

# Finance & Information Readiness Review

We analyse your key figures and set them out the way buyers' finance directors and accountants expect to see them, and tell you what to fix. Better figures help you run the business now, too.

## Who it's for

Owners whose figures are not yet ready for a buyer. A buyer cannot pay well for profit they do not trust.

## What you come away with

- A highly visual pack of your figures and key performance measures, past, present and projected, with a short summary up front and the detail behind it.
- A clear assessment of what your finance function does well, where the gaps are, and what to fix first.
- Figures a buyer is more likely to believe, ready for the questions they will ask.

## What gets looked at

### Your monthly figures

Your management accounts: how soon after month end they arrive, and whether they show what is really happening.

### Forecasts and cash

Budgets, forecasts, cash flow and the few numbers you watch week to week.

### Where you make money

Sales, margin and profit by customer and type of work.

### Your profit, as a buyer sees it

EBITDA (profit before interest, tax, and the write-down of equipment, vehicles and other assets) and your adjustments to it, which buyers only accept with evidence.

### Money tied up in the business

What customers owe you, what you owe suppliers, and work done but not yet invoiced.

# £2,120

+ VAT, fixed fee

Suits owners at any stage whose figures would not yet survive a buyer's questions. The earlier, the better.

## What else we look at

### Systems, people and what else buyers weigh up

Your finance systems and checks, how much rests on one bookkeeper or one spreadsheet, and the other information a buyer asks for, including how the business would fit their plans.

## How it runs

### Send us the figures

Your accounts, monthly figures and any forecast or budget.

### We review

Ben works through your reporting, your forecasts and the evidence behind your profit.

### We talk it through

You get the pack, a written assessment and a discussion of quick wins against deeper work.

## What we'll need from you

Your recent accounts and monthly management accounts.

Your latest forecast, budget or cash flow, if you have one.

## Who does it



### Ben Davies

Financial Preparation Specialist

Ben Davies leads the Finance & Information Readiness Review.

**Where this sits** After the Snapshot if the figures need work, alongside or instead of the Workshop. The Programme can follow. Buying a preparation service does not commit you to selling, or to selling through Reads.

## Start with a conversation

Tell us how your figures are kept today and when you might sell. We will tell you honestly whether this is the right step.

# 01285 601701

Ask for Simon Read, Founder & Managing Director, or email [info@readsadvisory.co.uk](mailto:info@readsadvisory.co.uk)

Online: [readsadvisory.co.uk/contact-us](https://readsadvisory.co.uk/contact-us)



Scan for our contact page

Indicative only: not a formal valuation, tax advice or legal advice. The market, deal terms and a buyer's checks decide the price.

Reads M&A Advisory, The Alliston Centre, Stroud Rd, Cirencester GL7 6JR. A division of Reads Advice Partners Ltd, Company No. 12124192