

# Company Saleability Test

Complete the table below for an indication of your potential saleability

		Strongly agree being 5 and Disagree being 0					
		5	4	3	2	1	0
1	Strong market position in your sector						
2	High quality management team						
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	Accounts up to date						
7	3 year (min) potential profit growth						
8	Current year trading and forecasts ahead of previous year						
9	Strong order book (>12 months of sales = 5)						
10	Sustainable pre-tax profit (£1M+ = 5 ; loss making = 0)						
11	Business free of 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 required to enhance shareholder value