

## **NEWLY ENGAGED BUYERS**

WITH £1m+ EBITDA CRITERIA

**JUNE 2025** 

#### **Sectors Featured Include:**

Construction, Financial General, Health/Pharma, ICT, Industrial General, Recruitment, Soft FM, Support Services, Transport, Travel & 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

- CONSTRUCTION
- FINANCIAL GENERAL
- HEALTH/PHARMA
- ICT
- INDUSTRIAL GENERAL
- RECRUITMENT
- SOFT FM
- SUPPORT SERVICES
- TRANSPORT
- TRAVEL

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

GENERALIST

#### CONSTRUCTION

289693 - Construction & Engineering Consultancy Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>Finnish employee-owned;</li> <li>Group of construction and real estate companies;</li> <li>Offers an extensive range of construction design, build, management, consultancy and digital services;</li> <li>Located in the Nordics and the UK.</li> </ul>	<ul> <li>Providers of construction and engineering consultancy services;</li> <li>Located in Europe;</li> <li>Minimum EBITDA €1m.</li> </ul>

**Location: Finland** 

277250 - Civil Engineering Services Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>US PE-owned;</li> <li>Provider of civil engineering consultancy services;</li> <li>Offers project management and design engineering services;</li> <li>Headquartered in Spain.</li> </ul>	<ul> <li>Providers of civil engineering design and project management services;</li> <li>Focused on the urban mobility, water and energy verticals;</li> <li>Located in the US, with a preference for Southern states;</li> <li>Turnover between US\$25m-US\$75m;</li> <li>Minimum EBITDA margin 12%.</li> </ul>

**Location: Spain** 

#### FINANCIAL GENERAL

306141 - Tax, VAT & GST Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>XASX-listed;</li> <li>Provider of tax services;</li> <li>Offers proprietary FinTech software and tax compliance and tax reclaims services;</li> <li>Operates globally.</li> </ul>	<ul> <li>Providers of VAT and GST tax services;</li> <li>No interest in FinTech companies;</li> <li>Preference for large corporate customers;</li> <li>Located in Europe and Australia;</li> <li>Turnover between £1m-£10m;</li> <li>Must be profitable.</li> </ul>

**Location: Israel** 

# HEALTH/PHARMA

276458 - MedTech & LabTech Services Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>XSTO-listed;</li> <li>Group of life sciences companies</li> <li>Acquires profitable, market leading niche companies;</li> <li>Specialises in LabTech and MedTech companies;</li> <li>Runs a decentralised business model;</li> <li>Current portfolio of 12 companies;</li> <li>Located in Europe.</li> </ul>	<ul> <li>Distributors of medical equipment and devices;</li> <li>Management and key personnel willing to stay;</li> <li>Located in Europe;</li> <li>Maximum turnover €50m;</li> <li>Minimum EBITDA margin 10%.</li> </ul>

**Location: Sweden** 

### ICT

277250 - IT Service Providers Click to Enquire 🖂	
The Acquirer	Acquisition Criteria
<ul> <li>US PE-owned;</li> <li>Provider of IT consultancy services;</li> <li>Offers application development and maintenance, BPO and digital transformation services;</li> <li>Headquartered in Spain.</li> </ul>	<ul> <li>Providers of IT services;</li> <li>Including Cloud, data analytics, cybersecurity, AI, IoT and robotic process automation services;</li> <li>Located in Spain;</li> <li>Minimum EBITDA US\$2m;</li> <li>Minimum EBITDA margin 12%.</li> </ul>

**Location: Spain** 

276186 - Industrial Network Solutions Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>XNYS-listed;</li> <li>Manufacturer and retailer of signal transmission solutions;</li> <li>Includes cables, connectors, network and wireless solutions;</li> <li>Serves customers across a range of sectors;</li> <li>Operates globally.</li> </ul>	<ul> <li>Industrial network solutions;</li> <li>Including cord sets, connectors, components, MPLS-TP, hybrid connectivity and wireless products;</li> <li>Technologies including edge computing and IoT;</li> <li>Network-as-a-Service companies;</li> <li>Located in North America and Europe;</li> <li>Turnover between US\$50m-US\$150m;</li> <li>EBITDA between US\$900k-US\$10m;</li> <li>EBITDA margin between 18-20%.</li> </ul>

