CFS
CORPORATE FINANCE SERVICES

TYPICAL BUSINESS SALE FLOW CHART

Pre-Grooming activity

↓

Identify professional advisers

↓

Nominate internal team

↓

Valuation

↓

Tax advice taken

↓

Pre-sale due diligence

↓

Research into possible acquirers and market activity

↓

Production of sales flyer and information memorandum

↓

Targeted approach to possible acquirers

↓

Outline offers provided via controlled auction

↓

Data room

↓

Choose preferred acquirer

↓

Heads of Terms agreed and lock-out accepted

↓

Acquirer's due diligence:

↓

Commercial due diligence

↓

Financial due diligence

↓

Legal due diligence

↓

other due diligence

↓

Disclosures

↓

Warranties and Indemnities Agreement

↓

Completion

CFS

CORPORATE FINANCE SERVICES