



Selling your business

When it's time to sell your business,
we're committed to getting you the right deal.

Using our network of buyers and up-to-date deal intelligence,
our dedicated team takes a personal and confidential approach
to successfully sell businesses.

Are you thinking of selling your business?

Timing is crucial to many things in life, and the timing of your business sale is no different. That means timing of the general market conditions and also timing for you and your business. When the timing of these two factors come together the outcome in terms of sale price and deal structure can be quite spectacular.

So, how are the market conditions shaping up? In truth, it's looking incredibly positive. The number of reported deals in the East of England in 2022 was up on the previous year. We've certainly seen this continuing into 2023 and are expecting it to continue into 2024. We cannot ever recall having such a strong pipeline of buyers and sellers wanting to do deals. The widespread rumours of likely increases to Capital Gains Tax also seems to have quietened down, for the time being at least, meaning more business sellers should continue to take advantage of these historically low tax rates.

When it comes to the right timing for you and your business, it's really only your view that counts. Whether it's now or in the future, we're here to talk things through with you, understand your circumstances, set out your best options, and plan the way forward.

In the meantime, there are always things you can be doing to get ready for a sale, and with that in mind we've created an online tool which helps define how "sale ready" you are. It's quick and easy to use, the results are immediate and it's entirely free to use.

Why us?

It's a great question! You've worked hard to build your business and you only get one chance to sell it, so you need to know your advisors will get you the very best deal.

Here are some key reasons why we'll achieve this for you:

- We take a select and bespoke approach to business sales – meaning we sell the vast majority of the businesses we take to market
- We maintain our own database of 100+ credible and active buyers covering every sector
- We have access to national and international specialist deal databases, enabling us to identify suitable buyers and comparable sale prices
- We're members of PrimeGlobal, allowing us to find buyers for your business and gather local market intelligence from 100+ countries
- With our team, what you see is what you get. We're accountable. We're contactable. We're knowledgeable. We're dedicated to you to: We're committed to delivering you the very best deal

So, if you own a business with turnover of £1m+ and/or EBITDA of over £250k, and you feel the timing is right for you to sell, why not reach out and explore your options with us with a free, no obligation, initial consultation.

With best wishes

The Corporate Transactions team



Are you sale ready?

In the lead-up to a sale, there are a host of things a business owner can do to make sure it's ready for sale. Most of these are simple, and many are good practice regardless of whether you're intending to sell your business. However, it's surprising how many people don't think about these things until it's too late.

If you've not yet done so, you can find the Business Sale Readiness diagnostic tool on our website: larking-gowen.co.uk/sales-diagnostic

Completing our short questionnaire will help you evaluate:

1. How attractive your business is for sale
2. Whether you'll maximise the final sale value
3. The efficiency and smoothness of your sale process

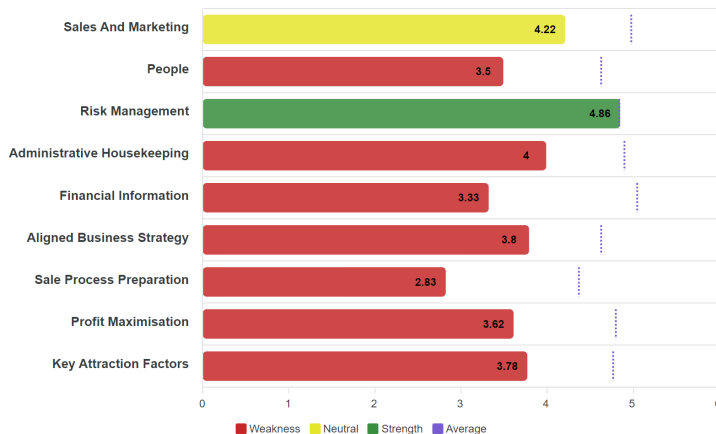
It should only take five minutes, and your results will highlight the top three factors which are working well, and the top three factors which require the most attention before you consider a sales process. Of course, if you need us, we're on hand to talk through strategies to improve your sale readiness and decide your next steps.

