBITDA between €500k-€3m.

Location: France

ICT

289364 - Software Developers Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Estonian privately-owned; • Provider of custom software development services; • Also offers service design, system integration and consultancy services; • Serves MMEs, global enterprises and international government organisations; • Operates development centres and support offices in Europe, Asia, Africa and the US. 	<ul style="list-style-type: none"> • Providers of software development services; • No interest in own products; • Between 50-500 employees; • Management willing to stay post-acquisition; • Located in CEE, the Baltics and the Nordics; • Minimum EBITDA €1m.

Location: Estonia

295526 - CRM & Marketing Automation Software Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Developer of CRM and marketing automation software; • Offers customer management, marketing automation, calendar and activity management, email marketing, sales pipeline, insights and analytics features; • Serves customers in all sectors; • Located in the US and the UK. 	<ul style="list-style-type: none"> • Developers of CRM, marketing and front-office automation software; • Serving SMEs with between 1-20 employees; • Located in North America and Europe; • Minimum EBITDA US\$1m.

Location: USA

295529 - TICC Services [Click to Enquire](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of TICC services for IoT hardware; • Offers testing and calibration, compliance, interoperability and design, signal and power integrity, characterisation, debugging, consulting and training services; • Serves customers in the electronic manufacturing, IoT, and connectivity sectors; • Operates across Europe and Asia. 	<ul style="list-style-type: none"> • Providers of electronic and connectivity TICC services; • Offering hardware testing, compliance, and calibration services; • Located in North America, Europe and Asia; • Minimum EBITDA US\$1m.


Location: USA

301634 - Digital Transformation Services [Click to Enquire](#) 


The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of digital transformation services; • Offers Cloud, AI, data, and other infrastructure services; • Serves enterprises and Cloud-native companies; • Located in Israel, the UK, the US, and Lithuania. 	<ul style="list-style-type: none"> • Providers of digital transformation services; • Including on-premises IT and cloud infrastructure; • Located in Europe and North America; • Minimum EBITDA US\$2m.

Location: Israel

INDUSTRIAL/MANUFACTURING

299203 - Air Filtration Systems Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Manufacturer of air filtration and fume extraction systems; • Offers large-scale and desktop air-purification systems; • Provider of replacement parts and accessories; • Serves customers in the industrial and healthcare sectors; • Located in the US. 	<ul style="list-style-type: none"> • Manufacturers of air filtration systems; • Offering hazardous fumes, chemical, dust and odour extraction capabilities; • Located in North America and Europe; • Minimum EBITDA US\$1m.

Location: USA

9269 - Packing Machinery & Solutions Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • Group of industrial machinery companies; • Manufactures packaging machinery and automation solutions; • Serves customers in the health, food, consumer and clean energy sectors; • Operates across the UK, North America and Asia. 	<ul style="list-style-type: none"> • Manufacturers and suppliers of packaging machinery; • Offering automated conveyor and palletised equipment; • Enabling technologies in the Industry 4.0 arena; • Supporting FMCG manufacturers in improving equipment efficiency; • Manufacturers of ancillary packaging machinery; • Including automated visual inspection machinery; • Focusing on the healthcare, consumer and food and beverage sectors; • Located globally; • Minimum turnover £10m.

Location: England

292591 - Consumer Sawmills [Click to Enquire](#) 


The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer of sawmilling machinery;• Offers sawmills, consumables, accessories and equipment;• Serves customers in the consumer DIY sector;• Markets products globally;• Located in the US and Canada.	<ul style="list-style-type: none">• Manufacturers of consumer sawmills;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA**282191 - Motion & Control Technologies** [Click to Enquire](#) 


The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Group of industrial companies;• Manufactures motion and control components and equipment;• Offers hydraulic systems and cylinders, refueling systems, electrical drives, swivels, pistons and liquid and gas sampling systems;• Serves customers in the hydraulic, infrastructure, offshore, energy, heavy industry, maritime and defence sectors;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of motion and control equipment and systems;• Located in Europe;• Minimum EBITDA €1m.

Location: Belgium

MARKETING COMMUNICATIONS


254607 - First-Party Consumer Data Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of consumer search data and intelligence; • Offers data sets on consumer interests, motivations, intent and mindsets; • Serves media and advertising agencies, and global brands; • Located across North America, Europe and in Australia. 	<ul style="list-style-type: none"> • Providers of first-party consumer search data; • Supporting customers in developing omnichannel marketing campaigns; • Located in North America, Europe and Australasia; • Minimum EBITDA US\$1m.

