

Exit Planning



“Effective Exit Planning will enhance the value owners harvest from selling their businesses.”

For many owners wishing to sell their businesses, the market conditions over the last five years have been poor. Brexit uncertainty has caused lower consumer confidence and weaker debt markets. As such, buyers have lacked the enthusiasm and funding to pay full prices for even the highest quality businesses.

However, once the Brexit outcome is clearer, confidence and debt conditions should improve with buyers re-entering the market. As such, we believe it is a good time for owners to review their options for selling their businesses.

As there is a potential backlog of potential sellers, we believe only those that have prepared well and positioned themselves for exit will secure the best value.

Exit Planning Objectives



Exit Aware

To ensure business owners understand the corporate finance process of selling their business in order to optimise the method and timing of their realisation.



Exit Ready

To position the business to react promptly to an attractive offer in order to protect value during negotiation, due diligence and legal completion.



Exit Focussed

To set and execute the best exit strategy, identifying potential buyers and marketing the opportunity to maximise the realised value.

Quality Support

Reference Point Advisory (“RPA”) is passionate about supporting owners create and realise value from their businesses. Support is delivered as tailored workshops and consultancy services within flexible, cost effective packages which often qualify for grant assistance. Fee structures will typically focus on aligning client / advisor interests by sharing risks and rewards.

Alan Watt and Sarah Fraser deliver the services. Both qualified as chartered accountants with Ernst & Young. Alan has over 20 years experience of completing corporate finance transactions as investor, lender and advisor. In recent years, RPA has planned and managed the successful sale of several Scottish businesses.

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