

Value Preservation Checklist



Whether you need a turnaround strategy or are pursuing an acquisition spree, value will be the key driver. For a number of retailers, this period will provide an opportunity to expand their business through mergers or acquisitions. For retailers feeling the squeeze, a CVA (Company Voluntary Arrangement) might benefit. The CVA has evolved from a route into insolvency to a route to survival which can be tailored to the individual entity's circumstances. Many companies would also benefit from restructuring to decrease costs or increase margins:

- Who is in control?
- What is the situation of the different stakeholders?
- How can you align multiple objectives?
- Can you restructure the balance sheet?

- Sale of the business – consider enterprise value versus asset disposal
- Equity or other funding – can management demonstrate long-term business viability?
- Insolvency options: CVA/Administration – combined stakeholder restructuring

Value is key for any retail strategy. For more information on the issues raised in this checklist, visit kpmg.co.uk/retailtoolkit or email retailtoolkit@kpmg.co.uk to arrange an informal discussion.

Other checklists in this series (click to download):

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Retail Operational Excellence
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Stakeholder Management
Retail Strategy