



Market Update UK SME M&A

A general update about the broad landscape for M&A in the UK, focused on the SME market. Designed to provide business owners with an overview that will help answer the question: **Is this a good time to sell?**



➤ What is the market like?

Is it the right time to sell? How do I know the best time to go to market?

These are questions we are often asked, so in this update we will take a look at what has been happening in the world of deal making and what we might expect in 2026. This is a general update about the broad landscape for M&A, so we won't touch on individual industry sectors or specifics on preparing for sale and selling your business.

If you would like to discuss the specifics of your business sale and the market within which it operates, we would be happy to help and give you some feedback on the prospects for a successful transaction – be that in the short, medium, or longer term.

Alternatively, check out our other guides on these topics:

[How to Value a Business](#)

[Selling a Business – 5 key areas to consider](#)

[SELL - The 30-Minute Guide to Preparing Your Business for Sale](#)



UK M&A Market Summary

The UK M&A market in 2025 demonstrated clear strength, resilience, and depth of buyer demand, particularly for high-quality businesses. While overall deal volumes have moderated, capital invested has risen sharply, signalling a decisive



shift toward larger, higher-value, strategically driven transactions. For business owners, this is a highly favourable environment: buyers are active, well-funded, and increasingly selective, placing a premium on strong, well-positioned companies.



The Future?

Looking ahead, market confidence is building. While buyers remain disciplined, this discipline works in favour of well-run businesses with clear growth stories. Many advisors expect 2026 to see increased activity as confidence continues to return.