

# Business Value Transaction Report



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## Introduction

Our Business Value Transaction Report contains information on what other 'like' business are transacting for, a comparison of business and transaction values to the average and benchmark transaction values achieved and recommendations for you to maximise your business value.

## Comparable Businesses Information

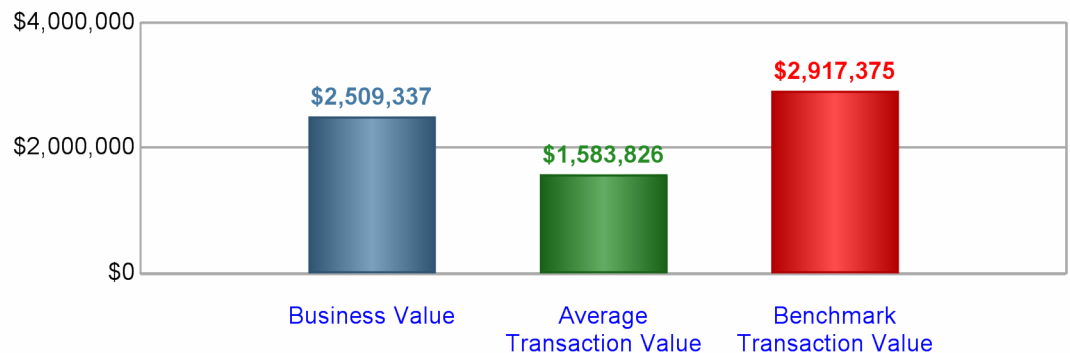
We have prepared this Report on the basis of **27** comparable business transactions.

**Industry:** Architectural, Engineering and Technical Services

Business Profile	Post Code Range	Date Range	Sample
Turnover Range <b>All</b>	FTE Range <b>All</b>	<b>All</b>	<b>Jan 2009 - May 2011</b>

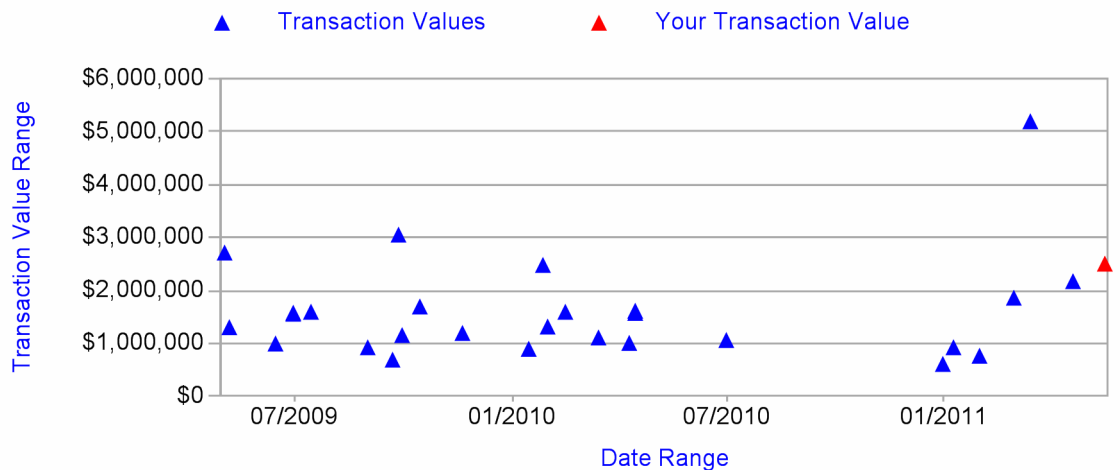
## Business Value Transaction Information

The following graph provides a comparison of your business value, the average and benchmark transaction values achieved for comparable businesses during the nominated date range.



## Comparable Transaction Data

The following graph provides a comparison of your business valuation and transaction values achieved for comparable businesses during the nominated date range.



