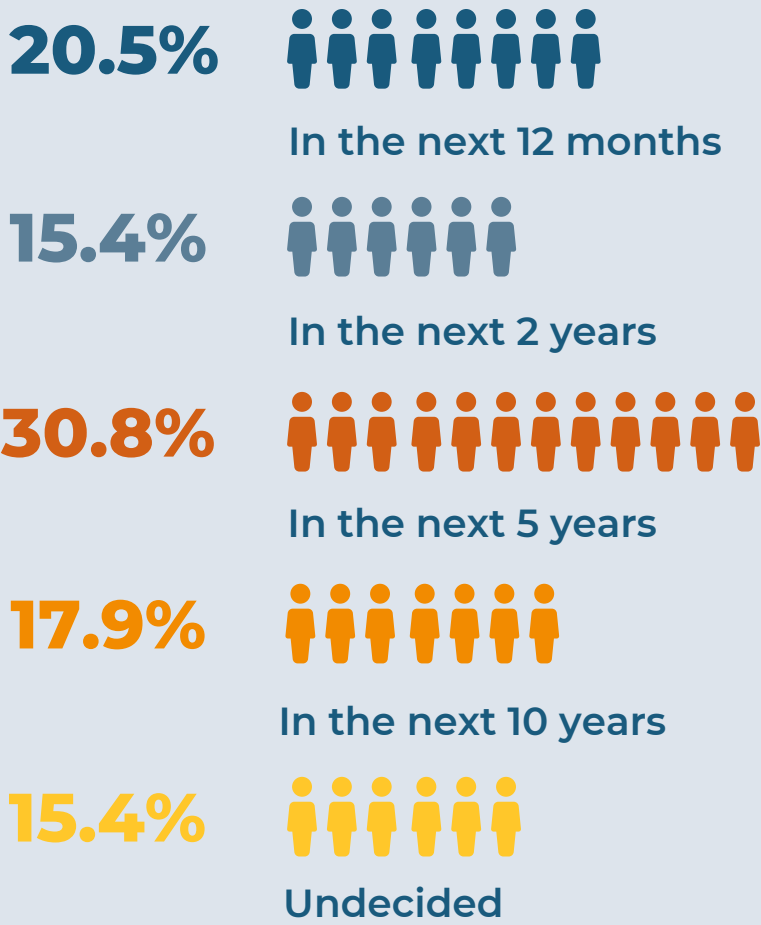


IMPACT OF COVID-19 ON BUSINESS OWNER EXIT PLANNING

A SURVEY OF BUSINESS-OWNER SENTIMENT

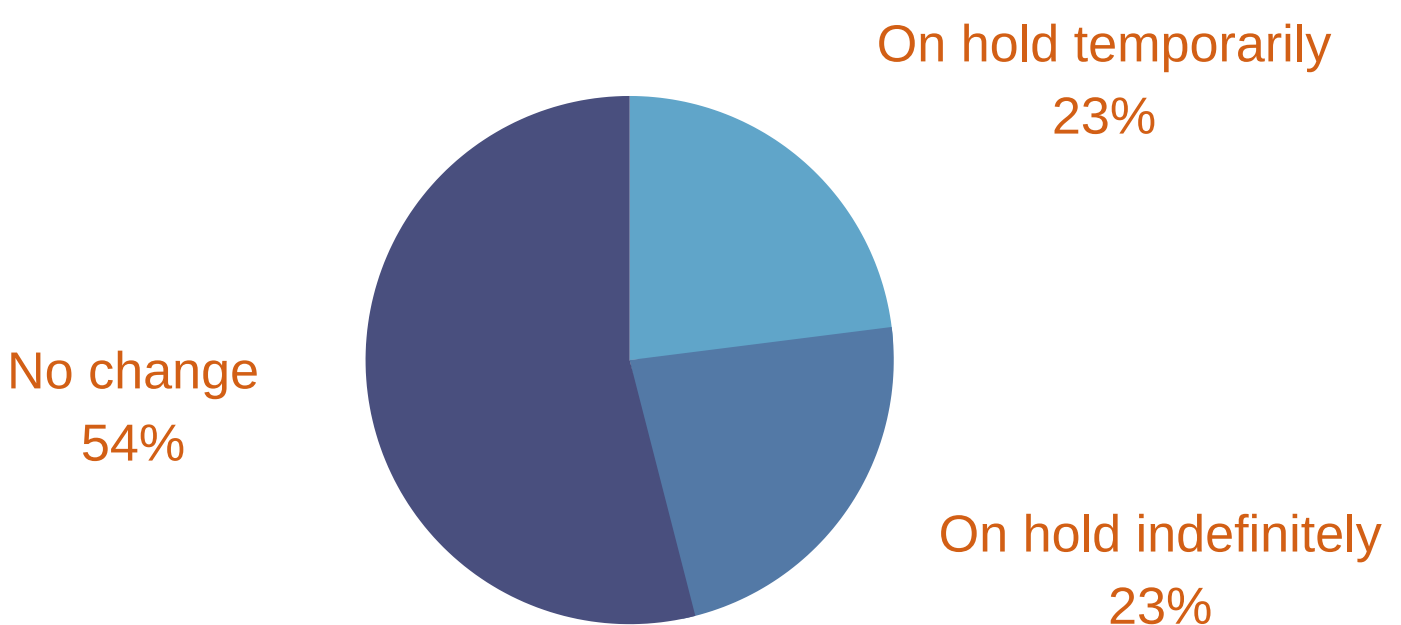
EXIT TIMING PRE-CRISIS

36% of owners planned to sell/exit within 2 years & 67% planned to leave in 5 years or less pre-crisis



