

Sell Side Assistance and Pre-Sale Due Diligence

McGrathNicol Transaction Services helps our clients maximise the value of their businesses held for sale by providing an independent assessment of the company “looking through the eyes of a buyer”

We achieve this by prioritising our work on the early identification of issues which could have a material impact on value or risk pre / post transaction. This provides additional time to assist our clients develop strategies to realise additional value and minimise risk.

Financial data is presented for buyers to bid with confidence, whilst meeting the transaction timetable, maintaining competitive tension and minimising the disruption to the ongoing operations of the business.

To meet the needs of potential bidders and lenders, McGrathNicol Transaction Services Sell Side Assistance and Pre-Sale Due Diligence uses a balanced financial, commercial and cash focused approach to provide a robust and independent view of the support for:

- + early identification of value enhancers and value issues;
- + management to develop solutions for value issues;
- + quality and sustainability of revenue, earnings and cash flows;
- + business drivers and trends in profitability;
- + quality of assets and judgemental / contingent liabilities;
- + carve out and stand-alone cost structures;
- + working capital and capital expenditure requirements;
- + robustness of the audit / reliability of source data; and
- + data room preparation, quality control and management follow-up.

For further information regarding Sell Side Assistance and Pre-Sale Due Diligence please contact:

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