



The 2025 bizval SMB report: Unpacking the current state of M&A for UK SMB's



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Executive summary

In 2025, the M&A ecosystem for UK SMBs is in flux. Shifting demographics, technological disruption, and evolving investor priorities are transforming exit and growth strategies – and this is creating new challenges and opportunities for the marketplace. This report unpacks the forces reshaping M&A dealmaking for small and medium-sized businesses in the UK (companies with turnover between £2m and £25m), offering actionable insights for owners, investors, and advisors navigating a rapidly changing market. The analysis reveals how macroeconomic trends, sector dynamics, and regulatory shifts are influencing transactions. Designed for decision-makers seeking to capitalize on 2025's unique opportunities, this report combines data-driven trends with frontline expertise to equip stakeholders with the foresight needed to navigate a complex, evolving market. It's the first region-specific report we've produced at [bizval](#) and we hope that readers can extract a lot of value from the insights we've discovered through a long and in-depth research process. If you enjoy the content or have any further comments or questions, we'd love to hear from you.

Graham Stephen (CEO of bizval)



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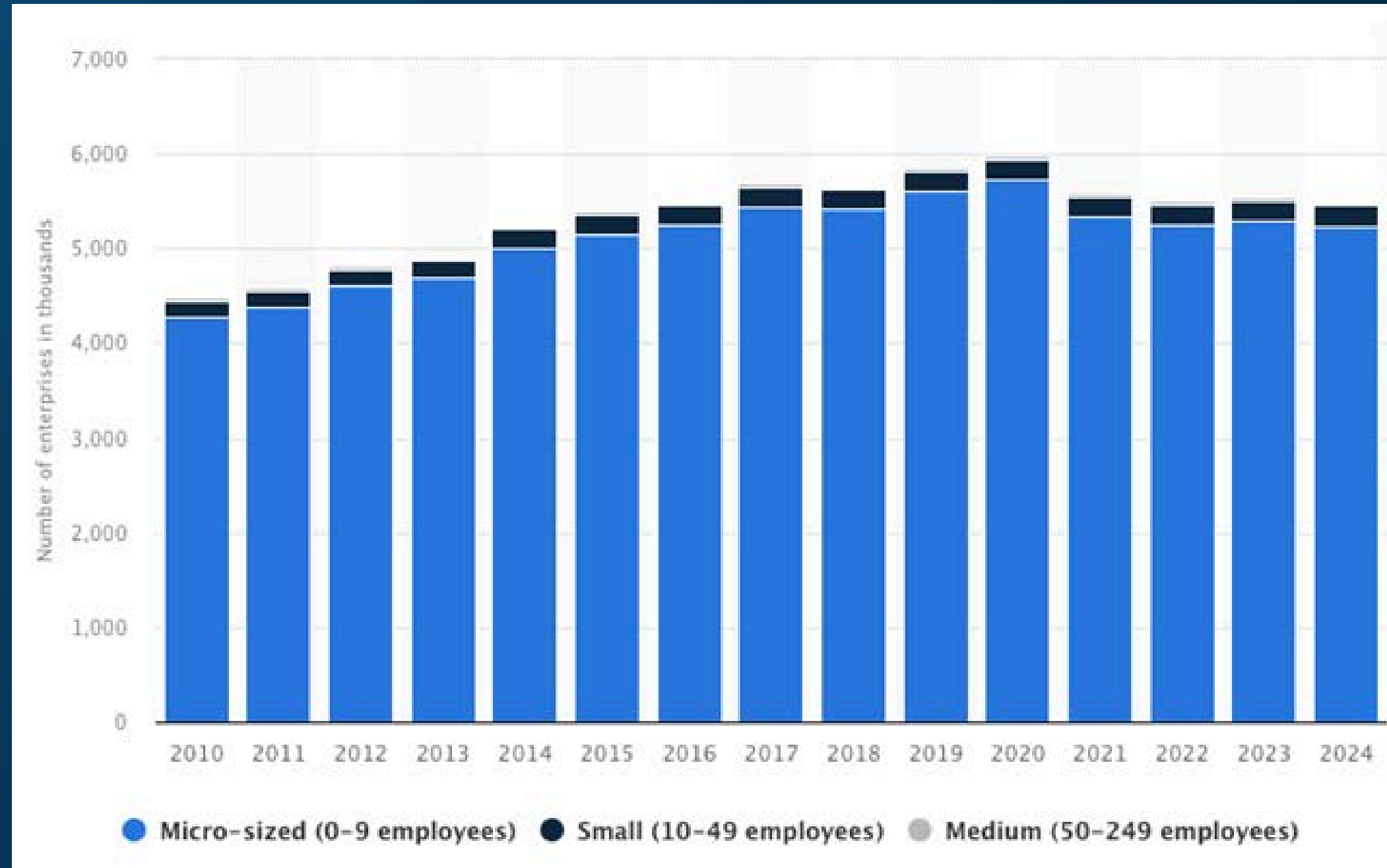
Market overview

The 5.45 million SMBs remain the backbone of the British economy, accounting for 60% of employment and 99.8% of UK businesses (FSB, 2024). However, the sector is facing many challenges. Many business owners are now approaching retirement age, and succession planning is becoming a critical issue.

This demographic shift, combined with a competitive marketplace, means that an increasing number of deals are being driven by the need to transition ownership.

Moreover, many SMBs have adapted their operating models post-pandemic, realigning processes and digital infrastructure to meet new market demands. While recovery from the pandemic has been largely achieved, lingering uncertainties continue to influence growth strategies and exit decisions.

