

NEWLY ENGAGED BUYERS

WITH £1m+ EBITDA CRITERIA

MAY 2025

Sectors Featured Include:

Automobiles & Parts, Chemicals, Construction, Financial General, Food & Beverages, Health/Pharma, ICT, Industrial/Manufacturing, Recruitment, Support Services, Transport/Distribution & Generalist.

SECTORS

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

- AUTOMOBILES & PARTS
- CHEMICALS
- CONSTRUCTION
- FINANCIAL GENERAL
- FOOD & BEVERAGES
- HEALTH/PHARMA
- ICT
- INDUSTRIAL/MANUFACTURING
- RECRUITMENT
- SUPPORT SERVICES
- TRANSPORT/DISTRIBUTION

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

GENERALIST

AUTOMOBILES & PARTS

306431 - Coach Spare Parts Click to Enquire	
The Acquirer	Acquisition Criteria
 UK privately-owned; Distributor of OEM spare parts for buses and coaches; Part of a large Swedish industrial holding company; Offers chassis and engine parts, exterior panels and bumpers, and interior fittings and trims; Operates domestically. 	 Distributors of automobile spare parts; Offering mechanical, interior and exterior products for coaches and buses; Located globally; Minimum EBITDA €2m; Minimum EBITDA margin 17%.

CHEMICALS

306552 - Explosives Click to Enquire	
The Acquirer	Acquisition Criteria
 Brazilian privately-owned; Manufacturer of explosives and related products; Part of a wider Pan-European PE-owned group; Manufactures bulk, cartridge and ANFO explosives; Distributes products globally. 	 Manufacturers of explosives; Designed for civil use; Located globally; Minimum EBITDA €2m.

Location: Brazil

280384 - Specialty Zinc Chemicals Click to Enquire	
The Acquirer	Acquisition Criteria
 US PE-owned; Manufacturer of zinc-based specialty chemicals; Includes personal care, battery, pharmaceuticals, chemicals and coatings industries amongst others; Serves customers operating in a range of sectors; Headquartered in the US, located in Europe and Asia. 	 Manufacturers of speciality zinc-based chemicals; Located in North America, Europe or Asia; Minimum EBITDA US\$1m.

CONSTRUCTION

285200 - Construction & Structural Engineering Consultancies Click to Enquire	
The Acquirer	Acquisition Criteria
 US privately-owned; Provider of construction and structural engineering consultancy services; Includes structural and integrated design, façade and construction consulting, structural and integrated detailing, and forensics services; Serves clients across the US, South America, the UK, Asia-Pacific and the Middle East. 	 Providers of construction and structural engineering consultancy services; Including forensics, structural and protective design, façade, and construction consulting services; Serving customers in niche sectors including healthcare; Located in North America, the UK and Ireland, Europe, and the Middle East; Minimum EBITDA US\$1m.

Location: USA

257447 - Construction Services Click to Enquire	
The Acquirer	Acquisition Criteria
 UK privately-owned; Group of construction companies; Provides design, fit-out, M&E and refurbishment services; Serves customers in the education, healthcare, retail, industrial and residential sectors; Operates nationally. 	 Providers of construction services; Offering commercial and office fit-out services; Including refurbishment, M&E, housing, design, maintenance and flooring services; Providers of mechanical and electrical services; Offering heating, ventilation, airconditioning and plumbing services; Serving framework clients; No interest in subcontracting; Located in England; Preference for the Midlands; Turnover between £8m-£25m.

Location: Scotland

FINANCIAL GENERAL

267076 - Claims Management & Loss Adjustors Click to Enquire	
The Acquirer	Acquisition Criteria
 Belgian PE-owned; Provider of claim and risk management services; Manages cases within the transport, industry, fruit, legal and cyber sectors; Operates as a group of experts that are subcontracted on niche cases; Serves insurance companies; Located in Belgium. 	 Providers of claim and expertise management services; Collaborating with insurance companies; Located globally; Maximum EBITDA €10m.

