

Company Saleability Test

Complete the table below for an indication of your potential saleability

	Strongly Agree -----> Disagree					
	5	4	3	2	1	0
1 Strong market position in your sector.						
2 High quality second tier management.						
3 Vendor has strong desire to stay.						
4 Business not vendor dependent.						
5 Business not dependent on major customer(s). [>30% of sales with one customer = 0]						
6 Statutory accounts up to date.						
7 3 year profit growth.						
8 Current year trading and forecasts ahead of previous year.						
9 Strong order book. [>12 months of sales = 5]						
10 Strong absolute pretax profit. [£3M+ = 5 ; loss making = 0]						
11 Vendor business free from non core activities.						
12 Individual sales orders <10% of sales.						
13 Simple share structure.						
14 Accounting policies in line with sector.						
15 Pre tax profit/sales margin above sector average.						

Saleability Scores

>60	Highly saleable now
46-59	Strong probability, but grooming issues worth reviewing
31-45	Possible, but grooming issues need addressing
<30-	Unlikely to be able to sell now and action needed to enhance shareholder value