Number of SMBs in the UK from 2010 to 2024, by size



Source: Statista

On the economic front, uncertainty remains a major theme. Although inflation has been gradually subdued and interest rates are slowly adjusting, high financing costs and cautious lending still affect SMB valuations.



Tim Stoller from TheGrowthEdge is seeing a lack of confidence from business owners looking to sell: *“From what I see, confidence is low and business owners are gritting their teeth in 2025 and just attempting to get through. M&A activity seems to be concentrated on fewer people with the cash to invest.”*

Politically, the landscape is slowly gaining stability following major elections and ongoing Brexit adjustments. Government policy is increasingly focused on creating an environment that supports both investment and the smooth transition of family-owned SMBs. At the same time, political debates over tax reforms and regulatory oversight continue to add an element of uncertainty, prompting some business owners to consider strategic exits as a way of realising value before any adverse changes take effect

Technologically, the rapid pace of digital transformation is influencing deal-making across the board. The adoption of artificial intelligence (AI) and data analytics is not only enhancing operational efficiencies but also reshaping competitive strategies. Many acquirers are seeking to integrate advanced technologies through M&A to modernise their offerings, improve customer engagement, and drive long-term growth. As SMBs strive to remain competitive in a tech-driven market, those that invest in digital infrastructure tend to attract higher valuations and more favourable deal terms.

This dynamic environment is prompting a cautious yet optimistic approach among buyers and sellers, setting the stage for a transformative year ahead.



“Despite ongoing economic and political uncertainties, I predict the UK M&A landscape in 2025 to be active, with deals continuing to be done. Sectors with strong fundamentals, such as technology, healthcare, and renewable energy, are likely to see sustained interest.. Private equity remains well-capitalised, and strategic buyers are still looking for acquisitions that provide synergies and growth opportunities. While macroeconomic conditions may create some hesitancy, well-prepared businesses with strong financials and clear value propositions will continue to attract buyers.”

– Phil Walker (Mettryx.com)



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Key drivers of M&A activity

As the M&A landscape evolves, our research shows that there are four key drivers that are currently propelling M&A transactions across the UK SMB market.

3.1 Digital transformation as a catalyst for strategic acquisitions

Digital transformation has emerged as a fundamental driver of contemporary M&A activity as businesses seek to rapidly enhance their technological capabilities to remain competitive.

UK enterprises increasingly recognise that organic digital development often proves insufficient to maintain market position and instead choose to pursue targeted acquisitions of specialised technology firms of similar scale.

Horizontal integration among technology-focused SMBs is also accelerating, as firms consolidate to achieve the scale necessary to compete with larger service providers. International benchmarks show that 41.63% of all M&A motives relate to horizontal integration (Jiang, 2019).

Complementary SMBs are combining to create more robust service offerings while maintaining their regional focus and client relationships.

3.2 Succession planning and intergenerational wealth transfer

The demographic profile of UK SMB ownership is also driving significant M&A activity. There are almost 1 million self-employed individuals over the age of 60 (Gray, 2024), and this is increasing every year - creating unprecedented pressure for ownership transition in the coming decade.

This demographic reality coincides with changing attitudes toward business succession as more and more owners are increasingly engaging in structured sale processes rather than informal transitions, recognising the value-creation potential of professional sale processes.

For many, phased exits have emerged as particularly favoured models, allowing founding shareholders to crystallise enterprise value while remaining involved during a transition period, addressing both financial objectives and the emotional considerations that often characterise small business ownership.

3.3 The expanding role of private equity and family offices

The UK private capital landscape for SMB transactions has diversified significantly, with traditional bank financing increasingly supplemented by specialist SMB investors, regional private equity firms, and family offices willing to engage with smaller transaction values.

The increases in regional private equity deployment into SMBs reflect both the maturation of the SMB investment ecosystem and the emergence of specialist investors specifically targeting businesses below the threshold of institutional private equity.

Family offices have also emerged as particularly active participants in the SMB market. These investors often favour sustainable cash flow characteristics and longer holding periods that align with the operational realities of smaller businesses.

This expanded SMB capital ecosystem has created many different options for small business owners considering ownership transitions, replacing the traditional binary choice between complete exit and continued ownership with flexible transaction structures including minority investments, management buyouts supported by external capital, and phased liquidity events structured over extended timeframes.

3.4 Strategic acquisitions for supply chain resilience and regional expansion

The combined impact of Brexit implementation, pandemic-related disruptions, and inflationary pressures has fundamentally altered how UK SMBs evaluate their supply chains and market presence.

These supply chain-driven acquisitions frequently involve smaller regional transactions, as SMBs seek to bring previously outsourced capabilities in-house.

In the food and beverage sector, for instance, producers have acquired packaging suppliers and logistics operations to ensure continuity of service, while engineering firms have secured component manufacturers to mitigate parts shortages.

We see this reflected in our internal data where over 50% of the businesses we work with are in need of improvements to their existing supply chain.

