

Business Value & Exit Snapshot

We tell you what your business could be worth, and what a buyer would pick holes in, before you decide anything else.

Who it's for

Owners who want straight answers: roughly what is the business worth, and what would worry a buyer? It is the first paid step for most owners. It reviews your figures and answers, not your contracts and staff.

What you come away with

- A clear view of the value of your business, and of the risks and blockers that could get in the way of a sale.
- A short written report: an indicative value range with its assumptions, and the issues most likely to lower an offer, most important first.
- A meeting with Simon to go through the findings and what, if anything, to do next.

What gets looked at

Your profit, as a buyer sees it

Your own pay reset to a normal salary and one-off costs added back. Buyers call the result adjusted **EBITDA** (EBITDA is profit before interest, tax, and the write-down of equipment, vehicles and other assets). Many price a business as a multiple of it.

A value range

An indicative range for what the business is worth now and what it could be worth, using the methods buyers typically use, with the assumptions written down.

Where the money comes from

How much income comes back every year, and how much rests on one or two big customers.

Who the business depends on

How much of the work, the customers and the know-how sits with you or one or two key people.

£2,120

+ VAT, fixed fee

Suits owners who may sell in the next one to five years, or who just want to know where they stand.

What else we look at

Strengths, weaknesses, opportunities and threats

Seen as a buyer would, from what you tell us: what adds value, whether your records would satisfy a buyer, and the likeliest risks.

How it runs

- **Send us the essentials**
Your accounts, monthly figures, any forecast and our short list of questions.
- **We review**
We work through your profit, the likely value and the issues that matter most to a buyer.
- **We meet**
You get a short written report and a meeting on value, risks and next steps.

What we'll need from you

Your recent year-end accounts.

Your monthly figures, if you keep them.

Any forecast or budget you have.

Answers to a short list of questions we send you.

Who does it



Simon Read

Founder & Managing Director

Simon Read leads the Business Value & Exit Snapshot and gives you the view on value. Ben Davies reviews the figures behind it.

Where this sits After the free calculator and a free first conversation. Its range is indicative, not a formal valuation for tax, court or lending. Buying a preparation service does not commit you to selling, or to selling through Reads.

Start with a conversation

Tell us a little about the business and when you might sell. We will tell you honestly whether the Business Value & Exit Snapshot is the right place to start.

01285 601701

Ask for Simon Read, Founder & Managing Director, or email info@readsadvisory.co.uk

Online: readsadvisory.co.uk/contact-us



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