

**AQB CAPITAL**  
**Succession plan and exit capital for your business**

**ABOUT US**

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AQB CAPITAL IS AN ENTREPRENEURIAL INVESTMENT FIRM ESTABLISHED TO IDENTIFY, ACQUIRE, AND ACTIVELY MANAGE A SINGLE, PROFITABLE, AND PRIVATELY-HELD MIDDLE-MARKET BUSINESS IN SINGAPORE, WHICH GENERATES \$0.5-2 MILLION OF EBITDA PER ANNUM. OUR TEAM COMPRISES SEASONED INVESTORS/OPERATORS.

**OUR FOCUS**

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We seek a controlling stake investment in a profitable business with demonstrable growth potential.

**COMPANY CRITERIA**

- Established Singapore Business
- Identifiable growth opportunities
- Excellent customer service
- High employee retention levels
- No distressed or turnaround businesses

**FINANCIAL CRITERIA**

- SG\$2 to SG\$15 million per an.
- SG\$0.5 to SG\$2 million EBITDA per an.
- EBITDA margins of 15% or greater
- Capital-light
- >70% recurring revenues

**SITUATIONAL CRITERIA**

- Owner seeks liquidity and/or exit
- Divestiture from larger business
- Owner seeks transition from daily management

**TARGETED INDUSTRIES**

- Business services
- Healthcare/Eldercare
- Education

**WHAT MAKES US DIFFERENT**

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- We differentiate ourselves in that our sole focus is to acquire and actively grow a single business.
- We are not fee-driven. Our success depends solely on our ability to deliver sustainable growth.
- We provide a flexible transaction and transition structure driven by the owners' needs.

**OUR TEAM**

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AQB Capital was founded by Marat Zalalov and is backed by over 20 business leaders who are seasoned investors, operators, and entrepreneurs with extensive experience in sourcing deals, structuring transactions, and operating middle-market businesses.

**Marat Zalalov, Principal**

Marat is a manager and entrepreneur with 7 years of experience in B2B, more than 500 negotiations with top managers of small, middle-sized and large companies, hundreds of employees interviewed and hired on the positions from office manager to CFO, and an experience of growing business from 4 people and no structure to 100+ people and 9 branches in 4 countries. He has co-founded, managed and successfully sold two companies in Workforce solutions industry.

Marat holds an MBA from INSEAD and Bachelor's in Electrical Engineering from TSTU

**We work closely with intermediaries and pay industry standard finders' fees for referrals. All material information is kept strictly confidential.**

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