



MAPOGOS CAPITAL

Investment Criteria

Acquisition criteria for UK SMEs



Criteria

Geography	United Kingdom. Selective interest in Ireland and continental Europe.
Ownership	Founder-led or family-owned companies, and non-core subsidiaries of larger groups.
Revenue	£1m to £10m.
EBITDA	Up to £1.5m. Loss-making businesses considered where the cause is operational and the balance sheet is solvent.
Enterprise value	£1m to £7m.
Trading history	Three years or more.
Sector	Sector agnostic. Preference for B2B services, specialist manufacturing and distribution. Property, regulated financial services and early-stage technology excluded.

Situations

Underperformance. Succession.
Founder dependency.
Constrained growth. Non-core
carve-out.

Transaction

Control positions. Cash at
completion, with deferred
consideration or earn-out where
appropriate. Vendor rollover
available. Equity-led funding.

Process

Introduction, information,
indicative offer within 15 working
days, completion 8 to 12 weeks
from heads of terms. Every
submission answered within five
working days.

Submit an opportunity

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