

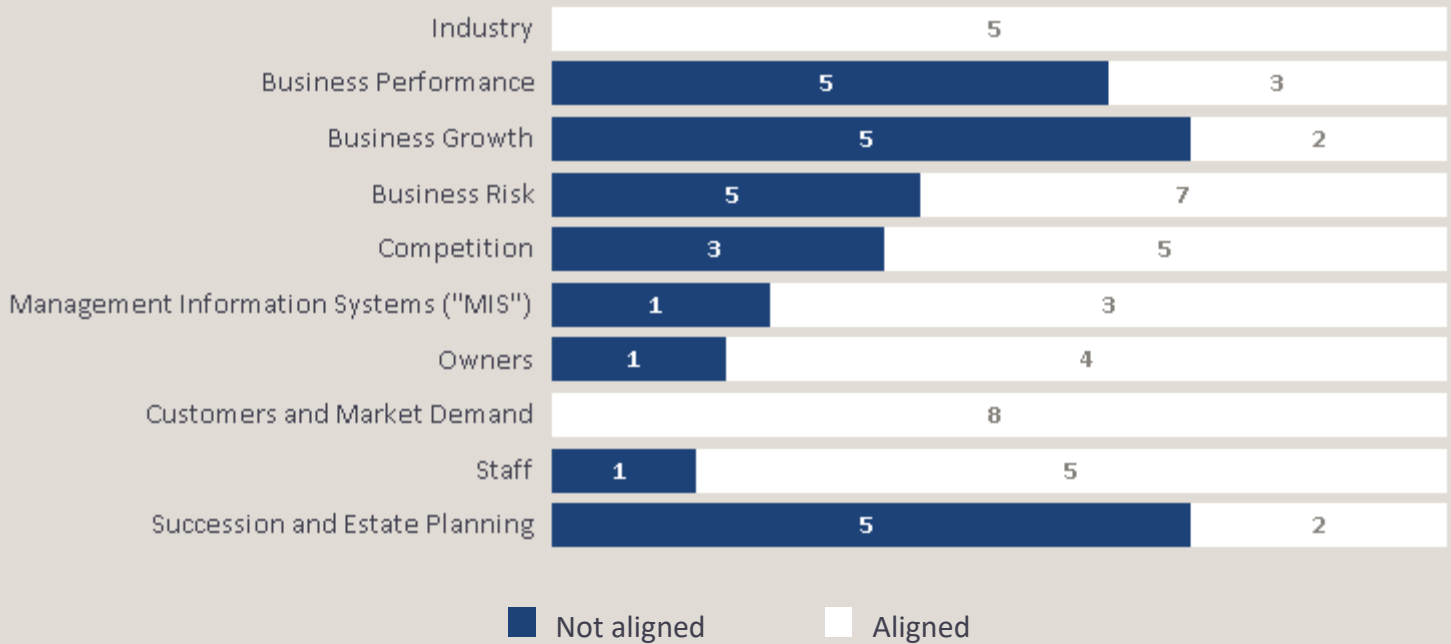
Alignment and Concern Report

Client:

ABC Business



Alignment of Responses



Responses - Not aligned

Business Performance

- 6. Years profitable trading
- 7. Current year increase in sales
- 8. Increased - Sales
- 12. Industry benchmarks
- 13. Control of operating costs

Business Growth

- 15. Opportunities - new products/services
- 16. Opportunities - new locations
- 17. Investment - R & D
- 19. Premises - support growth
- 20. Business Planning

Business Risk

- 23. Government legislation protection
- 24. Import threat
- 28. Premises - tenure secure

...Business Risk

- 29. Supply disruption
- 31. Supplier reliance

Competition

- 35. Threat - overseas competitors
- 36. Market sustainable
- 39. New competitors other barriers

Management Information Systems ("MIS")

