

An aerial photograph of a dense, lush green forest. A light-colored, paved road winds through the lower portion of the image, curving from the left towards the right. The trees are thick and vibrant green, with some hints of yellow and orange, suggesting a transition in seasons. The overall scene is serene and natural.

**SESAME
BANKHALL
GROUP.**

**What sort of due
diligence should
I expect?**

ExitPathway.

Selling your business is a significant decision, and it's crucial to get it right. That's where Bankhall comes in. Unlike traditional mergers and acquisition (M&A) brokers, we work closely with you to help prepare your business for sale.

We thoroughly examine everything from data quality to regulatory and compliance standards. By identifying and fixing potential issues before a buyer sees them, we help protect and often increase your sale value. Our expertise in risk and regulation also streamlines the due diligence process, reducing the chance of delays or last-minute deal breakers. If there's untapped growth potential in your business, we'll highlight it, giving you the chance to boost your valuation before going to market.

We don't stop there. We use our extensive Sesame Bankhall Group network to help find the right buyer who aligns with your goals, values, and culture. When it's time to negotiate, we're with you every step of the way, from initial discussions to exchange and completion.

With trusted consultancy, practical tools, and end-to-end support, we're your proactive partner for life, whether you're ready to sell now or preparing for the future.

What sort of due diligence should I expect?

The amount of due diligence undertaken will be dependent upon the size of the financial transaction and the type of business sale. Before due diligence is undertaken, it is highly recommended that the business data is cleansed and is ideally digital or paperless.

Good quality data enhances the level of confidence that the business is well run and well understood, whereas poor quality data can result in the termination of any further interest.

Types of due diligence

Financial

- Company accounts and statements highlighting cash flow, including profit and loss.
- Financial forecasting
- Revenue sources split by client segment
- Information on share values, any shareholders and what percentages they own
- Annual reports
- Expenses, debt, collateral and equity
- Payroll
- VAT statements
- Tax liabilities
- Depreciation and amortisation processes
- Insurance policies
- Previous or outstanding legal costs

Operational

- Products and services
- Operating model
- Advice policy and processes

Employees

- Organisation structure
- People on payroll
- What they do
- How they are rewarded
- Contracts of employment
- Staff grievances and claims for compensation

Marketing

- Marketing strategy and budget
- Published materials
- Connection between marketing and revenue growth

Assets

- Property ownership/lease arrangement
- Tangible assets
- Intangible assets

Technology and data

- IT infrastructure
- CRM systems and technology utilised
- Data quality

Regulatory and compliance

- File checks
- Governance structure
- Adherence to recent legislation
- Annual reviews and evidence
- Understanding high risk business undertaken
- Complaint history
- Vulnerable client data
- Risk log
- Previous or outstanding legal cases

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