

Business Valuation & Value Improvement Analysis



Mail:
PO Box 300, Silverdale, 0944
Toll Free:
0508 BSTARNZ
Fax:
(+64) 9427 6506
Website:
www.ontargetnz.com
Email:
nikki@ontargetnz.com

Introduction

Our Business Valuation & Value Improvement Analysis Report provides you with an opportunity to compare your business value to 'like' businesses as well as pinpointing opportunities for value growth.

Comparable Businesses Information

We have prepared this Report on the basis of 27 comparable businesses.

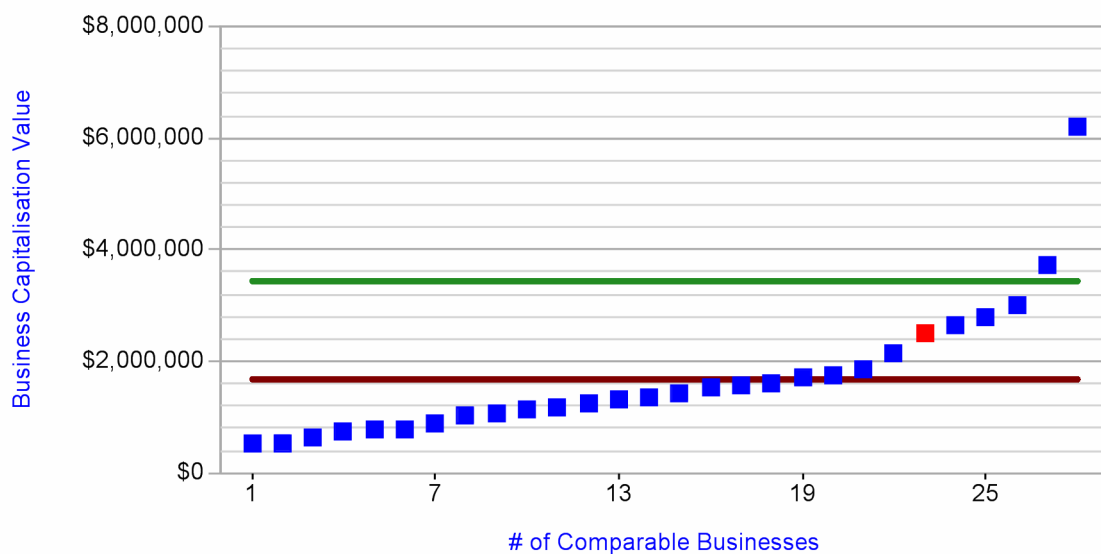
Industry: Architectural, Engineering and Technical Services

Business Profile	Post Code Range	Date Range	Sample
Turnover Range All	FTE Range All	Jun 2009 - May 2011	27

Analysis Summary

	Your Business	Industry Average	Benchmark (Avg. top 20%)
Profit (Weighted Average Notional Earnings before Interest & Taxation)	\$833,667	\$511,277	\$992,972
Business Capitalisation Rate (BCR) (Your Business Capitalisation Rate as determined by the valuation)	3.01	3.18	3.5
Business Capitalisation Value (BCV) (The value of your business by multiplying your Profit by your BCR)	\$2,509,337	\$1,673,357	\$3,419,964

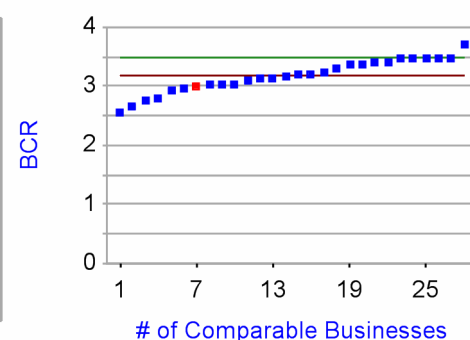
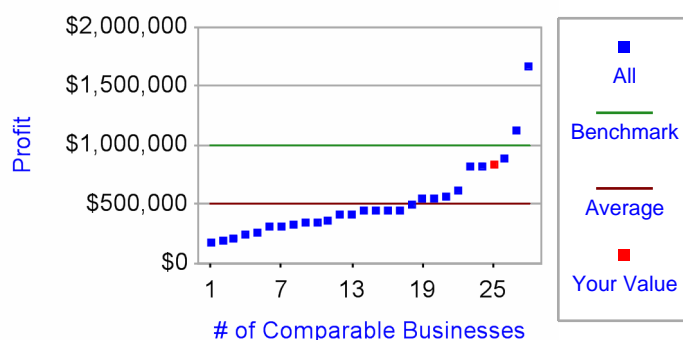
Your Result - 3 Graphs



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Opportunities for Value Improvement

We have identified **3 Strategies** for you to grow your business value and have provided potential future valuations based on you achieving the suggested Goals.

Profit

Observation: Your Profit for valuation purposes is \$322,390 (63%) above the Average and \$159,305 (16%) below the Benchmark.

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

Business Capitalisation Rate (BCR)

Observation: Your BCR for valuation purposes is 5% below the Average and 14% below the Benchmark.

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

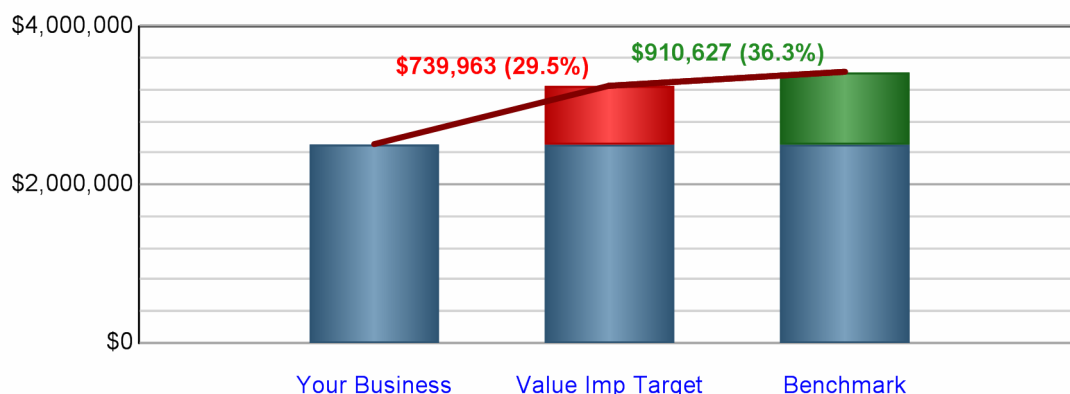
Business Capitalisation Value (BCV)

Observation: Your BCV for valuation purposes is \$835,980 (50%) above the Average and \$910,627 (27%) below the Benchmark.

Strategy: Discuss, with your Business Adviser Strategies and Goals that focus on improving profit and cash flow and lower your business risk.

Goals

Comparison of business values - \$



Value Improvement Target

You need to grow your earnings by 12%, improve your FCFF score by 0.05 & increase your RAVDA score by 1 year to achieve your Value Improvement Target goal.

Benchmark

You need to grow your business value by \$910,627 (36.3%) to achieve the Benchmark goal.