

● Who We Are

Abacus Partners is a privately held investment firm that seeks to acquire and actively manage an established private company in the United Kingdom. With significant investment and operational experience, Abacus Partners represents the capital and expertise of an accomplished group of entrepreneurs, investors, and managers. We are seeking a single investment and our intention is to actively grow and develop the company we invest in.

Abacus Partners was formed with the specific purpose of long-term value creation in a private, small to mid-market company. Our goal is to provide owners and managers with an attractive exit option and the opportunity for their businesses to enter a new phase of expansion, while ensuring the company's legacy. By providing growth capital, full-time active management and a change in ownership structure, we aim to unlock significant business value and realise superior top and bottom line growth.

Our typical acquisition targets are well-established, profitable IT-related businesses with recurring revenues of £5m to £20m, with predictable cash flows and sustainable competitive positions in growing markets. We actively consider both standalone companies and divisions being divested by larger corporations. Our preference is to take outright ownership or a controlling stake in our acquisition. We are unlikely to consider turnaround or startup opportunities.

● Investment Criteria

Targeted Fundamentals

- Growing industry or industry with discernible opportunities for growth and value creation;
- Defensible market positions and / or competitive advantage;
- Diverse customer base with high retention rates;
- Experienced, driven middle management;
- Motivated seller.

Targeted Financial Metrics

- £5m - £20m annual revenue;
- EBITDA margins of 15% or higher;
- 3+ years of consistent profitability and recurring revenue streams;
- History of positive, stable cash flows;
- Low ongoing capital expenditure requirements;
- Total acquisition value £10m - £30m.

Preferred Sectors

- Software, IT services, Internet, Back-office / IT Outsourcing; and/or
- Service providers to growth sectors in the economy, including healthcare, energy/utilities, life sciences, high-tech and business services; and/or
- Opportunities where information technology can be leveraged to generate significant bottom-line business value.

● Contact Information

If you are thinking about selling your business, or know of anyone who might be interested in discussing a suitable acquisition opportunity, we invite you to contact us:

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For further information, please visit: <http://www.abacuspartners.co.uk>