INDUSTRY BUSINESS VALUE ASSESSMENT REPORT

The **Industry Business Value Assessment Report** provides you with current information of how comparable businesses in your industry are valued, the 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.*

BASIS FOR REPORTING

Comparable Businesses Information
This Report has been prepared on the basis of:

Comparable Businesses	**38**

Industry	**Accounting Services**

Turnover Range	FTE Range	Postcode Range	Report Period
All	**All**	**All**	**Jul 2015 - Dec 2020**

INDUSTRY BUSINESS VALUE ASSESSMENT ANALYSIS

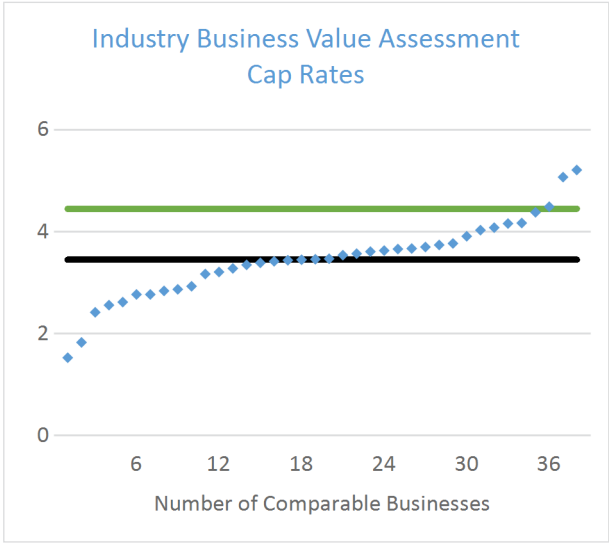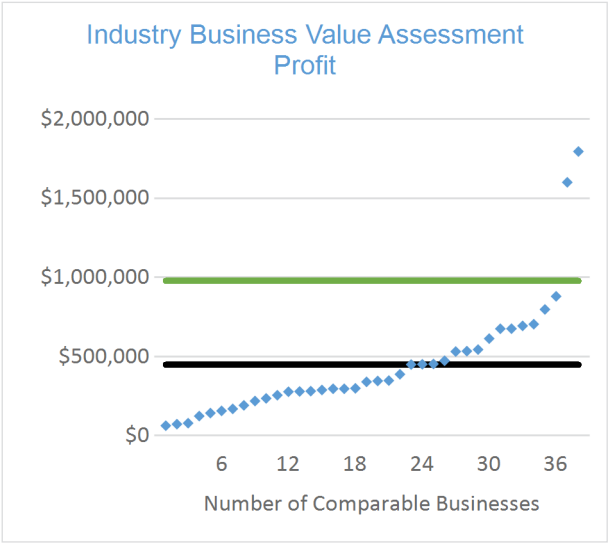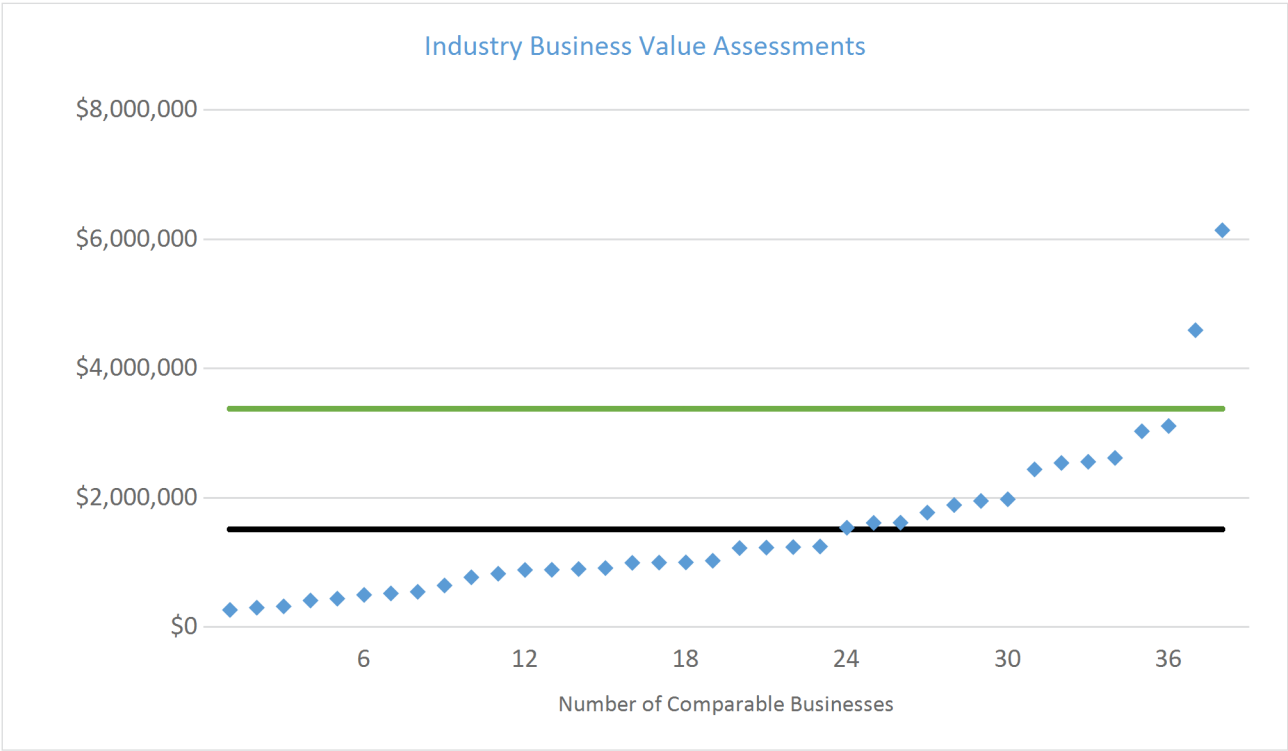|	**Industry Average**	**Industry Benchmark (Average Top 20%)**
Profit *(Weighted Average Notional Earnings before Interest and Tax)* Is your **Profit** above or below the industry average and benchmark? **The more profitable your business, the higher your business value.** *Strategy: Complete a Profit Optimisation Review to grow your sales, improve your profits and cash flows.*	$448,287	$978,010
Business Capitalisation Rate (BCR) *(Business Capitalisation Rate as determined by the BCRC)* Is your **Business Capitalisation Rate** above or below the industry average and benchmark? **The higher your Business Capitalisation Rate, the higher your business value.** *Strategy: Complete a Risk and Value Driver Assessment to lower your business risks and improve your business value drivers.*	3.45	4.45
Business Value (BV) *(The value of the business by multiplying the Profit by the BCR)* Is your **Business Value** above or below the industry average and benchmark? **Increased profits, improved cash flow, lower business risks = business value optimisation.**	$1,511,859	$3,378,111

Industry Business Value Assessments

Industry Business Value Assessment Profit

Industry Business Value Assessment Cap Rates

Benchmark
Average
◆ Value Assessments

Bstar