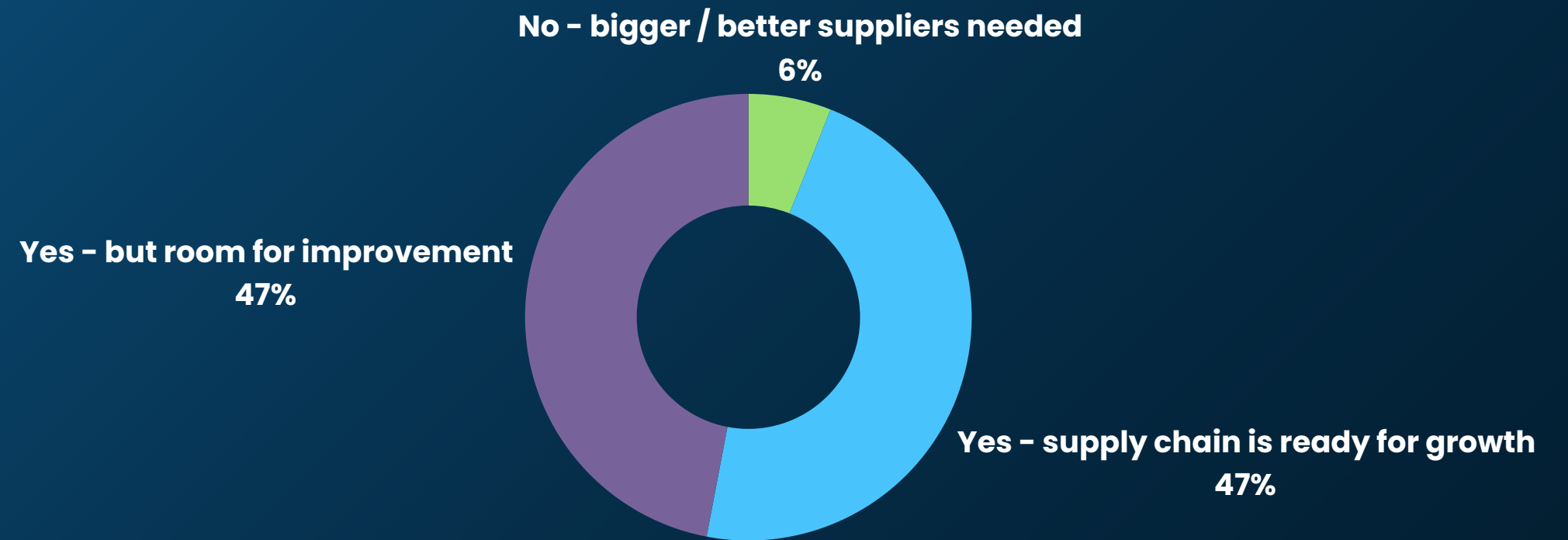


“Private equity-backed consolidators have emerged as a dominant force in acquiring quality SMBs. These buyers operate internationally with clear, growth-focused strategies.”

Success stories include Farner in the communications sector and Brainlabs in the digital industry, both of which illustrate the effectiveness of private equity-backed growth models.”

– [David Blois](#) (M&A Advisory)

Does the current supply chain support the strategy?



Source: bizval internal data

Regional expansion strategies are similarly driving SMB transactions, particularly among service-based businesses seeking to establish broader geographic footprints within the UK. The acquisition of complementary regional firms allows SMBs to expand their market presence while leveraging existing client relationships and local market knowledge – a strategy particularly evident in professional services, healthcare, and specialised retail sectors.

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Emerging M&A trends

Beyond the fundamental drivers shaping transaction volumes, several distinctive trends are emerging that promise to reshape how SMB transactions are sourced, evaluated, structured, and executed.

4.1 Growth of cross-border M&A involving UK SMBs

Cross-border transactions involving UK SMBs have accelerated markedly, reflecting both push and pull factors in the domestic and international markets.

UK SMBs are increasingly attracting international acquirers drawn to their technical expertise, established market positions, and potential for geographic expansion



Nick Bradley from [HighValueExit.com](#) explains: “Many of the UK deals are moving to the USA and UAE where the capital is seemingly abundant. Perhaps it’s a shame that we have to have external capital coming in, especially for the big exits, but it’s also a fact that the UK has made some poor decisions when it comes to capital gains and the tax regimes – making it harder for UK business owners to operate in the same way.”

For outbound transactions, UK SMBs are increasingly pursuing strategic acquisitions in key export markets to secure distribution channels, overcome regulatory hurdles, and establish local market presence. Particularly notable is the growing focus on Commonwealth markets such as Canada, Australia, and Singapore, where shared legal frameworks and business practices reduce integration complexity compared to other international jurisdictions.

The maturation of cross-border transaction capabilities among regional advisory firms has been instrumental in facilitating this trend. This democratisation of cross-border transaction expertise has profound implications for UK SMBs, creating viable pathways for international expansion that were historically accessible only to larger enterprises.

For businesses in specialised manufacturing, technical services, and software development, international acquisition strategies have become increasingly feasible components of growth planning rather than exceptional events.

M&A Outward: Value of disposals (£m)



Source: UK Office for National Statistics (Statistics, 2025)

4.2 Focus on ESG factors in valuations

Environmental, Social, and Governance considerations have evolved from peripheral concerns to central valuation drivers in UK SMB transactions. In a PwC survey, effective corporate governance ranks fourth (49%), and reducing greenhouse gas emissions ranks fifth (44%) in terms of investor priority (PwC, 2022).

This shift reflects both changing investor priorities and recognition of the commercial implications of ESG performance.

UK SMBs with demonstrable environmental credentials, particularly those with quantifiable carbon reduction achievements or circular economy business models, are commanding premium valuations in competitive sale processes.

Beyond environmental factors, social elements such as workforce diversity, community engagement, and supply chain ethics are increasingly featuring in buyer due diligence processes and influencing transaction outcomes.

However, many sellers are not meaningfully incorporating these factors into their frameworks.

Our internal data here at [bizval](#) shows that 56% of SMBs are not formally including ESG in their risk management thinking and that needs to change.

How do you include environmental, social, and governance issues (ESG) in your risk framework?



Source: bizval internal data

The governance dimension has particular relevance for owner-managed businesses, with acquirers placing increasing value on professionalised management structures, robust compliance frameworks, and transparent stakeholder communications.

