

SEARCHLIGHT CAPITAL is seeking acquisitions in the \$2-5m EBITDA range from retiring owners looking for a succession plan.

Our principal is [Hugh Podmore](#), an entrepreneur with multiple successful exits over the past 10 years. We are backed by a syndicate of committed capital SME investment funds and private investors.

What we look for

- Recurring, scheduled, or contracted revenue models (not project or tender-based).
- Stable, positive cash flows with healthy (40%+) gross margins
- Established 10+ years
- \$2-5m EBITDA
- Some management in place
- Low capex intensity

Industries & thematic

- TIC sub-industries (Testing, Inspection, Calibration) and compliance or safety-driven models
- Ageing and Care
- Field Services / Route-based

No construction, hospitality, retail. Other industries considered if criteria met. No turnarounds, startups, corporate carve-outs, growth equity.

Majority or 100% sales only.

Our expertise

We can help business that need the following to grow and scale:

- B2B sales and scaling sales-led organisations
- Technology, AI, data analytics
- Professionalising process, KPIs, and leadership teams
- Inorganic growth / bolt-ons

We have a strong track record of growing small businesses.



Industry: Manufacturing

Description: creates precision navigation systems for commercial and defence use cases, with operations in Australia, Asia, Europe and the USA. Acquired multiple bolt ons.

Investment: seed round.
Recent \$110m series C raise.

Size: ~\$100m USD revenue



Industry: Aged Care

Description: Premium in-home aged care provider based in Sydney, with over 70 dedicated nursing and non clinical team members helping clients age in place.

Investment: 2025 investment, with the prior owner retiring.

Size: ~\$8m revenue



Industry: IT Services

Description: Provides consulting and software development services to government and large corporate clients in Australia and NZ. Acquired 1 x bolt on.

Investment: founded and exited to Omnia Collective (Parc Capital private equity, 2024).

Size: ~\$15m revenue

Contact



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