Location: England

298537 - Marketing Agencies Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • Full-service marketing firm; • Serves customers in the travel, tourism, leisure and hospitality sectors; • Operates across the UK. 	<ul style="list-style-type: none"> • Providers of marketing services; • Preference for PR, digital marketing, creative, data analysis, media planning and buying and research services; • Serving customers in a range of sectors; • Preference for the leisure, travel, tourism and hospitality sectors; • Strong second-tier management team; • Located in the UK, with no interest in Scotland; • Minimum EBITDA £1m.


Location: England

PLASTICS & PACKAGING

289182 - Plastic Piping Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch privately-owned;• Manufacturer of plastic piping and drainage accessories;• Manufactures products primarily from recycled materials;• Distributes products via an online ordering system;• Serves customers in the construction and industrial sectors;• Operates globally.	<ul style="list-style-type: none">• Manufacturers of building materials;• Including plastic pipes and drainage products;• Located in the UK and Europe;• Minimum EBITDA €1m.


Location: Netherlands

RETAIL/CONSUMER

278305 - Office Products Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch privately-owned;• Omnichannel supplier of office supplies and furniture;• Offers products through a network of retail outlets and an online store;• Offers complementary print and IT services;• Operates stores across the Netherlands and Germany.	<ul style="list-style-type: none">• Suppliers of office supplies, furniture and electronics;• Operating B2C and B2B;• Physical or online presence;• Providers of complementary services;• Located in Europe;• Minimum EBITDA €1m.


Location: Netherlands

S O F T F M


263384 - Electronic Security Monitoring Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Designer and installer of electronic security systems;• Offers physical monitoring products and related services;• Providers of fire, security, audio-visual and building automation solutions;• Operates globally.	<ul style="list-style-type: none">• Electronic security companies;• Providers of security hardware and monitoring services;• Offering CCTV monitoring, fire and security solutions;• Providers of cybersecurity services;• No interest in manned security;• Located globally;• Minimum EBITDA US\$1m.

Location: USA

SUPPORT SERVICES

302320 - Tax, Legal & Accounting Advisory Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Pan-European PE-owned; • Group of advisory firms; • Specialises in tax, legal and accountancy advisory services; • Operates under three brands; • Offices located across Spain. 	<ul style="list-style-type: none"> • Providers of tax, legal and accountancy advisory services; • Including labour law, expatriate and international business, and tax, legal and accounting advisory services; • Located in Europe; • Minimum EBITDA €2m; • Located in Spain; • Minimum EBITDA €500k.

Location: Spain

299857 - Environmental Consultancies Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Swedish PE-owned; • Provider of environmental consultancy services; • Offers environmental assessments, biodiversity evaluations, climate adaptation strategies and land surveying services; • Serves customers in the public and private sectors; • Operates nationally. 	<ul style="list-style-type: none"> • Providers of environmental consultancy services; • Offering ecological, biodiversity and sustainability consultancy services; • Located in Europe; • Minimum EBITDA €1m.

Location: Netherlands

295528 - Business Intelligence & Expert Networks [Click to Enquire](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of data-led insights and industry experts; • Offers business intelligence, experts, data, events, and resources; • Serves customers in the business, financial, professional services and legal sectors; • Operates globally. 	<ul style="list-style-type: none"> • Providers of business insights and industry expertise; • Offering industry expert advisory and business intelligence services, resources, and events; • Located in North America, Europe, the APAC region, and Australasia; • Minimum EBITDA US\$1m.


Location: USA

299193 - Life Sciences Supply Chain Services [Click to Enquire](#) 


The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of supply chain services; • Serves customers in the pharmaceutical, biotechnology, CRO, and diagnostic laboratory sectors; • Operates across the US, the UK, and Europe. 	<ul style="list-style-type: none"> • Providers of outsourced clinical trial and laboratory supply chain services; • Located in North America and Europe; • Minimum EBITDA US\$1m.

Location: USA

TRANSPORT / DISTRIBUTION


298717 - Logistics Services Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Group of critical and specialty logistics companies; • Offering logistics services for luxury goods and equipment for live events; • Serves customers in the music, sports, fine arts, automotive and entertainment sectors; • Operates across North America, the UK, Europe, Asia and the Middle East. 	<ul style="list-style-type: none"> • Providers of critical logistics services; • Focusing on the transport of luxury goods and live events equipment; • Serving customers in the fine arts, sports, automotive and entertainment sectors; • Located globally; • Minimum EBITDA US\$1m.

Location: USA


290834 - Events & Specialist Logistics Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of specialist logistics and freight forwarding services; • Specialises in logistics services for art, music, sports, corporate, and humanitarian events; • Located across the US, Europe, Asia, Central and South America and Australia. 	<ul style="list-style-type: none"> • Providers of specialist logistics and freight forwarding services; • Serving customers in the music, sports, and corporate and humanitarian events sectors; • Located globally; • Minimum EBITDA US\$1m.