SMBs that have proactively developed these governance capabilities are better positioned to navigate transaction processes and secure favourable valuations.

4.3 Rise in employee ownership trusts as an alternative exit route

Employee ownership trusts (EOTs) have emerged as an increasingly popular exit strategy for UK SMB owners seeking a legacy-preserving and tax-efficient way to transition their business (Watts, 2025). By transferring ownership to an EOT, founders can sell their shares to a trust managed on behalf of the employees, ensuring the business remains independent and retains its long-term identity.

This structure offers a number of benefits: it often provides favourable tax treatment—such as potential capital gains tax relief—and allows owners to unlock liquidity while still preserving the company's culture and ensuring employee engagement in its future success.

Moreover, EOTs can enhance workforce morale and productivity as employees gain a sense of ownership and responsibility for the business.

However, the process requires careful planning, with robust valuation, clear communication, and professional advice to navigate legal and tax complexities. Overall, the growing trend of using employee ownership trusts in the SMB sector reflects a shift towards more sustainable succession planning, benefiting both exiting owners and the employees who continue to drive the business forward.



Sector analysis

Reports like these can tend to over-generalise as there are always divergent trends across various sectors. As such, it's worth digging in a little bit to the sector level to get a better sense of where M&A activity is really happening on the ground.



5.1 High-growth sectors driving activity

Technology remains at the forefront of M&A activity as UK businesses and international acquirers seek to tap into digital transformation trends. The rapid adoption of artificial intelligence, cloud computing, and cybersecurity solutions is not only accelerating innovation but also creating a competitive imperative for companies to enhance their capabilities through acquisitions.

Buyers are increasingly targeting technology firms that offer scalable platforms, advanced software, and integrated digital solutions, positioning these deals as catalysts for broader market evolution.

Healthcare is another high-growth sector, driven by demographic trends, an aging population, and the increasing digitisation of care. M&A activity in this space is fuelled by the need to consolidate research and development capabilities, expand telemedicine offerings, and improve operational efficiencies.

Renewable energy, meanwhile, is emerging as a critical growth sector amid the global shift towards decarbonisation and sustainable practices. Government incentives, coupled with heightened investor interest in ESG (Environmental, Social, and Governance) criteria, are driving acquisitions in wind, solar, and energy storage technologies, as well as in innovative green infrastructure projects.

5.2 Sectors facing consolidation pressures

Conversely, traditional sectors such as retail and hospitality are experiencing significant consolidation pressures.

In retail, the convergence of low liquidity, disruptive digital competitors, and evolving consumer behaviours has forced many smaller and mid-sized players to explore merger opportunities as a survival strategy.

The decline in share liquidity and persistent underperformance of stock prices have rendered many retail businesses vulnerable to takeover bids, particularly in the junior market.

Similarly, the hospitality sector has been under pressure from rising operational costs, labour shortages, and shifting market demands. As consumer preferences evolve and regulatory challenges increase, businesses in hospitality are increasingly opting for consolidation to achieve economies of scale, share operational risks, and streamline their supply chains.

These pressures have led to a wave of strategic mergers and acquisitions, as both domestic and international investors look to capitalise on opportunities to create larger, more resilient market players.

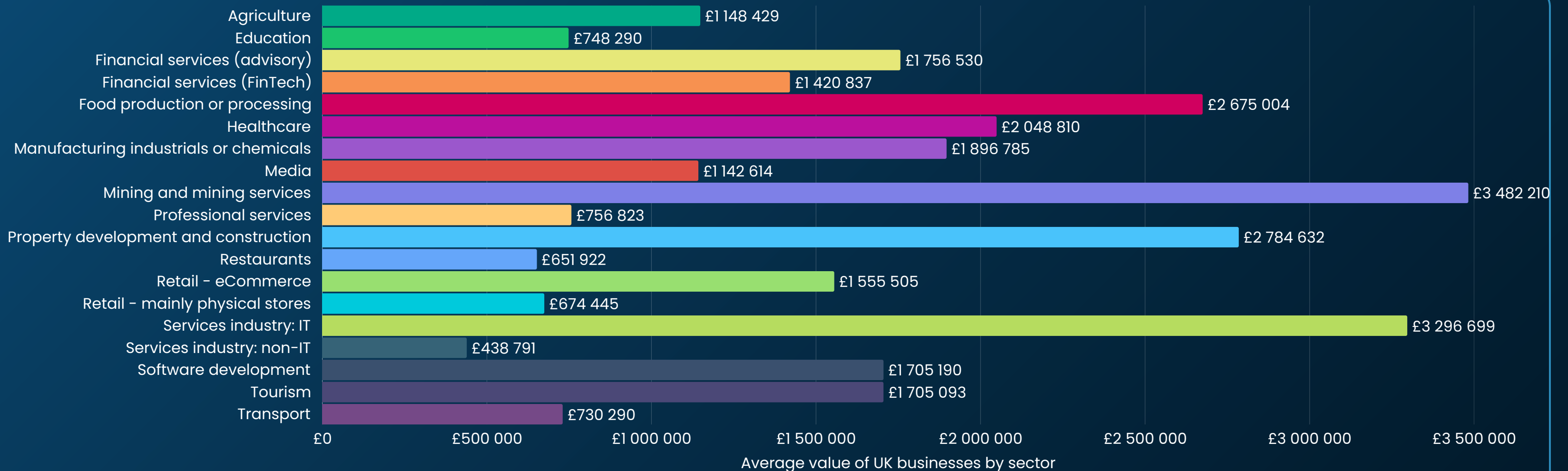
5.3 Regional hotspots for UK M&A activity

London continues to be the undisputed epicentre of UK M&A, attracting a broad spectrum of transactions across multiple sectors. Its robust financial services infrastructure, stable political environment, and deep talent pool make it a magnet for both strategic and private equity buyers.

