



Tax-Savvy Selling: Getting Exit-Ready the Right Way

Published on Alvarez & Marsal | Management Consulting | Professional Services

(<https://www.alvarezandmarsal.com>)

June 23, 2025

Selling a business is a complex endeavor—strategically, operationally, and above all, from a tax perspective. In many cases, serious tax preparation only begins once a concrete offer is on the table, or the transaction process is already underway. But starting too late limits options, risks price reductions, and in the worst case, jeopardizes the deal.

A professional approach to **tax exit-readiness** needs to begin early. The goal is to identify, quantify, and ideally resolve or transparently disclose potential tax risks and optimization opportunities **before** the sale process starts. Buyers—especially strategic investors or private equity firms—expect a clean and well-documented tax position.

Key focus areas include:

- Review and optimization of the tax structure (e.g. holding structures, fiscal unities, permanent establishments)
- Identification and documentation of deferred tax liabilities or hidden tax risks
- Treatment and usability of tax loss carryforwards
- Evaluation and presentation of provisions, e.g. for tax audit exposures
- Transfer pricing documentation and cross-border tax issues
- Status of open tax procedures or audits.

Especially critical is the **consistency between contractual and operational structures**, and the tax documentation relating to ongoing business processes. These areas are of particular interest in the buyer's tax due diligence.

Our conclusion:

Tax exit-readiness isn't optional—it's an essential part of every structured sales process. Companies that start early and prepare thoroughly not only gain the buyer's trust but also avoid last-minute surprises or renegotiations—and secure a stronger negotiating position.

Source URL: <https://www.alvarezandmarsal.com/thought-leadership/tax-savvy-selling-getting-exit-ready-the-right-way>

Authors:

Clemens Petersen

Axel Ortjohann

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