- 43. Reporting policies & procedures

Owners

- 45. Degree of reliance

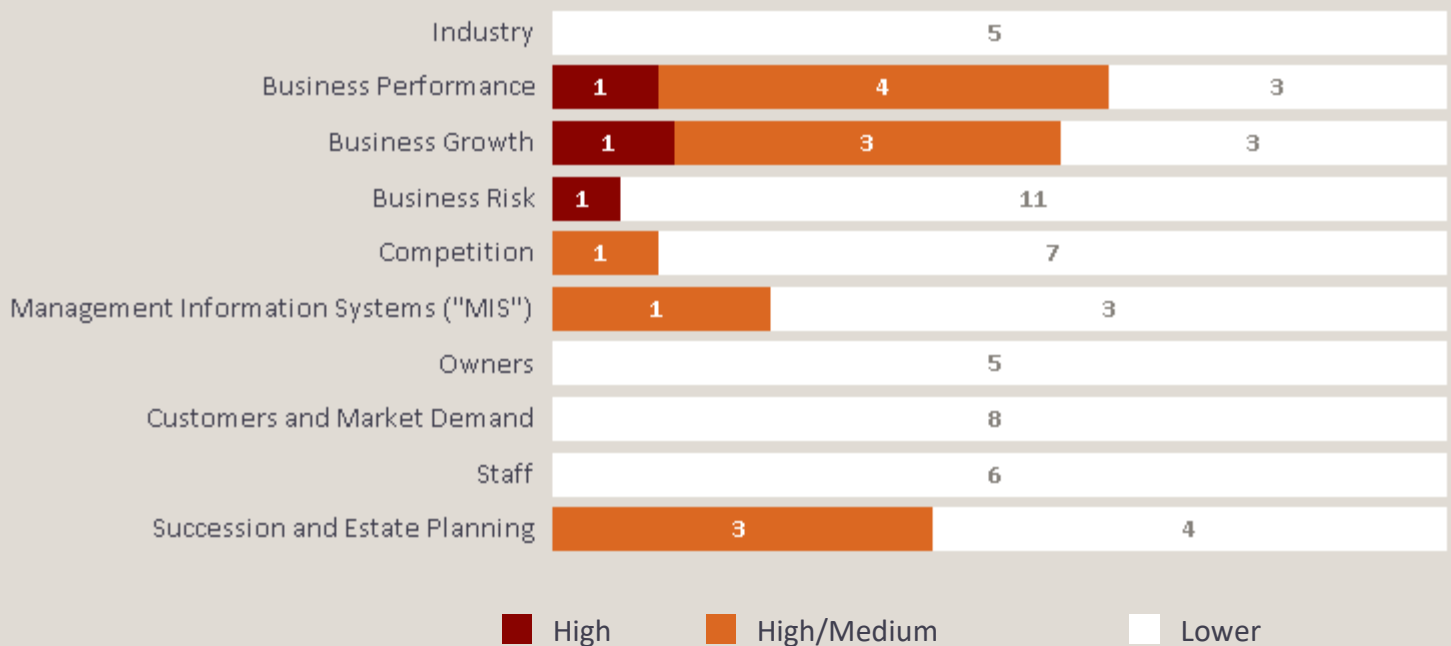
Staff

- 61. Recruitment, retention and motivation

Succession and Estate Planning

- 64. Risk insurance
- 65. Documented business life plan
- 66. Documented succession plan
- 67. Documented estate plan
- 70. Is easy to sell

Level of Concern



High Concern

Business Performance

6. Years profitable trading*

Business Growth

20. Business Planning*

Business Risk

24. Import threat*

Medium/High Concern

Business Performance

7. Current year increase in sales*

8. Increased - Sales*

12. Industry benchmarks*

13. Control of operating costs*

Business Growth

15. Opportunities - new products/services*

17. Investment - R & D*

19. Premises - support growth*

Competition

35. Threat - overseas competitors*

Management Information Systems ("MIS")

43. Reporting policies & procedures*

Succession and Estate Planning

65. Documented business life plan*

66. Documented succession plan*

69. Strategic growth plan

**These responses are also not aligned. Where concern is not aligned, the highest concern is used.*