Location: USA

GENERALIST

290635 - US PE Firm Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE firm; • Invests in middle-market businesses; • Pursues buy-out opportunities; • Investment experience in the industrial services sector; • Located in the US. 	<ul style="list-style-type: none"> • Sectors of interest include industrial services, manufacturing, electronics and services, eCommerce supply chains, transportation and freight management, technology, and critical logistics; • Strong second-tier management; • Located in North America; • Minimum EBITDA US\$15m.

Location: USA

264546 - German Family Office Click to Enquire 	
The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • German PE firm; • Mid-market investor; • Raises capital from institutional investors and banks; • Over £200m under management; • Invests between €5m-€30m. 	<ul style="list-style-type: none"> • Sectors of interest include leisure, consumer, medical equipment, ICT and manufacturing; • Located in the DACH region; • Turnover between €10m-€100m.

Location: Germany

297844 - UK PE Firm [Click to Enquire](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Sources capital from personal investment vehicles and 10 ultra-high net worth family offices;• Invests between £3m-£10m per deal;• Operates across the UK.	<ul style="list-style-type: none">• B2B businesses;• Located in the UK;• EBITDA between £750k-£3m.

Location: England

290598 - UK PE Firm [Click to Enquire](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE firm;• Backs MBOs, carve-outs and ownership changes;• Over £400m under management;• Located in the UK.	<ul style="list-style-type: none">• Sectors of interest include consumer, engineering and business and financial services;• Strong second-tier management team;• Located in the UK and Europe;• Minimum EBITDA £10m.

Location: England

254615 - Luxembourgian PE Firm [Click to Enquire](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Luxembourgian PE firm; • Raised three funds; • Current fund size €2 billion; • Establishes long-term buy-and-builds; • Takes majority and minority stakes; • Actively supports existing management teams; • Invests across Europe. 	<ul style="list-style-type: none"> • Sectors of interest include business services, IT, healthcare and manufacturing; • No interest in the automotive, metal fabrication and machinery, and retail sectors; • Preference for companies in highly fragmented markets; • Located in Europe; • Equity capital between €100m-€600m; • Minimum EBITDA €10m.

Location: Luxembourg

291672 - US PE Firm [Click to Enquire](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE firm; • Invests in lower-middle market businesses; • Takes controlling and minority stakes; • Provides growth capital and pursues family and founder-owned businesses, carve-outs and recapitalisations; • Located in the Northeast US. 	<ul style="list-style-type: none"> • Sectors of interest include consumer, industrial, healthcare, software, and services; • Located in the US; • EBITDA between US\$5m-US\$25m.

Location: USA

301609 - Dutch PE Firm [Click to Enquire](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE firm;• Family-owned;• c.£350m assets under management;• Extensive expertise in target sectors;• Pursues a buy-and-build strategy;• Preference for sustainable companies;• Operates across the Netherlands and Italy.	<ul style="list-style-type: none">• Insurance intermediaries and MGAs;• Providers of managed IT and modern workplace services;• B2B software companies;• Healthy, mature companies;• Preference for management to (re)invest;• Located in Italy;• EBITDA between €2m-€10m.

Location: Italy**273473 - German PE Firm** [Click to Enquire](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE firm;• Backs company successions, ownership changes, growth cases, carve-outs and internationalisations;• Takes a majority holding and selective minorities above 25%;• Raises funds from institutional investors;• Over £2.5 billion under management;• Equity tickets between €5m-€65m.	<ul style="list-style-type: none">• Sectors of interest include smart industry, business services, healthcare, software and technology;• Market leaders with a proven and profitable business model;• Located in the DACH region;• EBITDA between €1m-€25m.

Location: Germany

278301 - US PE Firm [Click to Enquire](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Over US\$950m in total capital commitments;• Invests in family- and founder-owned businesses;• Previous experience in the industrial and life science sectors;• Backs recapitalisations, MBOs, and public-to-private transactions;• Invests across North America and the UK.	<ul style="list-style-type: none">• Sectors of interest include testing and inspection services and products; laboratory equipment and consumables, outsourced pharmaceutical services, chemicals, automation, and related software;• Located in North America, the UK, and Europe;• EBITDA between US\$3m-US\$20m.

Location: USA**275593 - Belgian PE Firm** [Click to Enquire](#) 

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE firm;• Family-owned;• Sources capital from own funds;• Preference for majority stakes;• Emphasises long-term and active ownership;• Operates across the Benelux.	<ul style="list-style-type: none">• Sectors of interest include smart manufacturing, industry 4.0, B2B services, energy transitions, healthcare and leisure;• Located in the Benelux;• EBITDA between €2m-€8m.

Location: Belgium