Location: Belgium

FOOD & BEVERAGES

3497 - Fresh Produce Click to Enquire 🖂	
The Acquirer	Acquisition Criteria
 UK privately-owned; Distributor of exotic and conventional fresh produce; Offers fruit, salad and vegetables; Serves customers in the retail, wholesale and food service sectors; Sources products from suppliers globally; Operates across the UK and Europe. 	 Providers of fresh produce; Serving supermarkets, retailers and caterers; Located in the UK; Minimum turnover £10m.

HEALTH/PHARMA

306398 - Laboratory Consumables Click to Enquire	
The Acquirer	Acquisition Criteria
 Belgian PE-owned; Group of laboratory consumable companies; Manufactures, distributes and services laboratory equipment and consumables; Serves research, testing and analytical laboratories; Operates across Europe. 	 Providers of calibration services; Manufacturers and distributors of calibration and testing equipment; Serving laboratories; Located in Europe; EBITDA between €1m-€10m.

Location: Belgium

289454 - CDMOs Click to Enquire	
The Acquirer	Acquisition Criteria
 US PE-owned; Provider of specialist CDMO services; Specialises in non-sterile liquid and semisolid pharmaceutical prescription and OTC products; Serves customers in the pharmaceutical and life sciences sectors; Located in Canada. 	 CDMOs; Offering accreditation, product development, commercial manufacturing, regulatory affairs, impurities and skin testing services; Specialising in non-sterile liquid and semisolid pharmaceuticals; Located in North America and Europe; Minimum EBITDA US\$1m.

280385 - Medical Device Contract Manufacturing Click to Enquire	
The Acquirer	Acquisition Criteria
 US PE-owned; Provider of contract manufacturing services; Offers prototyping, precision machining, sheet metal fabrication and low-to-high production services; Serves customers in the medical sector; Located in the US. 	 Providers of outsourced manufacturing services; Offering specialist prototyping, manufacturing, and production services; Located in North America and Europe; Minimum EBITDA US\$1m.

ICT

2996 - Telecoms Click to Enquire	
The Acquirer	Acquisition Criteria
 UK PE-owned; Provider of specialist telecommunications services; Offers connectivity, IoT, Cloud, IT, mobile, payment and voice services; Provides broadband, networking, cloud back-up, cybersecurity, patient line, business mobiles, and Cloud-based phone system services; Serves SMEs; Operates across the UK. 	 Providers of IT communication services; Offering full-fibre broadband, Wi-Fi connectivity, hosting, broadband, leased lines and bonded network services; Located in the UK; Minimum recurring revenue 60%; Minimum EBITDA £1m.

Location: England

294953 - IT Re-Sellers & Marketplaces Click to Enquire	
The Acquirer	Acquisition Criteria
 Estonian privately-owned; Operator of an online marketplace; Sells IT hardware and accessories; Also offers purchasing and order management and billing functions; Serves international businesses; Distributes products globally. 	 B2B IT product re-sellers and e-commerce platforms; Preference for majority hardware sales; No interest in software-only re-sellers or non-IT products; Located globally; Revenue between €10m-€50m; Al tools for procurement systems; Located globally; Maximum revenue €50m.

Location: Estonia

277303 - Social Care Software Click to Enquire	
The Acquirer	Acquisition Criteria
 UK PE-owned; Providers of social care software; Offers a range of digital care management systems to elderly care providers; Located in the UK, Ireland and Australia. 	 Providers of high-level and mission-critical software services; Offering care planning and medication management services; Including SaaS compliance solutions for Care Quality Commission rules; Operating B2B and B2C; Located in the UK; Minimum EBITDA £1m.

Location: England

306534 - Vertical Software Companies Click to Enquire	
The Acquirer	Acquisition Criteria
 Canadian privately-owned; Developer of vertical software; Part of a wider Dutch software group; Portfolio of over 185 companies; Operates globally. 	 Vertical software companies; Operating in a range of sectors; Located in North America; Turnover between C\$4m-C\$150m; Positive and negative EBITDA.