#### INDUSTRIAL GENERAL

295449 - Precision Engineered Components Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>XNSE-listed;</li> <li>Manufacturer of textiles and precision engineered components;</li> <li>Produces fabrics and textiles for the production of suits, shirts and jeans;</li> <li>Also produces key precision components for customers in the aerospace and automotive sectors;</li> <li>Offers steel files, drills, ring gears, flex plates, EV machined, and other critical engine, structural and system components;</li> <li>Exports products globally.</li> </ul>	<ul> <li>Manufacturers of precision engineered components;</li> <li>Focusing on the medical implant sector;</li> <li>Located in Europe and the UK;</li> <li>Revenue between US\$10m-US\$25m.</li> </ul>

**Location: India** 

287290 - German Industrial Holding Company Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>German industrial holding company;</li> <li>Operates six core divisions;</li> <li>Offers manufacturing, engineering, product development and assembly services;</li> <li>Operates production sites in Germany and China;</li> <li>Operates a global network of branches and distribution partners.</li> </ul>	<ul> <li>Providers of fluid engineering technologies and services;</li> <li>Equipment including pumps, agitators, compressors, grinders and filters;</li> <li>Services including spare parts, maintenance and repair;</li> <li>Serving customers in a range of sectors, including the water, chemicals, oil and gas, circular economy and industrial sectors;</li> <li>Located globally;</li> <li>Minimum EBITDA €3m.</li> </ul>

**Location: Germany** 

272943 - Climate Solutions Click to Enquire 🖂	
The Acquirer	Acquisition Criteria
<ul> <li>German family-owned;</li> <li>Manufacturer of climate solutions;</li> <li>Products include a range of (heating, cooling and ventilation, industrial energy concepts, commercial refrigeration solutions and hydrogen as an energy source;</li> <li>Also offers smart home solutions, allowing customers to control products through a mobile app;</li> <li>Designs refrigeration solutions for use in the medical, retail and hospitality sectors;</li> <li>Manufactures and distributes products globally.</li> </ul>	<ul> <li>Manufacturers of climate solutions;</li> <li>Offering heating, cooling, ventilation systems including refrigeration units;</li> <li>Located globally;</li> <li>Turnover between €50m-€100m.</li> </ul>

**Location: Germany** 

#### RECRUITMENT

2898 - Educational Services & Recruitment Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>Provider of educational services and recruitment services;</li> <li>Supplies classroom teachers, teaching and non-teaching support and nursery staff and government departments;</li> <li>Located in the UK.</li> </ul>	<ul> <li>Recruitment firms;</li> <li>Placing candidates into K12 education roles;</li> <li>Offering staffing, qualification, training services;</li> <li>Serving schools, government departments and US school districts;</li> <li>Located in the UK and the US;</li> <li>Minimum EBITDA £1m.</li> </ul>

#### SOFT FM

277769 - Managed Security Services Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>Pan-European PE-owned;</li> <li>Provider of integrated security services and solutions;</li> <li>Offers a suite of physical and cyber managed security services;</li> <li>Serves SMEs, private companies and public enterprises;</li> <li>Branches located across Italy;</li> <li>Operates internationally.</li> </ul>	<ul> <li>Providers of security services and solutions;</li> <li>Including business security, prevention, risk mitigation and physical and digital asset protection;</li> <li>Located in Europe;</li> <li>Minimum EBITDA €1m.</li> </ul>

**Location: Italy** 

253295 - Landscaping Services Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>UK PE-owned;</li> <li>Provider of landscaping and grounds maintenance services;</li> <li>Includes landscape maintenance, construction and pest control services;</li> <li>Serves customers in the corporate and private sectors;</li> <li>Operates across the UK.</li> </ul>	<ul> <li>Providers of grounds maintenance services;</li> <li>Offering winter gritting, soft landscape and landscaping construction services;</li> <li>Also offering interior and exterior plant displays;</li> <li>Providers of pest control;</li> <li>No interest in facilities management services;</li> <li>Located in the UK;</li> <li>Turnover between £500k-£50m.</li> </ul>