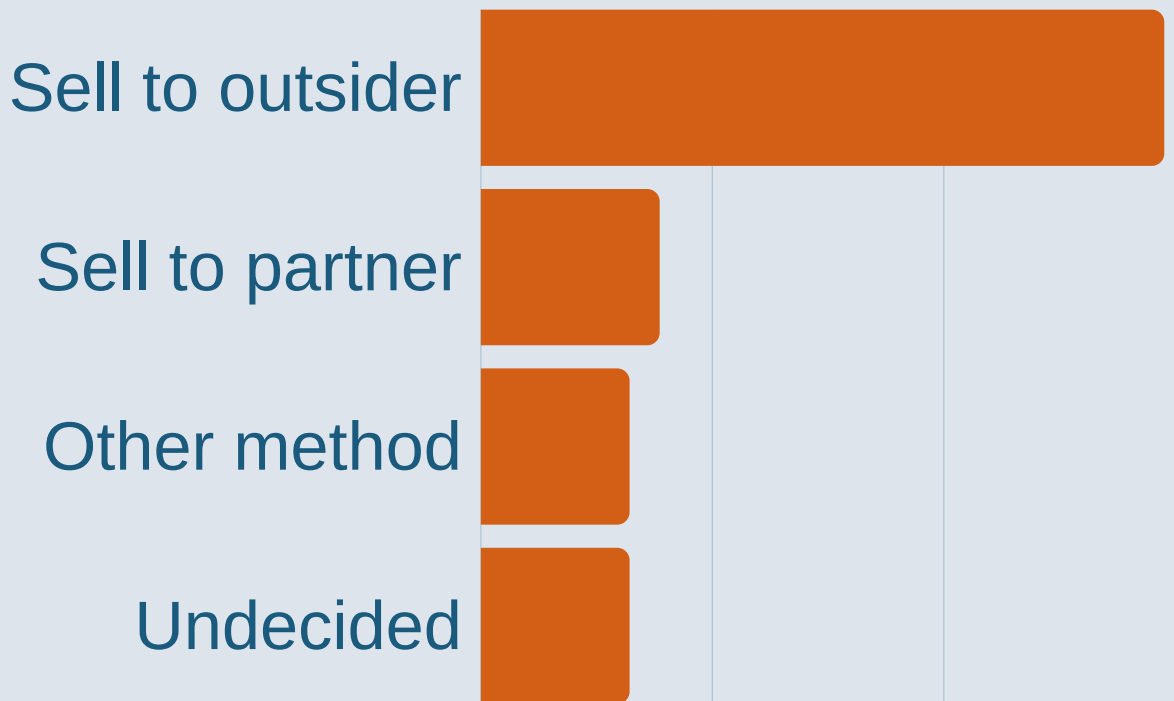
HAS TIMING CHANGED?

Over half of owners said that the current crisis had not changed their plans to sell or exit, while 23% said their plans were on hold until things get back to normal.



