

# Newable Capital

We provide investment to help profitable, well-established UK SMEs through the succession journey from founding shareholders to an ambitious management team.

**Newable**



**Newable Capital provides MBO funding in the sub-£3m EBITDA SME market, providing a genuine alternative to a trade sale.**

**WHAT WE DO**

We support companies through the business transfer from founding/owner shareholder(s) to the incumbent management team.

We are particularly focused on transactions in our core sectors with EBITDA between £500k and £3m where we acquire a majority equity stake alongside providing debt support.

We provide long term support of 5-8 years to help the management team deliver the next phase of growth — we expect the company's revenue to at least double during this period.

**OUR CRITERIA**

**Sectors**

- Business Services
- Manufacturing
- Engineering
- Technology

**Financial Criteria**


- EBITDA range: £500k-£3m
- Recurring and stable revenue over the last 3 financial years
- EBITDA margin: minimum 10%

**Scenario**

- Founder(s) or main shareholder(s) is/are retiring
- Incumbent management team in place for more than 18 months
- Attractive and growing market
- Non-cyclical activities
- Diverse client base with revenue concentration per client below 20%
- UK based company

**Our Requirements**

- We take a board seat in the company to help establish and support the management team's growth strategy
- We encourage companies to engage external advisors to ensure full transparency during the transaction.
- We only provide funding where the incumbent management team also invest and take a minority equity stake.



As Newable invests its own capital and does not report to any external shareholder, our investment team can progress swiftly.

#### HOW WE WORK

- 1. Review company information**  
We assess the investment opportunity and ensure the business fits our investment criteria.
- 2. Understand the aspiration**  
A meet and greet with the advisor and client will establish if we might be able to help.
- 3. Strategic review**  
The provision of additional information - i.e. financials, product sales, etc – aids our understanding of the business potential.
- 4. Preparing the offer**  
A follow on meeting with the business owner(s) and the existing management team enables our investment team to shape an attractive proposition that should work for all parties.
- 5. The term sheet**  
Agree heads of terms that work for everyone.
- 6. Due Diligence & completion**  
A period of exclusivity and due diligence. Subject to a satisfactory assessment and completion of legals, we proceed to complete the transaction.
- 7. Follow on Support**  
As a part of our Newable Capital portfolio, we will provide ongoing support and monitoring to enable the business to accelerate its growth strategy/plans.

#### WHY WORK WITH US

We will support our portfolio companies to deliver enhanced growth:

- Our unique export relationship with the Department of International Trade (DIT) in the UK and international embassies abroad can help accelerate business development in key markets.
- Our high-skilled resource of sector experts will provide mentorship and industry expertise.
- Our suite of back-office services (i.e. I.T, Finance, Sales, HR) will allow the management team to focus on the execution of sales and client / customer management.



**Newable Capital is part of Newable.  
Our mission is to help companies working at  
the heart of the economy thrive. We do this  
by providing a portfolio of services covering  
funding, professional support and workspace.**



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