The Corporate Finance Network

Which route will you take to exit your business?

1

Pass onto family members

- Identify appropriate roles
- Train for handover
- Consider deal structure
- Tax planning

2

Sell for a capital sum

Identify possible purchasers

Employees (MBO, MBI or MEBO)

- Identify appropriate roles
- Train for handover
- Enlist on MBO Programme
- Consider deal structure
- Tax planning

OR

Trade buyer (UK or overseas)

Establish likely interest in the market

AND

Groom the business to attract highest value & most interest

3

Wind the business up

- Establish likely costs:
  - Deal with redundancies
  - Legals to terminate leases/contracts etc
  - Arrange scrap/removals etc