However, other regions are also emerging as key hotspots for deal activity. The South East, with its strong concentration of technology and life sciences companies, is witnessing a surge in acquisitions, while the North West and Midlands are increasingly targeted for consolidations in manufacturing, industrials, and renewable energy.

Scotland is gaining traction too, particularly in sectors related to renewable energy and digital innovation, driven by supportive regional policies and strong local expertise.

Average company value by sector



Source: bizval internal data

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Challenges facing SMBs in the M&A process

While M&A presents significant opportunities for SMBs in the UK, numerous challenges can complicate transaction processes and potentially undermine value creation. Here are four critical challenges that we see in our work at [bizval](#).

6.1 Access to financing for acquisitions

Securing appropriate financing remains one of the most persistent challenges for UK SMBs pursuing acquisition strategies. Traditional bank lending for SMB acquisitions has become increasingly constrained, with lenders imposing stricter covenant packages, higher equity contribution requirements, and more conservative leverage multiples than in previous market cycles.

The financing landscape is particularly challenging for first-time acquirers without established acquisition track records or substantial balance sheet strength. Asset-light businesses in service sectors face additional hurdles, as lenders typically prefer transactions involving tangible asset bases that can serve as collateral.

Alternative financing structures have emerged to address these constraints, including vendor financing arrangements, earn-out mechanisms, and private credit solutions. However, these alternatives often come with higher costs and more complex structuring requirements than traditional senior debt.

For SMB owners considering acquisitions, the financing challenge necessitates longer transaction preparation timelines, more extensive relationship development with potential funding partners, and greater emphasis on developing robust, evidence-based business cases that can withstand increasingly stringent due diligence processes.

6.2 Valuation gaps and buyer/seller expectations

Misalignment between buyer and seller valuation expectations also represents a fundamental challenge. Sellers frequently anchor price expectations to peak market valuations or sector-specific transaction multiples that may not reflect their individual business circumstances, while buyers increasingly focus on normalised earnings and sustainable future performance. This valuation gap is particularly pronounced in businesses with recent performance volatility, whether pandemic-related disruptions or Brexit-associated market changes. Historical financial data that would typically inform valuation ranges has become less reliable as a predictive tool, exacerbating the challenge of reaching a consensus on fair market value.



John Sweeney, the creator of the [Business Exit Academy](#), expands on this: "There is still a tendency for sellers to 'overvalue' the business. An important evolutionary step is to leverage more widely valuation tools and insights (such as those offered by [bizval](#)). If more owners become aware of the mechanics of valuation they will sell their business much more quickly."

For SMBs without sophisticated financial planning capabilities, developing credible growth forecasts that can withstand buyer scrutiny represents a significant challenge.

6.3 Regulatory hurdles and compliance issues

The regulatory landscape for UK SMB transactions has grown increasingly complex, creating meaningful compliance challenges even for relatively straightforward acquisitions. Beyond the established framework of competition law, transactions now frequently trigger requirements under multiple regulatory regimes including data protection, sector-specific regulation, and the National Security and Investment Act.

For SMBs with limited in-house compliance capabilities, navigating these regulatory requirements presents a significant challenge. The compliance burden falls disproportionately on smaller businesses, which typically lack the specialised legal and regulatory affairs resources available to larger enterprises.



“Due diligence is becoming more onerous and time-consuming. It can and does take management’s focus away from the day-to-day management of the business. Owners need to prepare well and leverage the expertise of professional advisors to shield the rest of the company from the process so that they can focus on their core competencies during any M&A activity.”

– [Rupert Trevelyan](#) (Weybrook Business Brokers)

6.4 Talent retention and cultural integration post-merger

The human element of mergers and acquisitions presents perhaps the most nuanced challenge for UK SMBs. Talent retention and cultural integration have emerged as critical determinants of transaction success, particularly for businesses where intellectual capital and customer relationships are primary value drivers.

SMBs face particular challenges in this area, as their organisational cultures are often closely aligned with founding leadership and may lack the formal articulation and embedding that characterises larger enterprises. The personal relationships and tacit knowledge that drive many small business operations can be difficult to preserve through ownership transitions. This goes hand in hand with the transfer of organisational knowledge.



