

Maximising value with a future exit in mind



Our Exit Planning Service (EPS) is specifically designed to assist owners and managers in maximising the value of their business with a future exit in mind.

How we can help

The value of a business cannot be enhanced without investment of either time or money. Our services identifies the 'Value Enhancers' and 'Value Detractors' in a business through a systematic process, prioritising where resources should be spent to generate the greatest return from a value perspective.

A sale strategy should be devised some time before the anticipated sale date. A few practical steps can be taken to increase value and marketability. These factors do not solely relate to profitability but include reducing uncertainty, complications and risk to the acquirer.

Through regular sessions and the use of an EPS action plan, we ensure the steps needed to maximise value are identified and then, most importantly, adhered to. Whether it is over a three month or five year period, it has been proven that in order to generate a return, some planning for exit has to be carried out.

Month 1

The first month would consist of four meetings tailored to your specifications:

1. Outline of our approach and the key changes to maximise value
2. Business appraisal using our tailored EPS questionnaire
3. Identification of potential acquirers and understanding their demands
4. Preparation of an outline valuation and action plan

Month 3

We meet with you to assess progress on the strategy plan and subsequent update to the valuation. You will receive regular contact from us, providing you with a review of the financials and other milestones that the business has achieved.

Months 4- 12

In addition to the regular updates that you will receive, we will book formal quarterly meetings to assess progress.

Years 1-5 (as required)

It will continue to be important to assess your progress. We will meet on a quarterly basis to provide input with regard to external factors that will effect your future.

If you have any questions, please get in touch:

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