

# Acquisition Search: B2B Technology

## About the Acquirer

- UK privately-owned;
- Serial acquirer of B2B technology businesses;
- Values targets between 1-2x ARR (annualised realised revenue);
- Track record of scaling businesses internationally;
- Rapid transaction speed with ability to close deals quickly;
- Controlling stake with the potential to reduce to a minority stake over time.

## Acquisition Criteria

- B2B technology businesses or resellers;
- Interested in both hardware and software;
- Businesses across all verticals including media, fintech, telecommunications, energy, healthtech, security, IoT, infrastructure, networking and data centres;
- Headquartered in the UK, Ireland or the Netherlands;
- Minimum recurring or repeat turnover of £1m;
- No limit on EBITDA and will consider negatives.

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