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2025

**ENTREPRENEURSHIP
THROUGH
ACQUISITION
AWARDS**

RECOGNISING THE ACHIEVEMENTS OF
SEARCHERS AND ACQUISITION ENTREPRENEURS

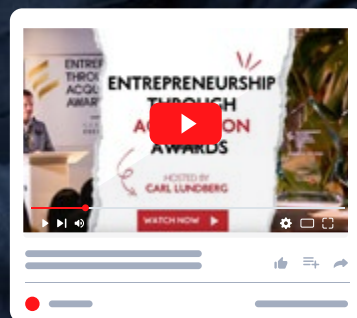


2025 ENTREPRENEURSHIP THROUGH ACQUISITION AWARDS

The inception of the ETA Awards stems from a profound belief in and passion for the transformative power of entrepreneurship through acquisition and the value it adds to the SME sector. My experience in this field has shown me the immense potential that lies in identifying, acquiring, and scaling businesses, and I am excited that I not only get to advise searchers on their journey, but also get to celebrate with them. The ETA Awards are more than just accolades; by highlighting the successes and innovations within our community, the ETA Awards aim to inspire the next generation of acquisition entrepreneurs, spread the word and help to cement a legacy for the sector.

Carl Lundberg

Carl Lundberg
CEO Gerald Edelman | Founder of ETA Awards



Watch
last year's
highlights



Read my article "Your Complete Guide to Search Funds"



KEY INFORMATION

DATE

Wednesday, 5 November 2025

VENUE

Landing Forty Two, 122 Leadenhall St, London EC3V 4AB

FORMAT

- | | |
|---------------|---|
| 18:30 – 19:00 | Arrival and welcome drinks |
| 19:00 – 20:00 | Networking, drinks, canapés and live magic
Accompanied by DJ, with special thanks to our Entertainment Sponsor, Found & Funded |
| 20:00 – 20:05 | Welcome speech
By Founder of the ETA Awards, Carl Lundberg |
| 20:05 – 21:00 | Awards ceremony commences
Hosted by special guest, comedian Aurie Styla |
| 21:00 – 23:00 | Awards ceremony concludes
Following the awards there will be an opportunity for photographs and interviews with the winners |

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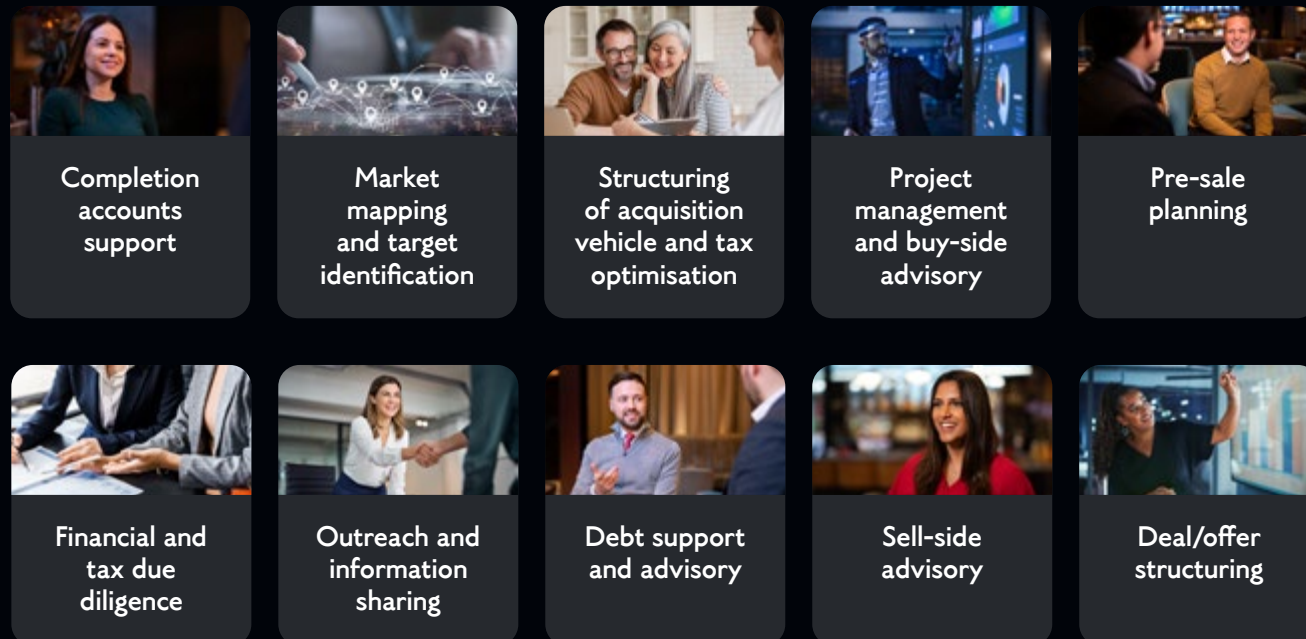
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SEARCH FUNDS NEWS
Exclusive Insights for Experts

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Our team have developed a leading reputation in the Entrepreneurship Through Acquisition community, having supported many searchers with transactions and structuring matters over the past few years.