You'll also have the ability to see how you compare to the global benchmark (average scores of all completed diagnostics) on each of the nine factors. If completing on your mobile phone, make sure it's held landscape for ease of use.

Your overall results



Below is a summary of your diagnostic results grouped by key success factors in relation to Larking Gowen: Sale Readiness. Areas of strength are shown in green, a neutral result in yellow and red indicating an area of concern. In conjunction with your advisor, look closely at the areas in red and identify strategies and actions for improvement. Scores range from a minimum score of 2 to a maximum score of 6.

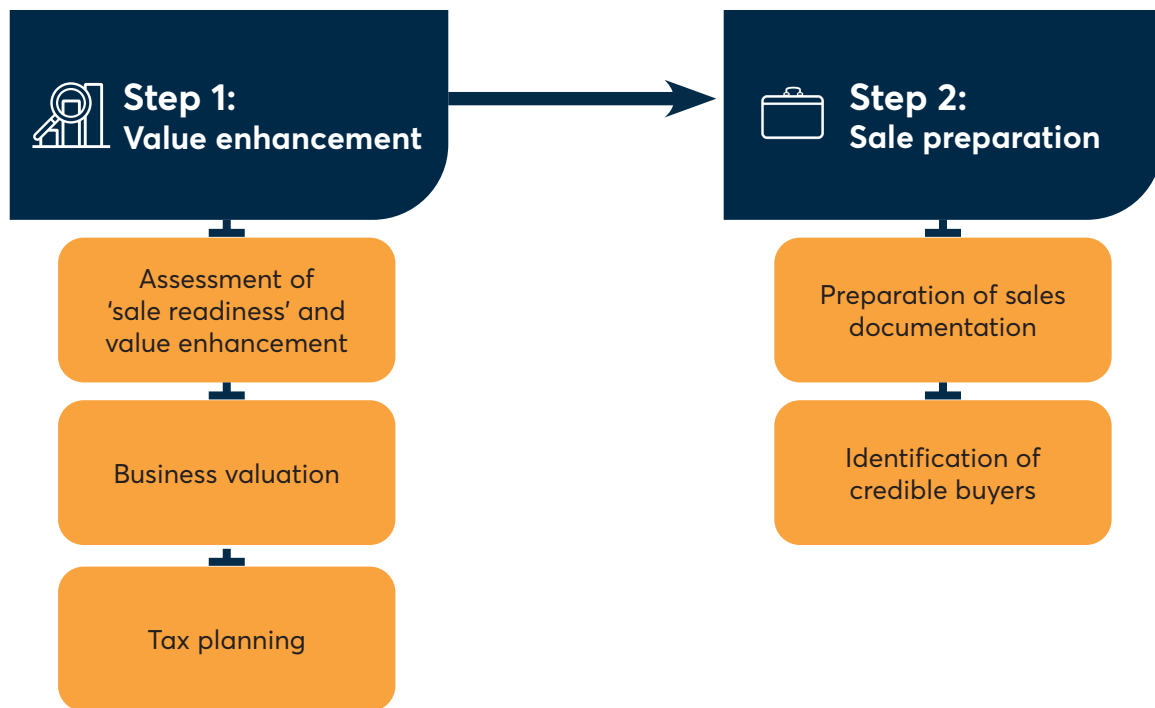


Selling up?
See if you're ready by
using our quick tool.



Free to use at
[larking-gowen.co.uk/
sales-diagnostic](http://larking-gowen.co.uk/sales-diagnostic)

Four steps to selling your business



Whether you're looking to sell your business in the short, middle or long term, there are always opportunities to improve the attractiveness and value of a business. As highly experienced sales advisors who are also Chartered Accountants and accredited business advisors, we're perfectly placed to make sure you get full reward for your business.

We develop a deep understanding of your business to make sure the sales documentation presents it in the best possible light. But having the best sales documentation isn't enough; it must be seen by the most credible buyers in order to generate the best possible price. Using our regional, national and international networks, we'll ensure a reassuringly comprehensive market coverage for your business.

