SUBSTRAT

Business sale & barter
Your first steps

For business owners, directors and authorised representatives across Nigeria. Headquartered in Abuja; serving all of Nigeria.

1. Tell us the intended transaction

Do you want to sell company shares, transfer a going concern, sell particular business assets, or exchange assets? If undecided, say so. State the business sector and broad location, where you are based, your role and the outcome you seek. A Lagos-based owner of an industry in Kano follows the same process as any other owner.

2. Start with a confidential request

Use substratasset.com/business-sales. No membership or payment is required for the initial enquiry and internal review. A company name and document uploads are not required on the first form. Keep the reference shown after submission. The acknowledgement email links to this guide; email delivery is not guaranteed.

3. Prepare what you already have

Company registration and ownership records; beneficial-owner information; authority to act and any relevant board/shareholder approval; recent accounts and operating information; an asset and stock schedule; key contracts, leases and licences; title records for property; and known debts, mortgages, disputes, employee obligations or tax issues. List gaps honestly; missing information is not treated as cleared.

Do not send original documents, identity-document numbers, passwords, bank details or customer records through public messages. The review team will specify an appropriate private document channel. An agent or lawyer needs written client authority, not merely an introduction.

4. Review first; agree any appointment separately

Substrat reviews identity, authority, ownership and available supporting facts, then clarifies the proposed route. An enquiry is not a mandate, valuation, approval or promise of a buyer. Financial, legal, tax and technical advice must come from appropriate professionals. Chargeable work requires disclosed written terms.

Barter, confidentiality & costs

If you would consider exchange / barter

Describe the asset you would accept, its preferred location and any proposed cash adjustment. Both sides need identity, ownership, authority and liability checks. Values must be independently supported; asking figures are not proven values. Appropriate advisers must address transfer documents, debts, tax, timing and any cash adjustment. Do not assume equal values or agree to transfer before checks and written terms.

Keep commercial information controlled

Your first request does not publish your identity, business or industry. Any public description requires explicit approval after review. Where an authorised private introduction is appropriate, agree what may be disclosed, to whom and at what stage; confidential business details should be shared only under appropriate confidentiality arrangements. Confidentiality never permits anonymous principals or undisclosed beneficial owners.

Understand the three separate amounts

Substrat service fees: agreed in writing using the approved schedule and the actual scope; the party appointing Substrat ordinarily pays. Charges to both sides require disclosure, both parties' written agreement and legal/professional permissibility.

Third-party costs: the seller covers KYC, legal, search, survey and other verification costs used to authenticate identity, title and the asset. These are separate and quoted before chargeable work starts.

Transaction consideration: the agreed asset or share price, and any barter cash adjustment, are separate from fees. No cash purchase consideration or payment to personal accounts. Use only verified corporate instructions and formal documentation; an informal message cannot authorise changed payment details.

What happens after the review?

If suitable, agree the mandate and disclosure plan, prepare the reviewed information, and consider serious identified counterparties. Professional due diligence, negotiation and completion follow the agreed scope. No sale price, buyer, acceptance or completion date is guaranteed. A preferred phone call is a request, not a booking.

Contact and next steps

substratasset.com/business-sales
info@substratasset.com · WhatsApp +234 708 280 2150
Current approved rates: substratasset.com/rates