



Leith Value Accelerator

Free Initial Consultation

Know what your business is worth today — and the practical steps to make it worth more



# The Big Picture

Many business owners have a rough idea of value, but not a clear view of what drives it, what holds it back, or what would make a buyer pay more.

The **Leith Value Accelerator (LVA)** process tells you three things:

- what your business is likely worth *right now*
- what it *could* be worth in the future, with the right improvements
- which improvements to focus on and how

No endless workshops. No vague "strategy days". Just a clear, structured path to increasing the value of what you've built.

# Start With the Essentials

LVA doesn't need you to upload spreadsheets or spend days pulling reports.

We start with simple and free first consultation to understand the key details — those things that genuinely move value:

- revenue and margin profile
- customer concentration and sales performance
- team structure and management depth
- operational capability and delivery
- cash generation and working capital
- growth potential and upside

It's the business equivalent of a health check: not every metric matters equally — we focus on the ones you can influence that buyers actually care about.





# Get a Clear Value Plan

This consultation will give you the basis for understanding where you are today, and how to build a strategy to get to where you want to be.

We will give you practical recommendations across the areas that drive buyer confidence and higher multiples, such as:

- improving sales quality and predictability
- strengthening the management team & reducing owner-dependency
- tightening operational efficiency
- increasing cash conversion
- reducing risk and dependency
- scaling infrastructure
- achieving strategic differentiation

And crucially: **LVA** links these improvements to **ease of influence** and **valuation impact**, so you can see what's worth doing first.