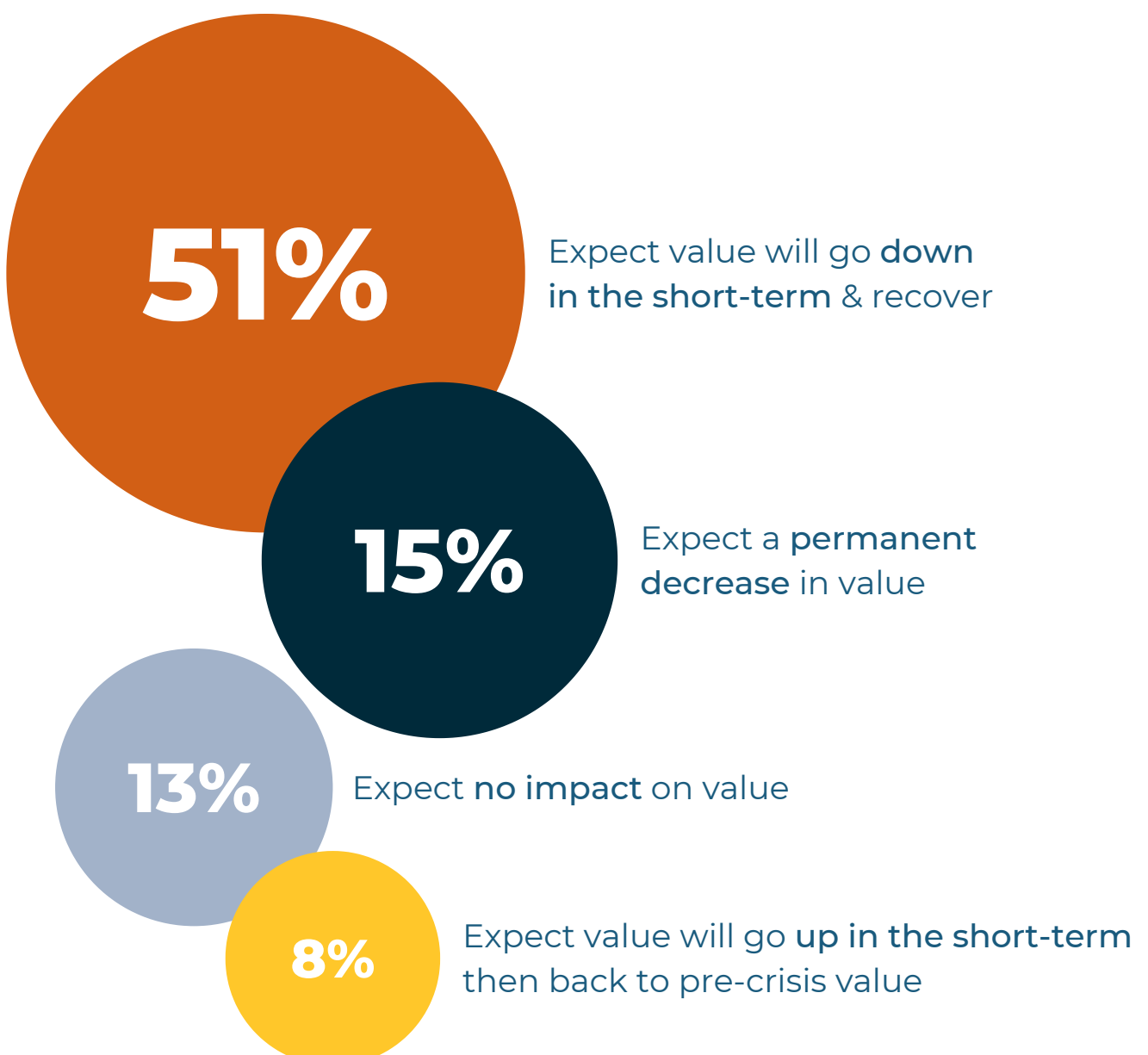
EXIT STRATEGY

The majority of business owners surveyed (59%) plan to exit by selling the business to an outside buyer. None of the respondents said they had plans to sell or gift the business to family.



HAS VALUE DECREASED?

Over half of owners feel the current crisis has temporarily decreased the value of their business, but expect value to recover.



