



Introduction

Welcome to our new report “The CFN Dealflow Briefing”, reviewing the various research findings and market trends across the world and in the UK, specifically reviewing what impact these will have for owner-managed businesses.

As ever, your local member firm of The Corporate Finance Network is best placed to advise on specific cases, sectors and likely values, so do speak to them early if you are considering an exit, an acquisition or a fundraise.

The Global & National Picture

Global M&A snapshot

Global dealmaking is showing a paradoxical picture. The third quarter of 2025 recorded very strong deal values but fewer transactions overall. According to [PitchBook](#), the Q3 2025 “Global M&A Report” signalled a rebound in value driven by large transactions, even as volume slipped.

At the same time, European M&A multiples had rebounded from a tariffs-driven slump in Q2. As noted by [ION Analytics](#)/Mergermarket, median EBITDA multiples in Europe rose from 7.9x in Q2 to 11.9x in Q3, getting back into line with the five-year average of 11.6x.

UK deal market activity

In the UK, the Experian [MarketIQ YTD 2025](#) review shows that while overall deal value has eased from 2024 levels, activity remains robust, particularly among SMEs. The report confirms 4,719 announced deals in the year to date, total value £132bn, with around 86% of disclosed-value transactions being SME-sized, demonstrating that the lower mid-market continues to drive national deal flow. Valuations remain sensible as mid-market multiples are more measured than in the 2021 peak, but show no signs of collapse, reflecting a disciplined, but active, buyer environment.

MarktoMarket’s [Q3 2025 Valuation Indices](#) echo this. Assessing over 1,300 UK deals, they report a small dip in the aggregate “All-Cap” multiple, driven not by weakening pricing but by sector mix, with fewer high-multiple TMT deals and a greater share of industrials and business services. Underlying multiples in OMB-heavy sectors remain stable, and volumes are broadly flat year-on-year.

How does this relate to OMBs? UK dealmaking remains resilient, active and opportunity-led, but increasingly selective on price. It will be key to identify what purchasers and investors in your sector prioritise. Use experienced deal advisers such as those in The Corporate Finance Network. Planning takes time, don’t leave it too late.

More information

Find details of our latest deals [here](#).

The listing of our member firms’ current businesses for sale & businesses wanted are in our Network Opportunities newsletter [here](#).

Your local member firm can support with any specific market deal research by sector or geography. Find your local member firm [here](#).

What creates value?

Businesses which are profitable, cash generative, growing and well-organised will always attract premium multiples.

Ask your usual contact at The CFN’s local member firm about the “Exit Planning Workshop”, so you can identify what specific steps you need to take to make your business more valuable & more attractive to buyers or investors.

Is now the time to buy?

With so many ageing business owners, there is a huge opportunity to acquire a business. You can add immediate revenue to your company overnight, along with assets, employees or other strategic advantages.

However, the vast majority of businesses are not ready for exit. So it takes patience & the right approach.

Ask your local member firm about the Acquisition Planning Workshop to refine your own strategy.

What are we seeing?

At The CFN, more owners are discussing a potential sale, due to them considering their business, personal & tax situations. A greater volume of astute business owners are also considering acquisition for the first time.

We expect 2026 to be very busy!

Recent Deal Completions



Dyke Yaxley shares the growth
with EMI success



TWP shows their professional
care in care home transaction



McBrides sparks the
establishment of an EOT



HGH ticks a winning number in
Bingo Hall transaction



Assynt Corporate Finance
blueprints a smooth succession



Nicholsons lends a helping
hand to charity finances



£600k Growth Capital Secured
for Recruitment Firm



Bevan Buckland advises on
£7.5m disposal of Project Rock



LEES turns the page on a new
chapter for marketing agency