Recent testimonials



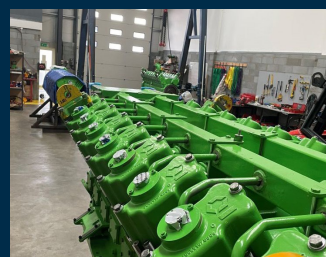
Tiger Eye Consulting

Dave Wilson, Managing Director of Tiger Eye, said: "The team at Larking Gowen were supportive throughout the whole process. It is essential that you are confident that your advisors are on top of everything, leaving no stone unturned and pushing for the best possible outcome for you, and that was certainly the case with Will and James."



Belmont Roofing

Paul Arthurs, outgoing shareholder of Belmont Roofing, said: "Our hope was that Belmont could be taken on by another business in our trade, and Larking Gowen were relentless in the pursuit of a buyer who met our criteria. We are delighted with the outcome and Larking Gowen's contribution to the search, support and negotiation required to achieve this deal."



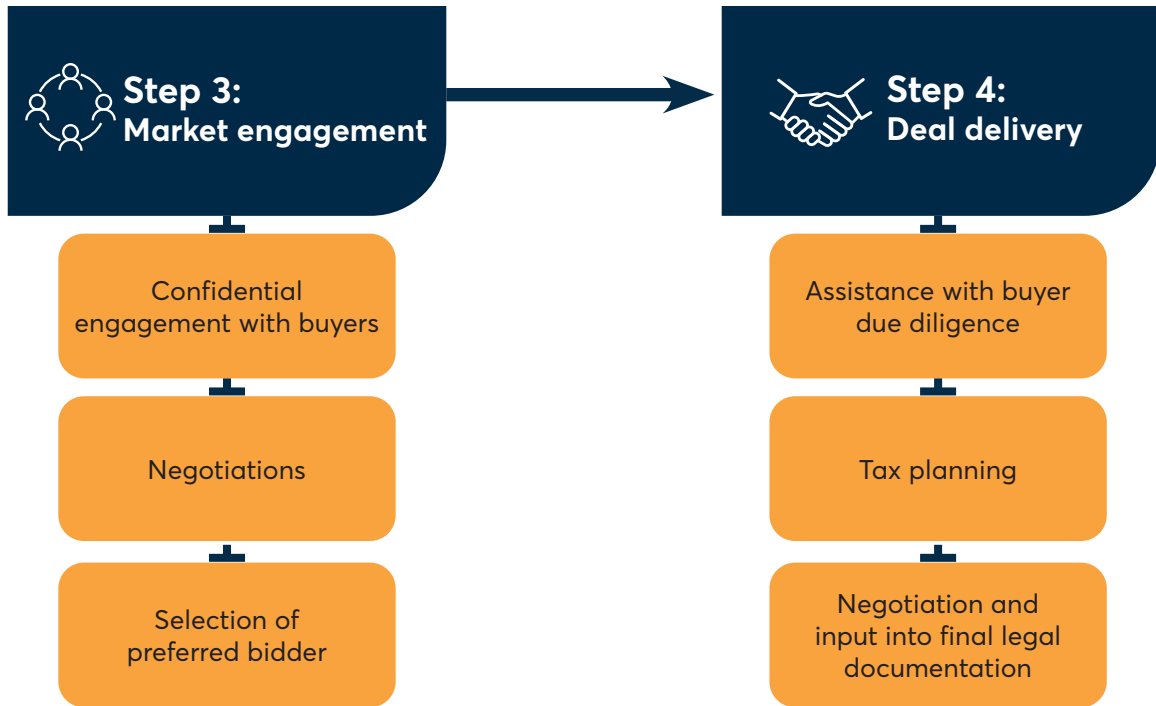
Canham Consulting

Rob Panter, Managing Director, said: "I'm hugely excited about the future of the business, and delighted that the employees will all share in the ownership of the business and continue to play an active part in developing Canham Consulting. Transitioning to employee-owned has only been possible with some excellent advice and guidance from James and the team at Larking Gowen together with our legal advisors."