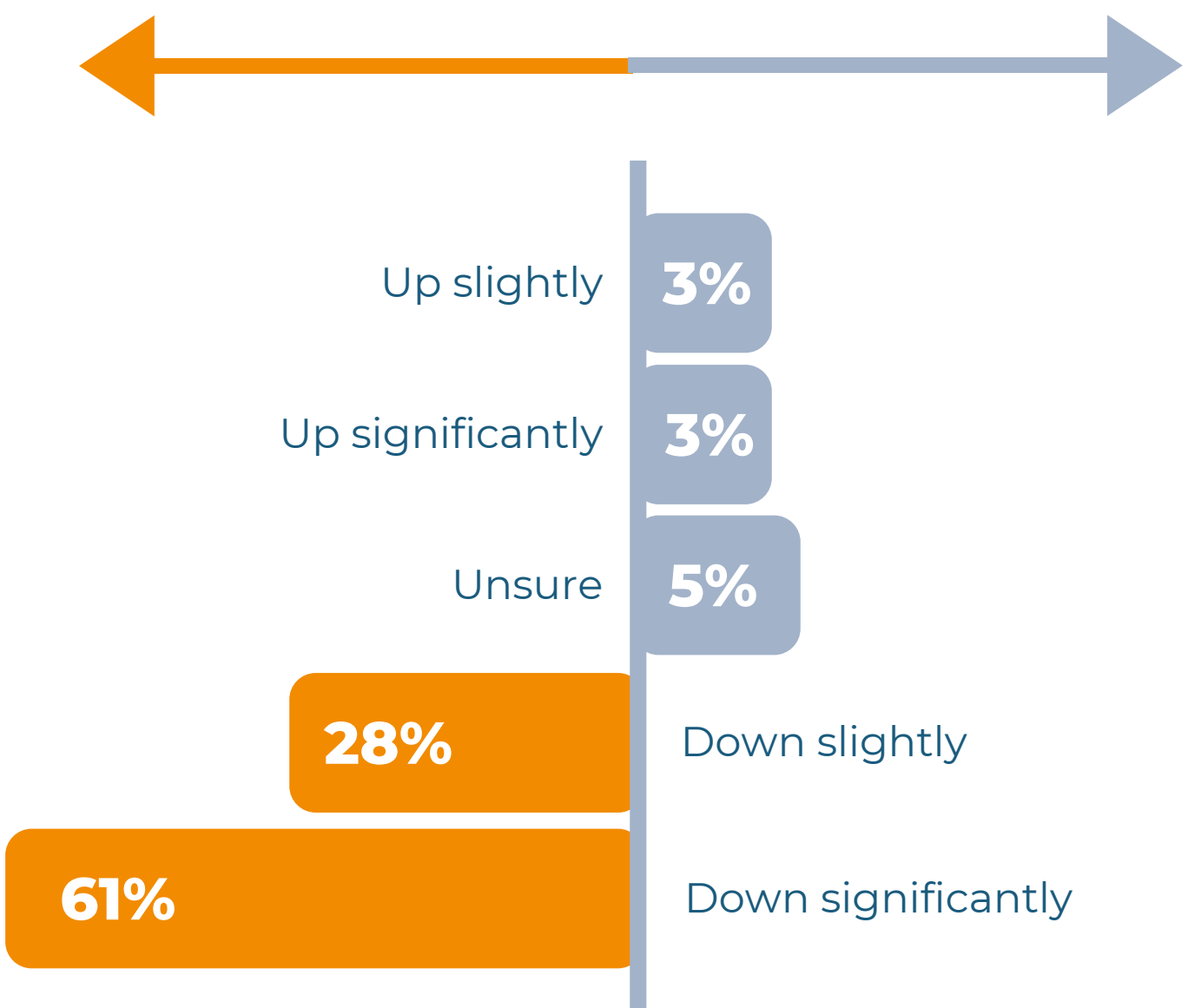
SPEED OF RECOVERY

46% of business owners were confident that the business would recover, but feel it will take over a year.