# Business Value Transaction Report

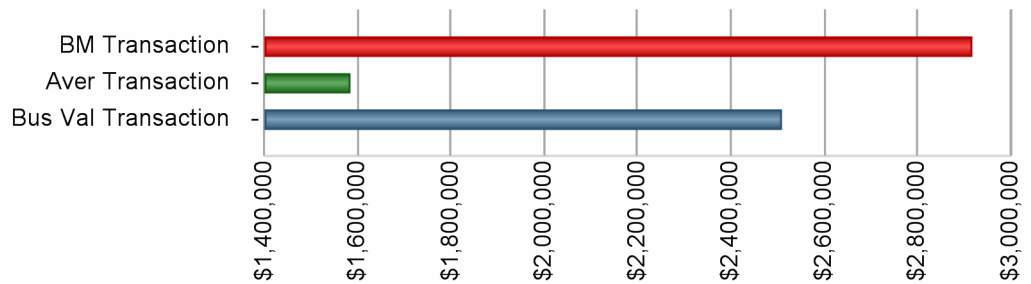


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## Business Value Optimisation

We have identified **3 Strategies** for you to optimise your Business Value.

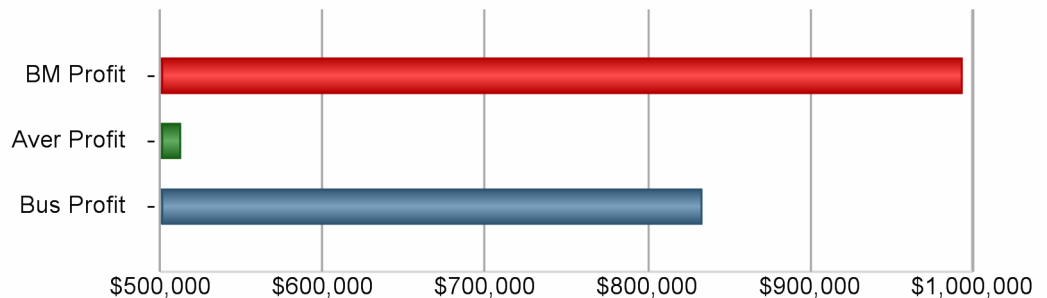
1. Your Business Value for transaction purposes is \$925,511 (58%) above the Average and \$408,038 (14%) below the Benchmark.



Business Transaction Value

**Recommendation:** complete a **Business Valuation SWOT Workshop** to pinpoint areas for value improvement.

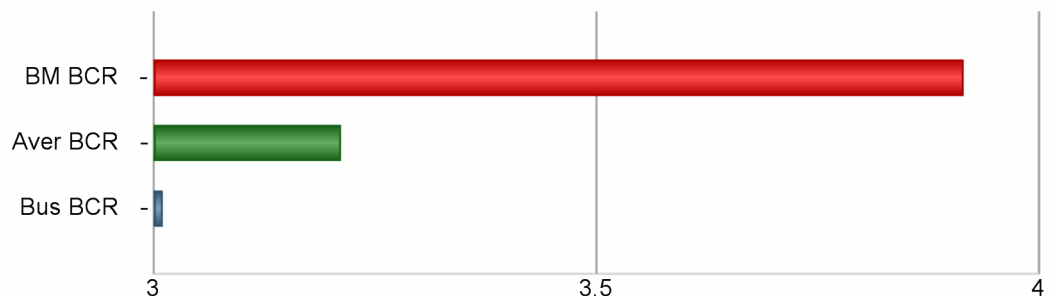
2. Your Profit for transaction purposes is \$321,285 (63%) above the Average and \$160,360 (16%) below the Benchmark.



Business Profit

**Recommendation:** complete a **Profit Optimisation Review** to grow your sales, increase your profits and improve your cash flows.

3. Your Business Cap Rate for transaction purposes is 6% below the Average and 23% below the Benchmark.



Business Cap Rate

**Recommendation:** complete a **Risk & Value Driver Assessment Sensitivity Analysis** to reduce your business risks and improve your business value drivers.