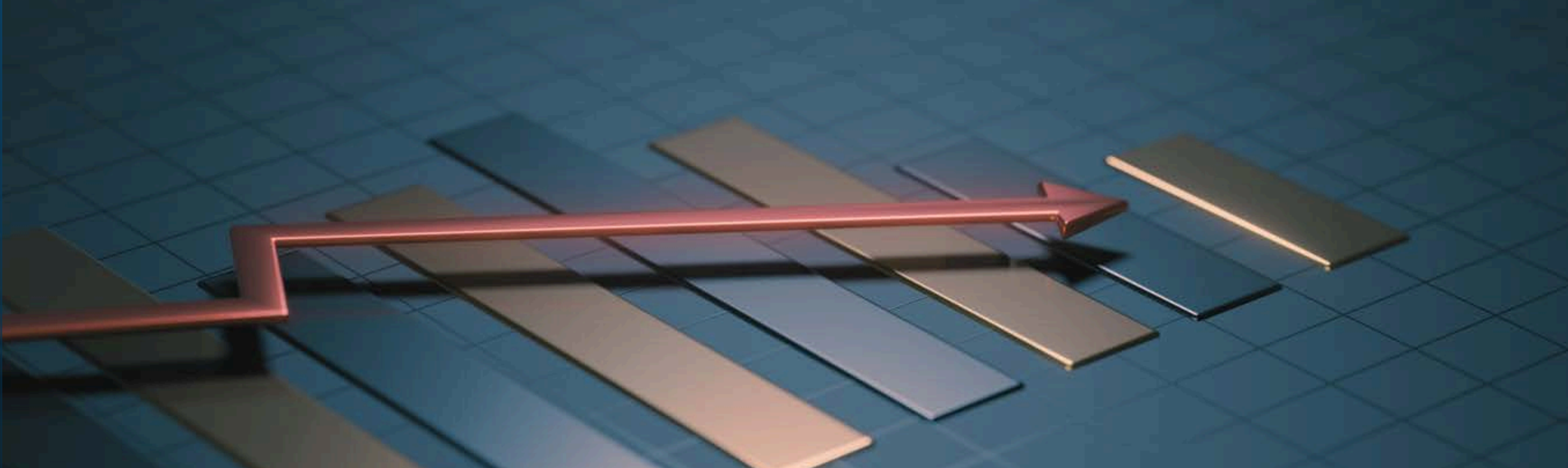
As [Henry Campbell Jones](#) of [Hornblower Business Brokers](#) explains: *“The seller’s ability to achieve proper knowledge transfer is critical. Think about how a buyer will run your business and what they would need to know in order to do it successfully. Then your job is to package up this information in a way that mitigates the integration risk that comes with jumping into an existing business.”*

Competitive talent markets in key sectors such as technology, professional services, and specialised manufacturing create additional retention challenges. Key employees may perceive acquisition as an opportunity to explore alternative employment options, potentially undermining the intellectual capital and customer relationships that justified the transaction valuation.

7

Valuation trends

Valuations are adjusting to reflect changing market dynamics.



7.1 Valuations are declining

Recent trends in the UK M&A market reveal a notable decline in valuations compared to previous years. Economic uncertainty, heightened regulatory scrutiny, and rising interest rates have exerted downward pressure on deal multiples. Investors are increasingly cautious, factoring in the potential risks of post-Brexit market volatility and geopolitical instability.

As a result, even well-performing SMBs are being valued more conservatively, with buyers demanding lower premiums. This contraction in valuations is prompting sellers to revisit their expectations and adjust their exit strategies. While lower valuations can create attractive buying opportunities, they also underscore the need for robust growth strategies and value enhancement initiatives.



Rob Goddard, a prominent investor and advisor envisages more prudent multiples across the ecosystem: *“More of the overall sale price will be offered as deferred consideration. Therefore, it’s crucial to create competitive tension between buyers, which not only will increase prices paid, but also provide the seller with options. Sellers need to ensure that they appoint someone to sell their business, who not only is experienced, but can bring half a dozen, or more, strategic purchasers to the negotiating table. Anything short of this is likely to mean selling a business at a significant discount.”*

7.2 Emphasis on recurring revenue models

Recurring revenue models have become a cornerstone of valuation analysis. Subscription-based or service-driven businesses offer more predictable, stable income compared to one-off sales.

This reliability reduces perceived risk and provides a clearer forecast of future earnings, acting as a buffer against economic volatility. As a result, investors are willing to pay higher multiples for companies that can demonstrate consistent, recurring revenue.

7.3 Adjusting for intangible assets

Adjustments for intangible assets are now critical in SMB valuations. Traditional metrics focused largely on tangible assets and historical performance. However, with digital transformation reshaping industries, non-physical assets—such as brand equity, customer loyalty, and intellectual property (IP) — have taken center stage.

These assets are recognized as key drivers of long-term competitive advantage.

7.4 Growing ecosystem of professional valuation advisors

More and more SMBs are realising that engaging a professional, external valuation firm is essential for understanding the true worth of their business. An objective valuation provides a data-driven assessment that goes beyond owner expectations or internal estimates, ensuring credibility in negotiations with buyers, investors, or lenders.

Independent valuation experts use industry benchmarks, financial modelling, and market trends to provide an accurate and defensible valuation, taking into account both tangible and intangible assets such as brand strength and intellectual property. Additionally, professional valuations help businesses identify value-enhancing opportunities—whether by improving operational efficiency, diversifying revenue streams, or strengthening recurring income models.

