

Canada's Wave of Business Transition: A snapshot of business leaders' thoughts on selling their business

In partnership with BDO Canada, FEI Canada conducted a survey in 2019 with over 130 financial executives and business owners to learn about how they plan to sell their businesses and how familiar they are with the transaction process.

WHO?

85%
of respondents
are from **private
companies**

- 83% respondents have an annual revenue of less than \$100M
- 87% respondents have less than 300 employees
- 52% of business owners are 55 years and older



WHEN?

54%
of respondents are
expecting to sell
**within the next
2 years**

- 54% respondents are expecting to sell within the next to 2 years
- 19% respondents are expecting to sell within 3 – 5 years from now

WHY?

31%
of respondents are
selling because
of **retirement**

TOP 3 DRIVERS TO SELL

- 31% are planning to retire
- 16% have received interest from potential buyers
- 10% have no succession plan



HOW?

39%
of respondents
are selling to a
third-party

TOP 3 EXIT OPTIONS

- 39% would like to sell to a third party
- 19% would like to sell to a strategic buyer
- 16% would like to sell to their management team

How BDO can help:

There are many things to consider and prepare when selling a business. BDO's advisors can assess buyers' objectives and discuss the various options available. We also provide business owners with guidance on preparing for a sale, divestitures, valuations, and tax structuring. Contact us to find out how we can help your business.