We offer a comprehensive range of services, including:

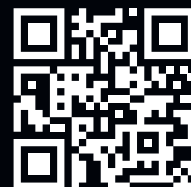


Our Corporate Finance team has the expertise and experience to support you through the entire transaction process to ensure you come away with the best possible outcome.

CONTACT OUR TEAM AND SEE HOW WE CAN SUPPORT YOU

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Proud to support the Gerald Edelman ETA Awards

Irwin Mitchell is delighted to be once again supporting the Gerald Edelman ETA Awards as sponsor of the Deal of the Year (Traditional) Under £10 million award.

The winning deal will showcase innovative strategies and measurable impact while pushing the boundaries of what's possible. As one of the UK's largest full-service legal advisory firms, we take the same approach to supporting our clients. Irwin Mitchell has been a trusted adviser to entrepreneurs and investors for over a decade and remains committed to supporting the ETA community.



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Supporting leading ETA-focused entrepreneurs, deal makers, and lenders, Marriott Harrison helps to back the industry-shaping ideas of the future.

We offer pragmatic, specialist legal M&A and banking advice to clients, with intimate understanding of buy and sell side M&A and PE.

Get in touch

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AWARD CATEGORIES



LENDER OF THE YEAR

Allica Bank

Triple Point

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DEAL OF THE YEAR (SELF-FUNDED)

Westmore Capital

Black Fox Invest

FB Investment Group

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DEAL OF THE YEAR (TRADITIONAL)

Agile Circuit
Technology Group

Wreeco
Mittelstandspartner GmbH

Aqua Capital Partners

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INTERN OF THE YEAR

Brian Wachira

Daniel Ewart

Adam Hutchinson

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SERIAL ACQUIRER OF THE YEAR

SK4 Holdings

Invincible Software Holdings

Kinetico Health

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ESG EXCELLENCE

Birch Faraday Capital

M&L Holdings

Northfield Under 5's Ltd t/a
Nurtured Childcare



MEET THE JUDGING PANEL



BRAMLEY JOHNSON

VICTORIAM EQUITY

Bramley is a Founding Partner of Victoriam Equity, a global fund dedicated to supporting searchers worldwide. He has spent over fifteen years immersed in the search fund community, advising and investing across five continents. Prior to founding Victoriam, he was Managing Director of Avanti Ventures, an established investment firm and backer of Europe's first search fund.

Based in Barcelona, Bramley previously directed the International Search Fund Center, leading major events including the International Search Fund Conference and European Investors Summit. He founded the European CEO Summit and Women in Search Forum and has contributed to publications, podcasts, and studies.



ALEX GLASNER

WORKPAYS

Alex is the MD of Workpays, an employability and skills training provider based in the Midlands with ten offices and over 100 staff. Alex acquired the company in 2021 through his search fund, Coniston Peak, which he set up in 2020, bringing together global investors to build a leading training provider. Since acquisition, the company has doubled its revenue and grown its reach and Alex now regularly writes for FE News, the industry's leading news outlet.

Before founding Coniston Peak, Alex worked in investment banking in New York. He started his career as a parliamentary aide for a senior Labour MP and subsequently worked at Citi in equity research and as Director of Strategy of New York Public Radio.



LISA CONMY

JMW

Lisa began her career as a Senior Crown Prosecutor in Greater Manchester before transitioning into marketing and business development, working with brands like Fidelity and Barclays. After qualifying as a business coach, she became Head of Entrepreneurial Services at Pannone LLP, helping SMEs and entrepreneurs with client services.

At DWF LLP, Lisa led Client Programmes globally, contributing to the firm's 2019 IPO. She later became Client Relationship Director at Taylor Vinters, where she developed a model for supporting entrepreneurs throughout their client journey. Now at JMW, Lisa focuses on achieving top-tier client satisfaction and expanding the client base.



Thought about putting your proprietary search on auto-pilot?

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Award:

Intern of the year

BizCrunch, is proud to sponsor the ETA Awards 2025.

