

Business Sales

Our Complete Business Sale Management Service

We operate under a set of core guiding principles to ensure our fully advised and relationship based service is competitive and provides all the support a business owner will need to successfully complete their transaction.



Maximum Value

We believe that maximum value can only be achieved by identifying the right buyers, expertly negotiating the terms, and providing guidance and support throughout the process.



No hidden fees or charges

Our fees are competitive, transparent and are based upon a successful completion. We do not charge large upfront fees. Instead we charge a nominal engagement fee and agree a fair percentage of the business sale value with the vendor.



Deals lead by a dedicated Senior Partner

A senior partner will chaperone you through your transaction attending every meeting and working closely with all parties and advisors. Our clients receive expert guidance, advice and 24/7 support throughout the process.



Transparent Terms

Our terms of business are deliberately simplified to one single side of A4 so our clients can be confident that they will receive the service they expect and demand.



Get connected with the right buyers

We use a confidential and discreet multi-channel approach to identify and confidentially contact potential buyers. We have an entirely proactive marketing process.



Our Promise - Creative Exit Solutions

We are committed to providing a comprehensive, fully advised and tailored end-to-end service that satisfies every single one of our clients.

Hyde House Business Brokers started as a family business supporting the sales of other family businesses. In this respect we sell each of our client's businesses as if they were our own. We continue to adhere to our core guiding principles of maximum value and ethical deal making.

Get connected with the right buyers for your business with our multi-channel marketing process

Research & Direct

Approaches

We use our in-house advanced data solutions to actively identify buyers through research and confidential marketing activities. We target buyers who may be competitors, synergistic businesses or professional investors. We carefully approach potential buyers on a no-names basis ensuring that confidentiality is maintained throughout the sale.

Professional Marketing

Total coverage of the major and broker-only deal boards.

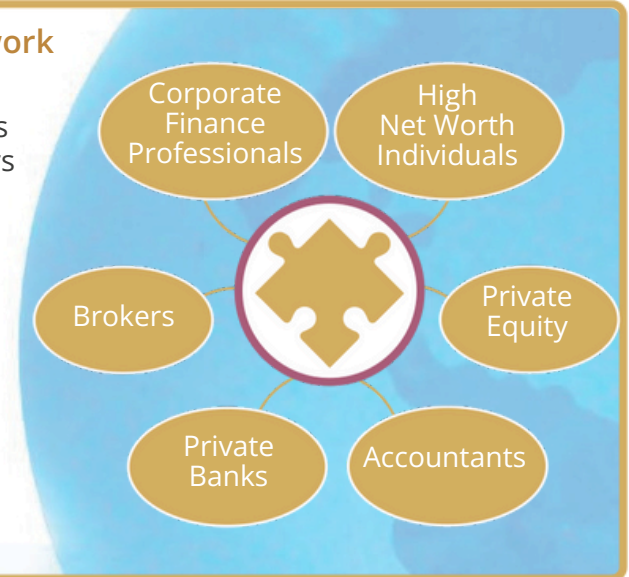
A member of Axial Market an international corporate finance community.

We manage the enquiries and present your business your business at its best. Professionally designed and detailed marketing materials and documentation.

Our International Buyer Network

Hyde House has cultivated an international network of business professionals and active acquirers which includes:

- HNWs
- Private Equity
- Corporate Finance
- Investment Bankers
- Solicitors
- Accountants



We do more to identify and introduce our clients to potential buyers

Choosing a broker or a transfer agent to find a buyer for your business can be very difficult. When making your decision you should be sure that you understand how your broker or agent will go about marketing your business for sale. Hyde House has developed and fine tuned its marketing process to consistently deliver results for business owners like you. We limit the number of clients we work with in order to dedicate the necessary resources required to provide you with a proactive marketing campaign and the personal services of a dedicated senior partner who will manage the entire process on your behalf.

The Hyde House business sale process

Arrange your free consultation and valuation session

1.



- How much is your business really worth? - Get an experts opinion
- What is the likelihood of a successful completion? - Understand the “sellability” of your business
- What are your exit options? - Learn about your potential routes to exit
- Who will buy my business? - Discover who might be interested in buying your business
- Gain a proper understanding of the business sale proces
- Recieve realistic expectations of business valuation enabling you to make an informed decision

Get connected with the right buyers for your business

2.



Comprehensive research to identify potential buyers

Network of potential buyers and deal professionals

Full coverage of all the industry deal boards

Corporate Finance networks & exchanges

All enquiries managed on a discreet 'no-names' basis

Consistently achieving the best terms and sale price for our clients

Secure the best possible offers.



- We will present your business at its very best. Fully demonstrating your businesses inherent worth and future earnings potential.
- The offer process is handled by an experienced senior partner whose expert negotiation skills will allow you to find the price ceiling of potential buyers.
- We consistently secure offers from a range of buyer types such as strategic buyers, competing and synergistic businesses, professional investment and Private Equity groups from the UK and abroad.

Negotiate the best possible terms



- Representing your best interests throughout the entire process - We work closely with your solicitor to support the negotiation of the Heads of Terms and Sale & Purchase Agreement (SPA).
- We strive to secure the best possible terms for our clients helping you to find the most tax efficient deal structure whilst striving to limit your post sale liabilities.
- There is more than head line price to consider. We can help you differentiate between what seems like a good offer and a genuinely good offer.

The guidance and support you need to complete your transaction

Supporting you throughout the difficult and challenging due diligence process

5.



- During the pre-marketing phase of our service we will help you identify and rectify any issues that may impair the value of your business when identified during the due diligence process.
- We will project manage the process and provide you with a complimentary dataroom and help you to compile and present documentation throughout the due diligence process.
- We work closely with all the parties involved including deal making professionals such as solicitors, accountants, tax advisors and other M&A professionals.

Negotiate the best possible terms

6.



- We are selective when engaging clients. We work with larger businesses with a turnover of £1m+ across a broad range of sectors including manufacturing, technology, engineering, software, wholesale, care and services sectors. We only engage a client we can complete the transaction and can meet their value expectations. This allows us to dedicate the appropriate time and resources required to effectively market a business for sale and to carefully manage the deal through each step to completion.
- Completing a business sale on the best terms is not simply about sale price, we work diligently to minimise our client's post sale liabilities and help to ensure the deal structure is tax efficient.

Sell-Side Service Overview

- Most importantly all of our sell-side activities are undertaken with confidentiality, discretion and sensitivity. The transaction is handled personally by a senior partner who will get to know the people and the business 'in detail'.
- This process starts with pre-sale relationship building and business intelligence gathering. We take the time to understand your value aspirations and your personal reasons for sale.
- We undertake a comprehensive fact finding exercise to fully appreciate what your business does, what makes it special and where it sits in your industry.
- We use an extensive research program in order to identify and discreetly target potential buyers, we do not rely on advertising. Our confidential marketing process consistently achieves fantastic results for our clients.
- The presentation of the business includes preparation of high quality information for potential buyers including 'teaser documents', detailed information documents and secure information exchanges.
- Having presented the business 'at its best' a senior partner will lead the complex negotiations and get to 'Heads of Agreement' in order to move to due diligence.
- Hands on support and guidance is provided at every step, from initial valuation through to due diligence and the completion of contracts. We work closely with deal professionals including accountants, tax professionals and lawyers to complete our clients transactions on the best possible terms.

Contact us today to arrange your no-obligation consultation



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