282893 - Industrial Software & Manufacturing Click to Enquire	
The Acquirer	Acquisition Criteria
 Canadian privately-owned; Group of software companies; Invests in vertical software and technology companies; Targets businesses in the industrial sector; Located across North America and the UK; Operates globally. 	 Industrial software companies; Offering mission critical software in niche sub-sectors; Preference for waste, supply chain, scale and fuel management, utilities, energy, process control, automation, dispatch, maritime, bulk liquid and medical and dental device manufacturing software; Must have proprietary software; No interest in Cloud infrastructure and security services; Located in the UK and Ireland, Europe, Australia, North America, and the Netherlands; Turnover between C\$2m-C\$40m; Will consider pre-profit companies.

INDUSTRIAL/MANUFACTURING

306558 - Playground Equipment Click to Enquire	
The Acquirer	Acquisition Criteria
 Danish privately-owned; Manufacturer of stainless-steel playground equipment; Part of a large Swedish industrial holding company; Offers swings, seesaws, climbing ladders, hanging frames, slides and basketball rings; Serves playground manufacturers; Operates across Europe. 	 Manufacturers of playground equipment; Located globally; Minimum EBITDA €2m; Minimum EBITDA margin 17%.

Location: Denmark

282893 - Industrial Software & Manufacturing Click to Enquire	
The Acquirer	Acquisition Criteria
 Canadian privately-owned; Group of software companies; Invests in vertical software and technology companies; Targets businesses in the industrial sector; Located across North America and the UK; Operates globally. 	 B2B manufacturing businesses; Serving customers in narrow and stable niches; Located in the US, Canada, the UK and Ireland and Australia; Minimum EBITDA C\$1m-C\$75m; Must be profitable and have sustained positive cash flow.

RECRUITMENT

17029 - Staffing & Workforce Management Click to Enquire	
The Acquirer	Acquisition Criteria
 UK privately-owned; Provider of engineering staffing solutions; Offers workforce management and permanent and contract staffing services; Serves customers in the energy, chemicals, construction, IT, life sciences, mining, oil and gas and power sectors; Operates globally. 	 Outsourced staffing agencies; Providers of workforce management services; Preference for contract-based work; Developers of workforce and staffing software; Located globally; Minimum EBITDA £1m.

SUPPORT SERVICES

298776 - Accountancy, Tax & Audit Firms Click to Enquire	
The Acquirer	Acquisition Criteria
 Danish PE-owned; Group of professional services companies; Offers accountancy, tax, audit and advisory services; Group members retain autonomy and leadership; Provides central group functions; Supports collaboration through best-practice sharing, networking, training and initiatives; Offers shareholdings to partners and staff; Operates over 40 regional and local practices; Located across Sweden, Denmark and Norway; Growing internationally. 	 Professional services firms; Offering accountancy, tax, audit, payroll, HR, ESG, legal and other related services; Core business must be accountancy or tax; No interest in umbrella or outsourcing firms; Strong second-tier management team; Located in the UK; Turnover between €3m-€25m.

Location: Sweden

307075 - Business Support Services Click to Enquire	
The Acquirer	Acquisition Criteria
 UK investment vehicle; Sources capital from institutional investors; Previous experience in the technical business services sector; Funds deals via a combination of equity and debt; Invests across the UK. 	 Providers of business support and technical services; Offering safety, compliance, testing, inspection and certification services; Located in the UK; Turnover between £5m-£20m.

TRANSPORT/DISTRIBUTION

307675 - Time-Critical Logistics Services Click to Enquire	
The Acquirer	Acquisition Criteria
 US PE-owned; Provider of logistics services; Focuses on overnight unattended deliveries and scheduled LTL services; Also offers reverse logistics, stock transfers and expedited deliveries; Serves customers in the automotive, agriculture, equipment distribution and industrial supply sectors; Operates out of 90 facilities across North America. 	 Providers of time-critical logistics services; Offering around-the-clock services; Services include overnight unattended deliveries, stock transfers, reverse logistics, scheduled LTL and expedited deliveries; Serving customers in the industrial equipment and supply, automotive and agricultural sectors; Located in North America; Minimum EBITDA US\$1m.