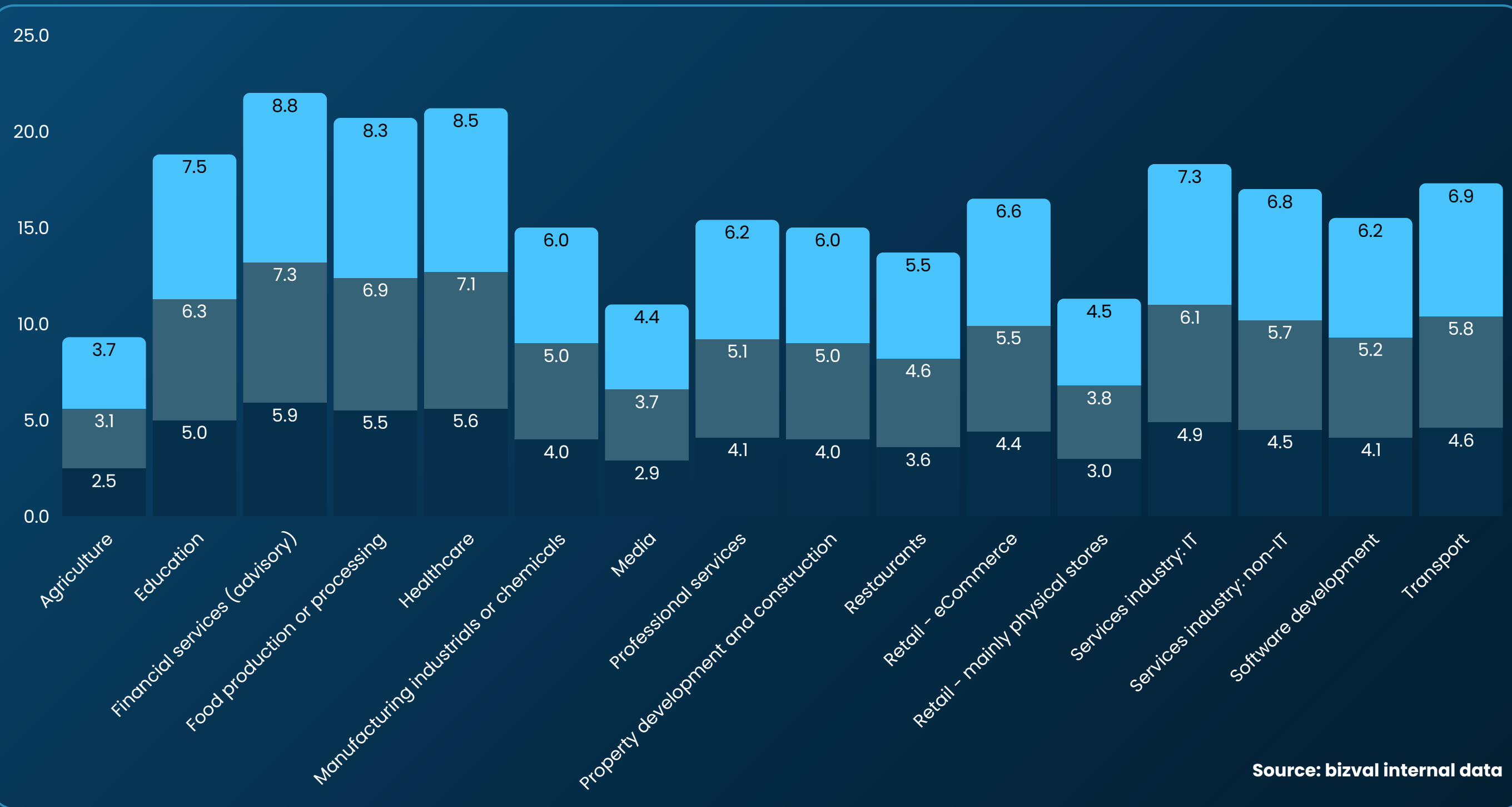
In a market where buyers are becoming more selective and valuations are under pressure, an independent valuation ensures that sellers enter negotiations with a clear, realistic understanding of their company’s position, ultimately leading to stronger deal outcomes.



“It is so important to get an independent 3rd party assessment of your business. By looking outside of your circle, you can break the confirmation bias and come to grips with the reality of the marketplace. Don’t bury your head in the sand.”

– Julie Wilkinson (Wilkinson Accounting Solutions)

EBITDA multiple range and mid-point by sector





8

Advisory insights

Based on our market research and in-the-trenches experiences with our clients, here are our key pieces of advice for those SMB owners who are looking to sell their UK businesses.

8.1 Start with a clear strategy

- Define your objectives – whether it's an exit, growth, or succession plan – and set a realistic timeline.
- Understand your business's strengths, weaknesses, and competitive edge before you enter the market.
- A clear strategy not only boosts buyer confidence but also helps you focus your efforts during negotiations.

8.2 Prepare your documentation in advance

- Organise your financial statements, legal records, and operational data well ahead of time.
- A robust preparation minimizes surprises during due diligence, ensuring a smoother process and more accurate valuation.
- Comprehensive documentation will also enhance your credibility with potential buyers.

8.3 Leverage professional advisors

- Engage accountants, solicitors, and specialised M&A advisors early on to guide you through the process.
- Advisors can help you spot hidden risks, negotiate better deal terms, and maintain objectivity when emotions run high.
- Their industry experience and deep networks often lead to more favourable outcomes and smoother integration post-transaction.

8.4 Timing is key

- Monitor market conditions and economic indicators closely; there's often a window when buyer demand is highest.
- Timing your M&A process during periods of market stability and favourable economic forecasts can lead to a higher valuation.
- Advisors can provide up-to-date market insights and advise on the optimal moment to approach potential buyers.

