

# Your Industry Business Valuation Report

## Make your business more profitable & valuable

### Introduction

Your **Industry Business Valuation Report** provides you with current information of how comparable businesses in your industry are valued, your industry average and benchmark Profit, Capitalisation Rate and Business Value.

**BUYING A BUSINESS** - minimise your business acquisition risks by not paying too much.

**GROWING YOUR BUSINESS** - identify areas for future value improvement.

**SELLING YOUR BUSINESS** - strategies to maximise your business sale price.

## Comparable Business Information

We have prepared your Report on the basis of 29 comparable businesses.

### Industry

Retail Trade

Business Profile		Post Code Range	Date Range	Sample
Turnover Range	FTE Range			
All	All	All	Jul 2008 - Jun 2011	29

### Industry Business Valuation Analysis Table

	Industry Average	Benchmark (Avg. top 20%)
<b>Profit</b> (Weighted Average Notional Earnings before Interest & Taxation)	\$226,501	\$506,216
<b>Business Capitalisation Rate (BCR)</b> (Business Capitalisation Rate as determined by the BCRC)	3.16	4.4
<b>Business Value (BV)</b> (The value of the business by multiplying the Profit by the BCR)	\$700,301	\$1,573,990

### Profit

Is your **Profit** above or below the industry average & benchmark?

**The more profitable your business, the higher your business value.**

*Strategy: Complete a **Profit Optimisation Review** to grow your sales, improve your profits and cash flows.*

### Business Capitalisation Rate (BCR)

Is your **Business Capitalisation Rate** above or below the industry average & benchmark?

**The higher your Business Capitalisation Rate, the higher your business value.**

*Strategy: Complete a **Risk & Value Driver Assessment** to lower your business risks and improve your business value drivers.*

### Business Value (BV) = Profit \* BCR

Is your **Business Value** above or below the industry average & benchmark?

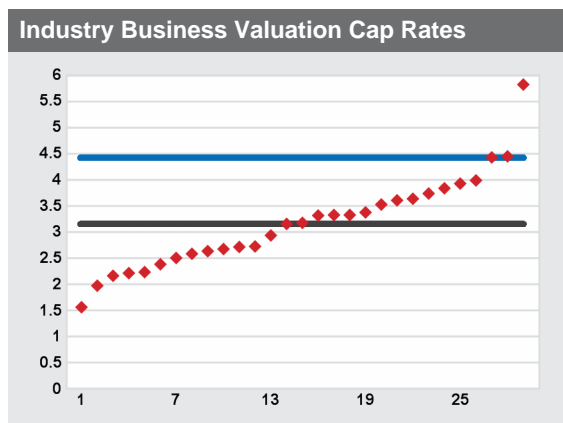
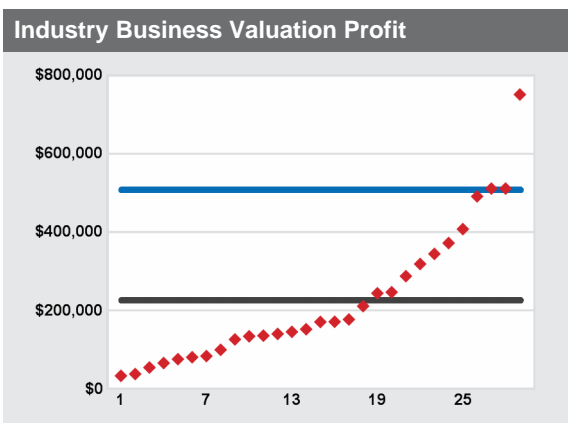
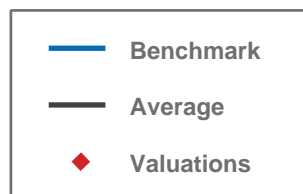
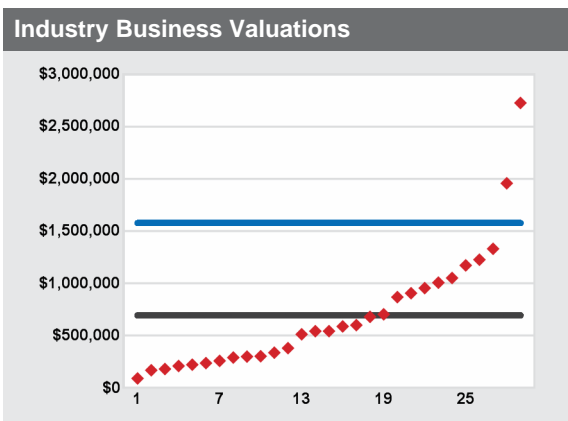
**Increased profits, improved cash flow, lower business risks = business value optimisation.**



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## Industry Business Valuation Analysis Tables



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## Make Your Business More Valuable

Successful businesses in your industry are implementing forward thinking strategies to make their business more profitable and valuable. The table below highlights three industry leading value improvement strategies.

<b>Increased Profits</b>	Use industry benchmarking data to identify your business strengths and weaknesses.
<b>Improved Cash Flow</b>	Enhance your stock management systems and tighten your debtor's procedures to include discounts on early payment and capping credit limits based on each customer's payment history.
<b>Lower Business Risks</b>	Reduce key person reliance by investing in the development of your key staff/family members.

## Get the 'VIP' Treatment

### VIP - Value Improvement Package

For more information on how to make your business more profitable, valuable and an industry 'benchmark' then we recommend our VIP or Value Improvement Package.

Our Package includes Industry Analysis Report(s), Client Business Improvement Report(s), a SWOT Analysis Workshop and Report and a Value Improvement Analysis Workshop and Report.

Invest in this powerful information and advice NOW so you can grow your sales, increase your profits, improve your cash flow and maximise your business value.

**Make your business a 'very important performer' today.**