LUBBOCK FINE

Pre-sale Planning

Working with you to maximise the value of your business

Paternoster House | 65 St Paul's Churchyard | London EC4M 8AB

Pre-sale planning

Pre-sale planning and preparation is a key and essential step of delivering a successful sale to ensure you are able to maximise the value of your shares. Additionally, an expertly planned process can potentially provide a number of other benefits including:

- reduced risk of an aborted sale;
- reduced risk of a price reduction;
- time and cost saving on ultimate sale process.

If you are thinking of selling your business in the next two to five years then it is time to start planning now. Lubbock Fine has the expertise to help you prepare your business for sale and understand what it needs in order to improve its marketability and maximise its value.

This document is designed to highlight some of the key points you should consider when preparing your business for sale in the future.

Sale timeline - three stage process

Pre-sale planning

12 – 24 months
before completion

Pre-sale planning

- Lubbock Fine will perform an in-depth and structured analysis of your business to assess the key areas that will drive the potential value.
- We will then provide a clear evaluation of the options available in the short to medium term.
- Our recommendations will focus on increasing the value of your business whilst reducing post completion risks and obligations.

Areas of review

Financial

- Business plan and forecasts.
- Cash flow and working capital analysis.
- Financing/future financing requirements.
- Financial monitoring and strategy.
- Non realised sustainable earnings.

Operational

- Assessment of management team and key employees.
- Employee benefits and pensions.
- Quality of IT systems and controls.
- Quality of financial information and management/KPI reporting.
- Supply chain management.

Corporate governance & compliance

- Compliance with Companies House requirements.
- Compliance with industry regulations.
- Company memorandum and articles of association review.

Valuation

- Assigning an attainable value for the business.
- Analysis of purchaser profile and their resulting view of value
- Methodology of valuation.

Exit planning process

4 - 6 months before completion

Sale of business

2 - 4 months before completion

Completion

Commercial

- Client and supplier concentration.
- Pipeline.
- Transferable contracts; change of control.
- Networks and associations.

Business & personal tax

- Tax planning.
- Eligibility for tax claims.
- Tax compliance.
- Wealth management.

Steps to take

It is never too early to start preparing for sale; investing the time and resources now can reduce potential risks and present a well-run, organised business, both commercially and legally, to prospective buyers.

Step 1	Assess areas of your business in need of pre-sale improvement.
Step 2	Assess the importance of each area and create a relevant pre-sale improvement plan.
Step 3	Implement the pre-sale improvement plan changes with guidance from Lubbock Fine.
Step 4	Monitor the effectiveness of the implemented solutions.

How Lubbock Fine can help?

Whatever the economic climate, Lubbock Fine can help you maximise the potential value of your business, advising and supporting you every step of the way. This process ensures that as a shareholder and/or business owner, you get the best terms and conditions for the sale of your shareholding.

Lubbock Fine has significant experience in preparing and selling businesses to UK and international trade and private equity investors. It is this hands-on deal experience that enables us to provide first class advisory services.

Who will benefit from pre-sale planning?

All businesses considering a sale, regardless of their size, should consider undertaking pre-sale planning. We specialise in advising small to medium sized businesses in all sectors to achieve this goal.

Contact Us

We offer a no obligation first meeting to discuss your needs, goals and objectives.
If you would like to know more, please get in touch our experts.

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