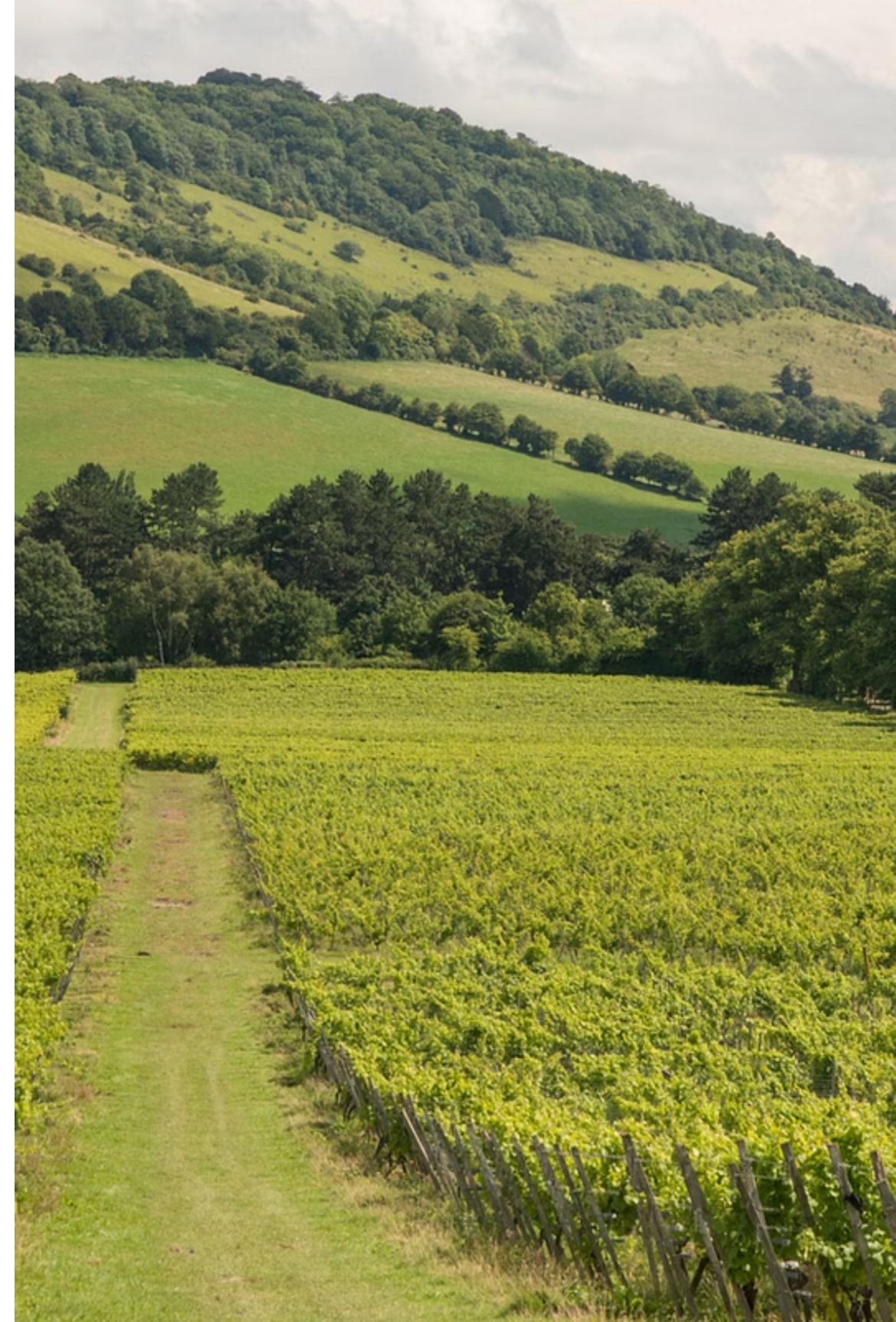
# Make the Value Visible

This isn't just a valuation number.

The next steps of the **LVA** process are designed to help you understand and communicate the story of your business in a way that makes sense to:

- you
- your leadership team
- potential investors
- buyers and acquirers






It turns "we think we're doing well" into "here's why this business is valuable — and here's how we'll make it more valuable."



# Built Around Real Owner Priorities

Business owners don't want theory — they want decisions.

The full LVA process practically supports you to answer the questions that matter:

-  Where should we invest time and money?  
Focus resources on the improvements that will generate the highest returns in buyer appeal and valuation, by making your business best in class.
-  What will buyers challenge us on?  
Identify and address potential red flags to prevent them from becoming future obstacles.
-  What should we fix before going to market?  
Understand which weaknesses must be resolved and which can be managed during the sale process, based on fundamental value drivers.
-  How do we increase value without burning out the team?  
Get a realistic roadmap that balances value creation with operational sustainability.
-  What can we do in 3, 6, 12 and 24 months that actually moves the dial?  
We will give you clear, achievable, and prioritised targets, and can assist you in achieving them in the short, medium and long-term.

You get a roadmap that is commercially realistic — and aligned with the end goal: **a stronger business and a better exit outcome.**

# What Changes After LVA

Instead of sitting in uncertainty, you'll have clarity.

Instead of debating priorities, you'll have a plan.

Instead of hoping for a strong valuation "one day", you'll understand the specific levers that increase buyer appeal — and how to pull them.

Leith Value Builder gives you a structured route from **today's business** to **tomorrow's value**.

# Why Leith M&A

Leith M&A is a specialist, partner-led advisory firm focused exclusively on SME and founder-owned businesses. We combine rigorous M&A expertise with hands-on operational experience to help you achieve the best possible outcome.



David Nelson

Managing Director

Over twenty years of UK mid-market M&A expertise, advising clients and leading successful exits across a diverse range of sectors with the unparalleled success rate and level of client satisfaction that Leith was founded to provide.

Our approach is:

Independent and conflict-free

Selective and highly personal



James Wakefield

Director

25+ years building and scaling organisations across multiple sectors and geographies in CEO, Chair, and director capacities, specialising in leadership, organisational structure, solving problems, and operational value enhancement.

Partner-led from start to finish

Grounded in commercial reality and market intelligence

# Book your free initial consultation

If your business has achieved a pre-tax profit of £500,000+ and you would like to understand what it is and could be worth, call us on on +44 (0)1306 272 200, or email us at [james.wakefield@leithma.co.uk](mailto:james.wakefield@leithma.co.uk)