By supporting the ETA movement, we hope to inspire others to enter the space and evolve this exciting emerging asest-class.

Why Search with BizCrunch?

Many SMB dealmakers waste valuable time stitching together numerous tools to find targets, run outbound, warm up inboxes, and track conversations. It's clunky, expensive, and slow.

Traditional Method The BizCrunch Way

- Financial Data-Provider
- Contact Enrichment
- Domain Registrar
- Inbox Hosting
- Warm-Up Service
- Email Automation
- Letter Posting Costs
- AI Analysis
- CRM Kanban

Your Integrated Deal Engine:

- Fast, Intuitive Search
- Direct PSC owner contacts
- Integrated Personalised Mailbox Setup
- Automated Email Campaigns
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- AI Sentiment Analysis
- Deal Pipeline Tracker

Total: >\$400/month

Total: from \$200/month

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Built for Deals, Not Just Data

BizCrunch isn't just a database—it's your end-to-end transaction tool-suite.

- Curated UK SMB opportunities across industries
- Verified owner contacts, not only company financial info
- Smart outreach that actually gets replies* (average 8% response rate)
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BizCrunch helps you move faster, cut the noise, and close with confidence.

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WITH CARL LUNDBERG

The Found & Funded Podcast

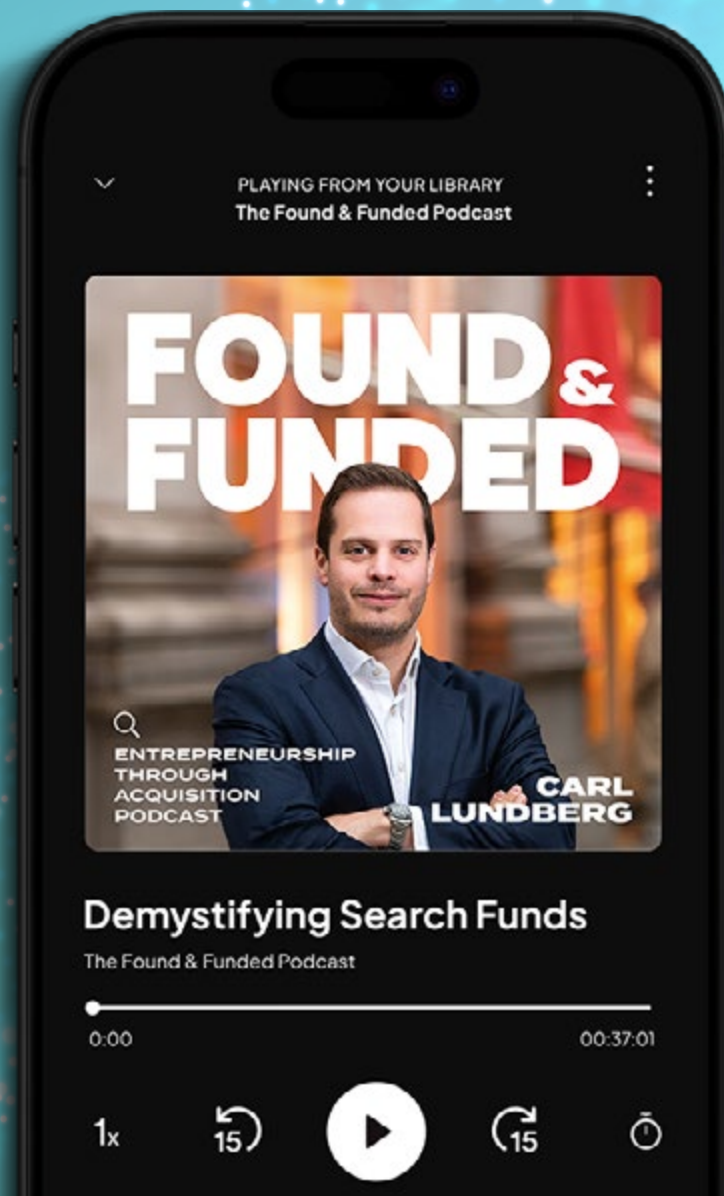
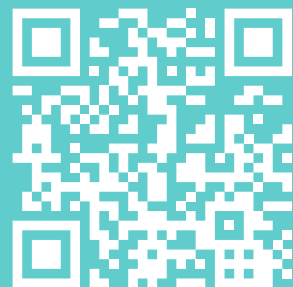
**The podcast for searchers
by search experts.**

Learn from those who have done it. How ambitious leaders acquire, grow and transform companies.

Hosted by Carl Lundberg, CEO of Gerald Edelman and Founder of The ETA Awards.

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