Continental Product Engineering Ltd

Peter Burton, Director/shareholder, said: "We met James and Jack, they were confident that more favourable terms could be achieved through a full sales process and this proved to be inspired advice. They attracted significant interest in our business, generating multiple offers."



We know confidentiality is key. We approach buyers without disclosing your name and make sure confidentiality agreements are always in place. We'll manage the marketing process, keeping you fully informed throughout and negotiating on your behalf to get the very best deal. We'll present you with the final offers received and help select your preferred purchaser. This will be summarised in a "heads of terms" document which gives everyone clarity over the terms of the proposed deal.

The completion of a deal can be an intense and complex period. Using our many years of deal experience, we'll be by your side to take the strain and ensure the deal you agreed in principle is the deal you legally sign up to.

And of course, we'll be there to celebrate with you on the day your deal completes!



Amber Home

Paul Edwards, director and shareholder of Amber, said: "I'd like to convey my gratitude to Jack and Will, who dealt with our sales transaction. I have to say they handled our affairs with great professionalism. They always kept our team in the loop from day one and even after the sale was completed. I'd strongly recommend them to anybody considering selling a company."



Drayton Insurance

Susan Howard and Darren Walsgrove, vendors of Drayton Insurance Limited, said: "Thank you very much for your support and your efforts throughout this process; we are very happy with the end result. James and Will have both been professional and supportive. They provided real value throughout and I will heartily recommend your services to others in the future."



Brown & May Marine

Stephen Appleby, director and shareholder, said: "For the recent successful sale of our company, James and Will provided invaluable service in identifying the most suitable buyer, negotiated a very attractive sale price and steered us through the, at times, challenging process. Throughout the process, we had every confidence that they were working in our best interests, leaving us extremely happy with the outcome."



ABC Power

"We found the professionalism of Jack and Will to be outstanding. They sought potential buyers that we had never thought of and received multiple offers. They helped us through every step of the process. All at ABC Power are delighted with our new owners and would like to express our gratitude to Larking Gowen. We strongly recommend Larking Gowen to any business owner who may be considering selling their business."

Our buyers

In addition to our databases and networks of credible national and international buyers, we maintain our own register of 100+ clients and contacts actively looking for businesses to acquire in the East of England. Covering every business sector, you can be assured we'll source serious buyers for your business and generate competitive tension between them.



Engineering

Including mechanical and electrical, precision, sheet metal work, fabrication, CNC and finishing solutions.



Manufacturing

Including machinery, timber, engineering and storage tanks.



Transport

Including haulage and logistics, freight forwarding, couriers, car dealerships, and coach services.



Healthcare

Including providers of medical and similar healthcare staff, training providers, care homes, foster agencies, domiciliary care and pharmacies.



Services

Including recruitment, printing, insurance, financial, media, environmental consultancy and information technology.



Property

Including estate agents, letting agents and property management.



Facilities management

Including electrical, water & fire compliance, health & safety, security, contract cleaning, waste management and property and grounds maintenance.



Leisure

Including holiday/ caravan parks, hotels and holiday lettings and sporting activities.

Our reach



Larking Gowen

Corporate Transactions

With offices in Norfolk, Suffolk and Essex, our team is ideally placed to offer a personal and responsive approach to clients across the East of England.

We're members of PrimeGlobal, one of the largest associations of accounting firms in the world. This offers us the unique opportunity to find buyers for your business from more than 100 countries, gather local intelligence and share physical office space for confidential meetings where needed.



Independent Member of
PrimeGlobal

*The Association of Advisory
and Accounting Firms*

Our team

With our team, what you see is what you get. The same people you meet for your first meeting will be there for you throughout. We're contactable. We're accountable. We're knowledgeable. We're committed to delivering you the very best deal.



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