#### SUPPORT SERVICES

262058 - Technical Services Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>Pan-European PE-owned;</li> <li>Group of technical services companies;</li> <li>Offers a range of technical services, including product optimization, automation, M&amp;E installations, relocation, equipment maintenance, technical FM and green factory solutions;</li> <li>Serves customers operating in the smart factory, e-mobility and sustainable production and infrastructure sectors;</li> <li>Operates facilities across Europe, the Americas and Asia;</li> <li>Pursues a buy-and-build strategy.</li> </ul>	<ul> <li>Providers of technical services;         <ul> <li>Including installation, maintenance and repair (MRO), relocation and technical cleaning services;</li> <li>Focusing on production equipment;</li> </ul> </li> <li>Logistics services;         <ul> <li>Including empties management and intralogistics;</li> </ul> </li> <li>Technical facilities management services (TFM);         <ul> <li>Focusing on electrics, HVAC, clean rooms and energy management;</li> <li>Fluid management services and predictive fluid condition monitoring;</li> <li>Installation and maintenance of electrical and fire alarm systems;</li> </ul> </li> <li>Automation and engineering services;         <ul> <li>Including material handling, software and control integration, design and fabrication and PLC programming;</li> <li>Focusing on distribution and warehousing facilities;</li> </ul> </li> <li>Green factory services;         <ul> <li>Including installation, maintenance, consultancy and engineering services;</li> <li>Supporting climate change migration, decarbonisation and circular economy;</li> </ul> </li> <li>Electrical vehicle and battery services;         <ul> <li>Including installation, automation, inspection, repair and transportation services;</li> <li>Software and IoT;</li> <li>Focusing on predictive maintenance, smart condition monitoring, digital equipment capture and automated guided vehicle systems;</li> </ul> </li> </ul>

	<ul> <li>Operating in discrete manufacturing sectors, with no interest in oil and gas;</li> <li>Sectors of interest include aerospace, food and beverage, white goods, pharma, cleanrooms, distribution, warehousing and logistics, e-commerce, off-highway machinery and machine building;</li> <li>Located in Western Europe, CEE, the UK and North America;</li> <li>Minimum recurring revenue 50%;</li> <li>Revenue between €10m-€100m.</li> </ul>
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**Location: Germany** 

274876 - Training Providers Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>Australian privately-owned;</li> <li>Provider of healthcare education services;</li> <li>Offers paramedic vocational courses;</li> <li>Located in Australia.</li> </ul>	<ul> <li>Providers of training education and certification services;</li> <li>Offering B2B and B2C training;</li> <li>Online and in-person courses;</li> <li>Minimal revenue generated from government clients;</li> <li>No interest in coaching or consultancies;</li> <li>Located the UK, Australia, New Zealand, the US, Canada and Singapore;</li> <li>EBITDA between £500k-£4m.</li> </ul>

**Location: Australia** 

#### TRANSPORT

284028 - Freight Brokerage Services Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>US PE-owned;</li> <li>Provider of transport and logistics services;</li> <li>Offers freight forwarding, ground delivery, truck and customs brokerage, warehousing and other value-added logistics services;</li> <li>Operates globally.</li> </ul>	<ul> <li>Providers of freight forwarding and value-added logistics services;</li> <li>Serving customers in the e-commerce, retail, life sciences, industrials, perishables, and government sectors;</li> <li>Located in North America, Europe and Asia;</li> <li>Minimum EBITDA US\$5m.</li> </ul>

#### TRAVEL

254810 - Travel Management Companies Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>Irish privately-owned;</li> <li>Provider of travel management services;</li> <li>Offers leisure, online and business travel packages and services;</li> <li>Operates online;</li> <li>Located in the UK and Ireland.</li> </ul>	<ul> <li>Providers of specialist travel management services;</li> <li>Offering niche travel services;</li> <li>Providers of travel trade services;</li> <li>Preference for online and call centre businesses;</li> <li>Located in the UK and Ireland;</li> <li>Turnover between €5m-€50m.</li> </ul>

**Location: Ireland** 

#### GENERALIST

302304 - UK PE Firm Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>UK PE firm;</li> <li>Backed by own funds and private investors;</li> <li>Takes majority stakes;</li> <li>Provides management if required;</li> <li>Flexible deal structure;</li> <li>Targets long-term investments;</li> <li>Previous experience in the e-commerce, retail and logistics sectors;</li> <li>Operates across the UK.</li> </ul>	<ul> <li>Sector agnostic;</li> <li>Providers of B2B services;</li> <li>Operating in a niche sector;</li> <li>Strong second-tier management team in place;</li> <li>Located in England, Wales and Scotland;</li> <li>Recurring revenues;</li> <li>Annual revenue between £5m-£25m;</li> <li>EBITDA between £1m-£5m;</li> <li>Minimum EBITDA margin 15%.</li> </ul>