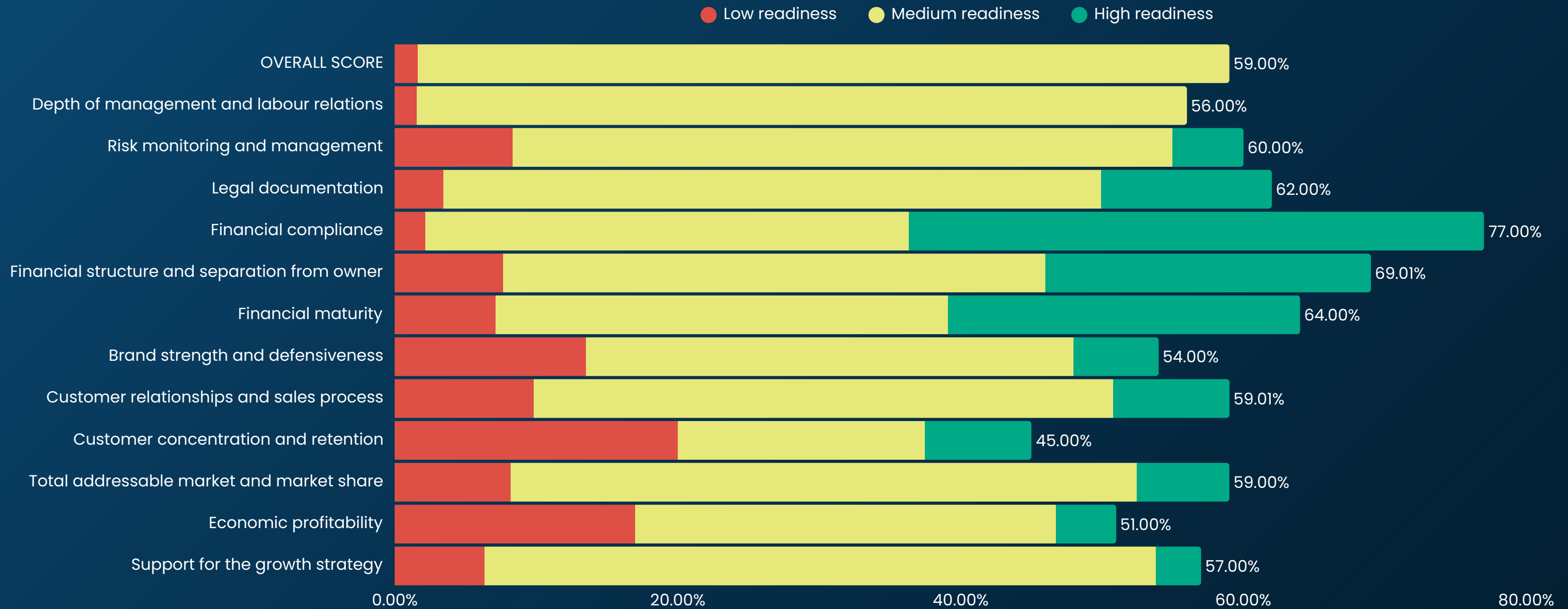
8.5 Use technology to streamline readiness

- Tech-enabled tools can simplify your preparation by automating data collection and document management.
- For example, solutions like ours here at bizval help you perform preliminary valuations and identify areas of your business that can be improved to increase your value and make your offering more compelling to buyers.
- Such tools not only save time but also provide valuable analytics that can enhance your strategic positioning.

8.6 Focus on cultural and operational alignment

- Beyond financials, prepare to demonstrate that your business's culture, operations, and customer relationships are robust and adaptable.
- This alignment is crucial for buyers who are concerned about integration challenges and long-term synergy.
- An advisor can help you articulate these aspects clearly in your pitch and documentation.

Degree of exit readiness



Source: bizval internal data

By following these tips, SMB owners can approach M&A with confidence and clarity, leveraging the skills and expertise of professional advisors from preparation and documentation to timing and integration.

Here at bizval, we focus on simple, but sophisticated valuation tools that give you the insight you need to achieve successful dealmaking. To give you a taste, here is a sneak peek at our internal exit readiness scorecard that shows the averages of our clients across a wide range of industries and geographies.

9

Predictions for 2026 and Beyond

As we cast our gaze toward 2026 and beyond, the trajectory of UK M&A activity appears poised for transformation. The patterns emerging in 2025 represent not merely cyclical fluctuations but structural shifts that will reshape the landscape for years to come.

As we cast our gaze toward 2026 and beyond, the trajectory of UK M&A activity appears poised for transformation. The patterns emerging in 2025 represent not merely cyclical fluctuations but structural shifts that will reshape the landscape for years to come.

The increased focus on digital capabilities will likely evolve into comprehensive digital integration strategies, with technology considerations becoming central to virtually all transactions rather than a separate category of tech-focused deals. SMBs that have invested in digital transformation will find themselves holding valuable currency in the transaction marketplace, while those that have neglected this imperative may face challenging valuation discussions regardless of their financial performance.

Simultaneously, the M&A advisory ecosystem serving UK small and medium businesses is undergoing its own metamorphosis. The traditional boundaries between accounting firms, corporate finance boutiques, and legal practices continue to blur as multidisciplinary approaches become increasingly essential. Regional advisory firms that have historically served local SMB clients are establishing cross-border capabilities through international alliances and specialised sector teams, challenging the dominance of London-based advisors. This democratisation of sophisticated transaction support represents a significant opportunity for regional businesses previously excluded from high-quality advisory services.

The businesses that will thrive in this evolving landscape will be those that view M&A not as isolated events but as integrated components of their strategic planning. For some, this will mean methodically building acquisition capabilities through smaller, manageable transactions before attempting transformative deals. For others, it will involve deliberately structuring their operations to appeal to specific acquirer categories when the time for exit arrives.



Conclusion

The UK SMB M&A landscape in 2025 reflects a market in transition—shaped by digital imperatives, generational shifts, and evolving investor appetites.

While economic headwinds and valuation pressures persist, the resilience of UK SMBs continues to shine through, driven by strategic adaptations in technology, governance, and cross-border collaboration.

At [bizval](#), we see this moment as both a challenge and an opportunity. The businesses thriving in today's market are those that recognize M&A not as an endpoint but as part of a broader strategic journey — one that demands preparation, transparency, and a clear-eyed understanding of value. Whether navigating succession planning, ESG integration, or cross-border complexities, the lesson is clear: success hinges on marrying operational excellence with proactive exit readiness.

Looking ahead, we remain committed to empowering SMBs with the tools and insights needed to unlock their full potential. The road to 2026 will reward agility, but also intentionality. For business owners, this means embracing valuation rigor, leaning into professional guidance, and recognizing that the most enduring exits are built long before the deal table — in the daily decisions that shape resilient, future-ready enterprises.

Thank you for reading this report. For any queries contact us at value.me@bizvalglobal.com



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