GENERALIST

285490 - Belgian Investment Holding Click to Enquire	
The Acquirer	Acquisition Criteria
 Belgian PE firm; Focuses on MBO and MBI transactions; Invests own funds for the long-term; Operational investor offering operational, advisory and digital support; Has access to an MBI network; Operates across Northern Europe. 	 Providers of B2B services; Sectors of interest include construction, security and financial services; Located in the Benelux, the UK and Northern France; EBITDA between €1m-€4m; Minimum EBITDA margin 20%.

Location: Belgium

274633 - US PE Firm Click to Enquire	
The Acquirer	Acquisition Criteria
 US PE firm; Manages over US\$700m of capital; Targets industry-leading, mid-market companies; Backs carve-outs, recapitalisations, buyouts, restructurings and complex situations; Maximum US\$70m equity investments; Located in the US. 	 Sectors of interest include industrial, niche manufacturing, chemical, business services, construction, energy, value-added distribution, consumer, transport and logistics; Located in North America; Turnover between US\$50m-US\$500m; Maximum EBITDA US\$50m.

264546 - German Family Office Click to Enquire	
The Acquirer	Acquisition Criteria
 German PE firm; Mid-market investor; Over €200m under management; Raises capital from institutional investors and banks; Invests between €5m-€30m. 	 Sectors of interest include leisure, consumer, medical equipment, ICT and manufacturing; Located in the DACH region; Turnover between €10m-€100m.

Location: Germany

292734 - Czech PE Firm Click to Enquire	
The Acquirer	Acquisition Criteria
 Czech PE-firm; Manages funds from institutional investors and families; Owns c.10 portfolios companies; Focuses on the development of established businesses; Takes a majority shareholding; Operates across Europe. 	 B2B and B2G companies; Areas of interest include traditional manufacturing, metal working, industrial automation and robotics, measuring and regulation, IT, aerospace and defence, military and environmental protection; Preference for existing owners or management to stay; No VC projects or B2C businesses; Located in Slovakia and Czech; Must be profitable with three years positive cash flow; Primary platform investments; EBITDA €2m - €8m; Secondary platform investments and addons; Minimum EBITDA €700k; Minimum EBITDA margin 10%.

Location: Czech Republic

The Acquirer	Acquisition Criteria
 French PE firm; Focuses on long-term investments alongside entrepreneurs; Invests in deep and fragmented markets; Specialises in buy-and-build strategies; Over €1.5bn assets under management; Has c.110 portfolio companies; Takes minority and majority stakes; Invests across Western Europe. 	 Value-added distributors; Companies and labs operating in the medical and life sciences sectors; Operating in fragmented markets; Proven business model with a strong growth trajectory and leadership potential; Located in Europe; Recurring revenues; EBITDA margin 10%; EBITDA between €1m-€3m.

Location: France

301596 - UK PE Firm Click to Enquire		
The Acquirer	Acquisition Criteria	
 UK MBI candidate; Sources capital from a consortium of Swiss family offices; Takes majority stakes; Invests between £3m-£8m per deal; Previous experience in the education sector; Operates across the UK. 	 Sectors of interest include education, training and care; Located in the UK; Minimum 2-3 years of revenue growth; EBITDA between £2m-£10m. 	

The Acquirer	Acquisition Criteria
 UK search fund; Sources capital from institutional investors, family offices and private and public funds; Previous experience in the healthcare, technology and manufacturing sectors; Backs MBOs, retirement sales and ownership changes; Takes majority stakes; Provides operational roles; Targets long-term investments; Invests across the UK and Europe. 	 Sectors of interest include healthcare medical and pharmaceutical; Recurring revenues; Must be profitable; EBITDA between £1m-£3m; Located in the UK and Europe.

Location: England

278024 - E-commerce Platforms Click to Enquire		
The Acquirer	Acquisition Criteria	
 UK growth partner and capital investor; Sources capital from private equity investors; Completed three investments; Previous experience in the beauty and nutrition sectors; Takes majority and minority stakes; Actively supports existing management teams; Invests across the UK, Europe and the US. 	 E-commerce platforms; Preference for businesses operating in the beauty, nutrition and longevity sectors; Must have significant growth and development potential; Located globally, preference for the UK, Europe and the US; Turnover between £15m-£40m. 	