**Location: England** 

293992 - US PE Firm Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>US PE firm;</li> <li>Investment arm of a global manufacturing and consulting firm;</li> <li>Invests in small- and medium-sized companies;</li> <li>Completed over 13 investments;</li> <li>Previous experience in the capital and component equipment, and professional services sectors;</li> <li>Takes majority stakes;</li> <li>Pursues buy-and-builds;</li> <li>Invests across North America and Europe.</li> </ul>	<ul> <li>Sectors of interest include manufacturing and professional services;</li> <li>Including highly engineered products, components and associated and professional services;</li> <li>Founder- and family-owned;</li> <li>Located in North America and Europe;</li> <li>EBITDA between US\$1m-US\$20m.</li> </ul>

he Acquirer	Acquisition Criteria
UK search fund; Sources capital from personal equity and private funds; Previous experience in the financial and business services sectors; Backs retirement sales and ownership changes; Takes majority and 100% stakes; Actively supports existing management teams; Targets long term investments; Invests across the UK and France.	<ul> <li>Sectors of interest include support services, business services, and techenabled services;</li> <li>Management team in place;</li> <li>Located in the UK and France;</li> <li>Recurring revenues;</li> <li>Must be profitable;</li> <li>EBITDA between £1.5m-£7.0m.</li> </ul>

**Location: England** 

263242 - UK PE Firm Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>UK PE firm;</li> <li>Sources capital from pension funds, insurance companies, family offices, endowments, foundations, consultants and fund of funds;</li> <li>Takes majority and minority stakes;</li> <li>Backs buy-outs;</li> <li>Over £6bn under management;</li> <li>Located in the UK.</li> </ul>	<ul> <li>Sectors of interest include services, healthcare, specialised industrials and consumer and food production;</li> <li>Strong management team;</li> <li>Located in Europe;</li> <li>EV between £125m-£1.25bn;</li> <li>Minimum EBITDA £7m.</li> </ul>

The Acquirer	Acquisition Criteria
<ul> <li>US PE firm;</li> <li>Invests in the aerospace and defence, maritime, government industries, and environmental and technical services sectors;</li> <li>Experience in corporate divestitures and buy-outs;</li> <li>Takes majority and minority stakes;</li> <li>Located in the US.</li> </ul>	<ul> <li>Sectors of interest include aerospace and defence, maritime, environmental and technical services;</li> <li>Located in North America and Western Europe;</li> <li>Minimum EBITDA US\$10m.</li> </ul>

**Location: USA** 

310313 - UK Search Fund Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>UK search Fund;</li> <li>Sources capital from personal funds;</li> <li>Previous experience in the engineering, manufacturing, technology and healthcare sectors;</li> <li>Backs retirement and succession sales;</li> <li>Takes majority stakes;</li> <li>Provides an operational role;</li> <li>Targets long-term investments;</li> <li>Invests across England.</li> </ul>	<ul> <li>Sectors of interest include products, manufacturing, distribution, healthcare products and technology;</li> <li>Located in the UK;</li> <li>Recurring revenues;</li> <li>Must be profitable;</li> <li>EBITDA between £700k-£2.5m.</li> </ul>

310127 - UK Search Fund Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>UK search fund;</li> <li>Sources capital sourced from a group of HNWIs;</li> <li>Previous experience in the healthcare, financial and business services and pharmaceutical sectors;</li> <li>Backs retirement sales;</li> <li>Takes majority and minority stakes;</li> <li>Provides an operational role;</li> <li>Targets long-term investments;</li> <li>Invests across the UK and Ireland and Europe.</li> </ul>	<ul> <li>Sectors of interest include healthcare, life sciences, biopharma and pharmaceuticals;</li> <li>Located in the UK, Ireland and Europe;</li> <li>Recurring revenues;</li> <li>Must be profitable;</li> <li>Minimum EBITDA £1.5m.</li> </ul>

**Location: England** 

262163 - Pan-European PE Firm Click to Enquire	
The Acquirer	Acquisition Criteria
<ul> <li>Pan-European PE firm;</li> <li>Invests in established businesses with highly defensive market positions;</li> <li>Pursues a buy-and-build strategy;</li> <li>Manages c.€2.3bn assets;</li> <li>Operates across the UK and Europe;</li> <li>Equity cheque between €50m-€150m.</li> </ul>	<ul> <li>Sectors of interest include consumer, leisure, industrials, energy transition, TMT, business services and healthcare;</li> <li>Located in the UK;</li> <li>EV between £100m-£1bn;</li> <li>EBITDA between £10m-£35m.</li> </ul>

**Location: United Kingdom** 

287223 - US PE Firm Click to Enquire 🖂	
The Acquirer	Acquisition Criteria
<ul> <li>US PE firm;</li> <li>Invests in business service providers and traditional sectors;</li> <li>Takes a controlling stake;</li> <li>Targets long-term investments;</li> <li>Located in the US.</li> </ul>	<ul> <li>Providers of business services;</li> <li>Located globally;</li> <li>EBITDA between US\$5m-US\$25m;</li> <li>Conservative growth.</li> </ul>