

SELLING YOUR COMPANY? ARE YOU READY FOR THE RIGORS OF FINANCIAL & TAX DUE DILIGENCE

When it comes to selling your business, we can help you do it right! Our team can provide you with proactive and practical advice to get you 'sale ready'. We have a wealth of experience in practice, industry and within HMRC; working with clients on mergers, acquisitions and due diligence.

As a business owner, the process of selling your business can be daunting. Our approach is highly collaborative, working closely with you to identify improvement opportunities in financial reporting, ensuring robust and consistent historic financial data, and highlighting any potential issues inherent in giving tax warranties.

HOW WE CAN HELP

We specialise in assisting you with the following types of components.



Management Reports

Designing management reporting packs that meaningfully show the financial picture of your business and the key metrics that potential owners need to know



Financial Records

Ensuring that you have clear and accurate current year and historic financial records, coupled with a sound understanding of the business' financial prospects.



Financial Modelling

Creation of cashflow, balance sheet and profit and loss integrated model, which will be essential for any due diligence process



Tax Aspects

Detailed review of Tax aspects of the business and identification of areas that could cause issues during a sale and advice on how these can be rectified



Sales Process

Assisting throughout the sale process, including liaising with potential buyers over the financial aspects of the business



CASE STUDY

We started working with the company to transition from an accounting package no longer fit for purpose, to a cloud-based package that provided all the reporting and tools that the fast-growing business required. We transformed the financial reporting for the company, grouping cost income and expenses to better understand gross profit margins and contribution. We worked closely with the incumbent finance team, providing training and improving quality of data capture through AI and streamlining processes. As part of this detailed review, a number of potential issues were identified which would have caused issues in a sale process. These were quantified and communicated with management and rectified to ensure these would not be roadblocks to a smooth completion.

Once the company decided to sell, we worked closely with management to create a robust financial model with realistic forecast assumptions. We worked with the Corporate Finance provider as the key financial contact for the business and dealt with all tax and financial aspects for the company in liaison with management.

The work we invested pre-sale was essential to the successful outcome and getting the strong multiple that the business owner had hoped for.

YOUR TEAM

Our highly skilled and experienced team is well-equipped to assist you with even the most complex and challenging matters. We are committed to providing tailored solutions and expert guidance to meet your specific needs.



STEVE COOK
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CONTACT US

We would be delighted to provide assistance with any challenges or concerns you may have. Our dedicated team is here to support you every step of the way. Please get in touch with us on **01753 888 211** or email and we'll ensure you receive the help you need promptly and efficiently.