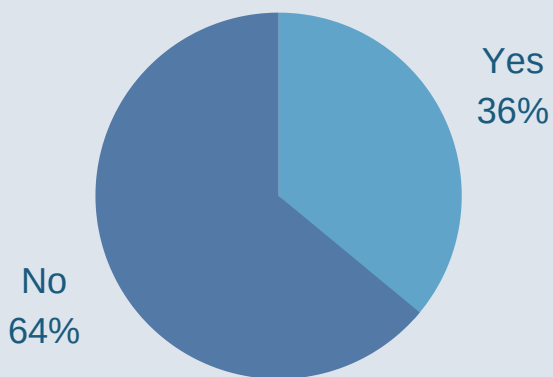
IMPACT ON 2020 SALES

Well over half of owners said that 2020 sales will be down significantly, while almost 30% said that sales will be impacted only slightly.

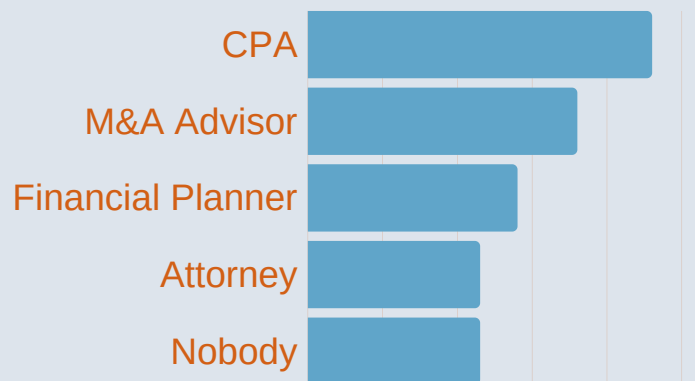


OTHER OWNER INFO

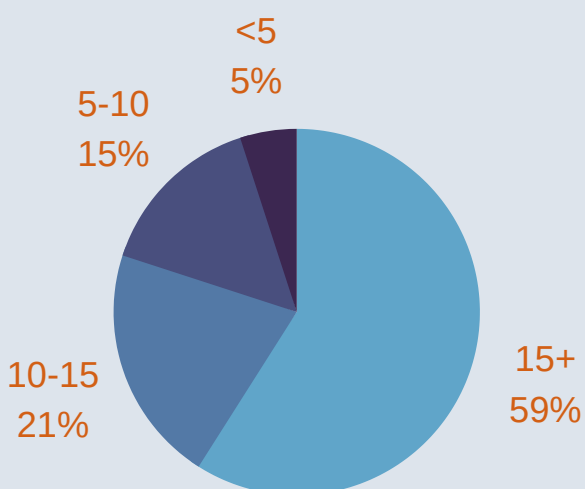
Have you had your business valued by a business valuation professional?



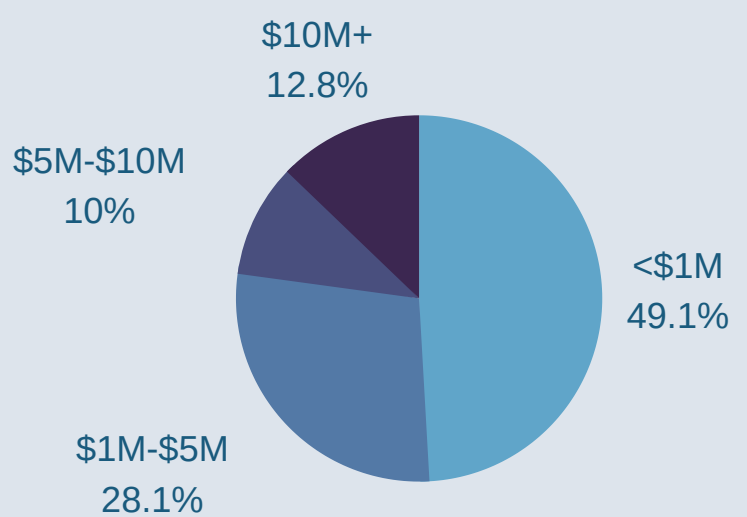
Which advisors have you talked to about your exit planning?



Years established



Average annual sales (2017-2019)



ABOUT AT&CO.

SELLING & VALUING BUSINESSES SINCE 2006

The stakes are high when you're selling your most valuable asset. The advisors at Allan Taylor & Co. have been in your shoes. We guide you through the entire process, from preparation and planning to finding the right buyer and closing the deal.

LET'S TALK

CONNECT WITH US

