



# INFRANOVA CAPITAL

Acquisition criteria — for advisers and intermediaries

## WHO WE ARE

An operator-led investor acquiring founder-led UK industrial businesses.

## SECTORS

Industrial & Electrical Engineering • Specialist Manufacturing & Fabrication • Industrial Services & Infrastructure Support

## SIZE

Enterprise value roughly £2m–£10m.

## PROFILE

UK-based • 10+ years trading • consistent positive EBITDA and cash generation • no single customer ideally above 15–20% of revenue • skilled workforce and tangible assets or hard-to-replicate capability.

## SITUATIONS

Founder retirement and succession • full or partial sale • management buyout support • ownership transition.

## WHAT WE OFFER SELLERS

Certainty and pace • flexible structures (vendor finance, management rollover, transitional founder involvement) • structured 6–24 month handovers • independent underwriting via Pistis • hands-on operating support.

## OUR PROCESS

Initial screen: 1–3 days • preliminary evaluation: 1–2 weeks • due diligence: 4–8 weeks • negotiation and completion: 4–8 weeks.

## NOT FOR US

Pre-revenue or venture-stage businesses • businesses needing major turnaround capital • declining end markets without a credible plan • unresolved legal or environmental liabilities.