

Leith Value Accelerator™ Programme

Look at your business through a buyer's lens.

Become sale ready, worth more, and
build the data room a buyer will ask for.

For owners thinking about an exit in the next one to five years.

Most owners sell once



Selling a business is, for most owners, the biggest financial event of their lives.

It is also something you may well only do once, with no chance to learn from the first attempt.

The Leith Value Accelerator™ Programme works systematically through your business the way a buyer would, so you go into a sale prepared, in control, and worth as much as you can be.

How are you valued?

In the simplest terms, buyers value a business as a multiple of your profit.

EBITDA

Your financial performance, defined as earnings before interest, tax, depreciation and amortisation.

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The multiple

Your operational strength, defined by how well the business runs, and how easily it transfers to a new owner.

What impacts your value?

Profit and multiples are open to interpretation, and a buyer's view may well differ from yours.

Your profit can and should be adjusted to reflect the position a buyer inherits.

The multiple you can command will be defined by a buyer's assessment of the core areas of your business.

The Leith Value Accelerator™ Programme addresses both.

Why it matters

Typical UK mid-market SMEs sell for 3× to 7× their profit.

So for two businesses each making £1m profit, the outcome of a sale looks very different.

3× MULTIPLE SALE PRICE £3m



7× MULTIPLE SALE PRICE £7m



“Selling my business was a daunting task, but the hardest part was the unknowns. You don't know what a buyer will ask, or what they think your weak points are. These are exactly the areas I'd suggest any owner works through, and this programme covers every one of them.”

Paul Robins • Premier Fire Security, sold by Leith M&A in March 2025

When to start

Much of what we cover cannot be fixed once a deal is running. Your statutory record, your share structure and the tax position behind it are settled long before anyone shakes hands.

But all of it is within your control today.

Owners who start late don't just get a lower price and a deflated multiple.

They get a slower deal, a longer list of warranties, and money deferred on terms set by someone else.

So if you're one to five years from a sale, now is the time to act.

The Leith Value Accelerator™ Programme

Our programme was created to help owners of UK-based SMEs maximise their projected profits and operate in ways that demand a premium multiple.

We'll show you how a buyer views your business, and take you through the sale process in detail, so you know what to expect.

The programme is built around the documents that end up in your data room. We set up the structure, help you collate what you have, and flag what you don't.

Module 1

Business
& Commercial

Module 2

Finance
& Systems

Module 3

Legal

Module 4

HR
& People

Module 5

Corporate

Module 6

The Sale
Process

Across the businesses we've advised, most owners uncover two or three things worth material money on a sale.

What we cover

Business & Commercial

Revenue mix and margin by line, customer concentration, contract coverage, renewal and churn, pipeline quality, supplier dependency, the growth story a buyer will test.

Finance & Systems

Management information, normalised EBITDA and add-backs, cash conversion, working capital cycle, forecast accuracy, debt, leases and hire purchase, revenue recognition, system transferability, licence ownership.

Legal

Material contracts, change-of-control clauses, IP ownership and assignment, contractor IP, licences, GDPR, disputes, personal guarantees, leases.

HR & People

Management depth, key-person dependency, employment contracts, post-termination covenants, IR35 status, holiday accrual, incentive schemes, pension liabilities, TUPE exposure.

Corporate

Statutory registers, Companies House filings, share capital history, cap table, options and EMI valuations, shareholder agreements, dividend history, PSC register, and the share and tax structure behind what you keep from a sale.

The Sale Process

Mandate and preparation, information memorandum, valuation, buyer identification and approach, NDAs, heads of terms, due diligence, warranties and indemnities, completion.

How the programme runs

You work through the six modules one by one, typically over six months. Each module follows the structure laid out below.

Learn

What the area means in a sale, what a buyer looks at, and what good and weak look like.

Discover

Your guided work between sessions. Work through the questions and load documents into your data room.

Results & Actions

A short report. Where you score, what came up, what it's worth, and a ranked list of what to do next.

You can reach us any time in between sessions, and check-in meetings continue once the programme ends for as long as you need us.

We show you how a buyer sees each area, tell you where you stand, and help you gather the evidence. We don't take over and rebuild the business, and the decisions stay yours. Where you want hands-on help with a specific fix, we can pick that up separately.

The outcomes

Sellable & sale ready

A working command of how a sale runs, so nothing in the process is a surprise. And a business that stands up to the questions a buyer will ask.

Plus a suite of template policies, minutes and resolutions, AI-assisted document review, and introductions to lawyers and accountants where you need them.

Worth more

Every area scored, the gaps flagged, and a final Readiness Report: what you're worth today, what you could be worth, and a prioritised plan to close the gap.

Your data room

Collating the documents a buyer's advisers ask for is the single biggest cause of delay in a live sale. We set up the structure, fill it with you, and flag the gaps.

Programme fees

£18,000 + VAT

Paid in six monthly instalments of £3,000.

We're so confident in the value and impact this programme delivers that you can cancel at any point, for any reason.

And should you subsequently choose to sell through us, the full cost of the programme is credited against your transaction fees.

Who we are



Founded in 2012, we are boutique M&A specialists, focused on the quality of the outcome rather than the quantity of mandates. Founder-led, and working with only a small number of clients at a time.

Selling a business is a deeply personal thing, and we treat it that way. Our most important role in the process is listening: understanding your concerns, your ambitions, and what the business means to you.

It is why we built this programme. The owners who come out of a sale happiest are the ones who understood what was coming, and had the time to prepare for it.

“When we started the sales process, it was like everyone else in the room understood what was going on, apart from me. David and the Leith M&A team taught me so much throughout the process, and this programme reflects what I feel a business owner needs to know.”

Jim Hague • HDS, sold by Leith M&A in February 2021

GETTING STARTED

Most owners begin with a short, confidential conversation, or a focused diagnostic that shows where you stand and what you're worth. Nothing to prepare, and no obligation.

And if you're already in good shape, we'll say so.

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