



**Davidsons**  
Trust & Financial Success

## BUSINESS ADVISORY SERVICES

- ▶ **Business Valuations/Due Diligence**
- ▶ **Benchmarking**
- ▶ **Business Growth, Development and Planning**
- ▶ **Succession Planning**

We are proactive in providing you with tools & skill sets that help you measure, manage & improve your business so that you can influence outcomes.

### Davidsons Business Advisory

Division is a blend of experienced professionals with a range of specialist skills acquired through many years of working with family run businesses, SME's, Not for Profit Organisations and Government agencies.

You have probably heard the old saying...

**'If you aim at nothing, you will achieve it!'**

### Example of some of our strategies:

Growing or Going (Are you Growing your business or are you looking to Go?)

- Understand the current value of your business
- Compare your business to similar businesses
- Can you afford to retire?
- Identify areas to improve profit & cash flow
- Understand the future potential of your business

### One Page Strategic Plan

- Understand where you are now
- Help you identify where you want to be (what is your Big Hairy Audacious Goal)
- Plan the steps to get you there
- Help you tackle the rocks and challenges that are in your way
- All on ONE PAGE.

Contact us today to  
see how we can help

**GEELONG**  
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GMN International is an  
association of legally  
independent accounting firms



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## BUSINESS ADVISORY VALUATION SERVICES

- ▶ **Buying or Selling**
- ▶ **Dispute Resolution**
- ▶ **Family law settlements**
- ▶ **Estate planning**
- ▶ **Succession planning**

We are committed to providing business valuation reports that are well scoped, priced upfront, timely & efficient and based on sound valuations methodology

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### Three common methods for valuing a business

Net asset backing

- Primary production/over capitalised business

Net present value or discounted cash flow

- Future profit streams/speculative industry

Capitalisation of profits or maintainable earnings

- Most common methods for small to medium enterprises
- Requires a history of earnings and operations

### Davidsons Unique Business Capitalisation Rate Calculator

- A tool to determine the profit multiple when valuing a business
- Applies when valuing a business using the capitalization of profit methodology
- Methodology: Business must generate sufficient profits after tax to return investment funds to an owner/investor over a defined term
- Formulated on a scientific calculation that determines the profit multiple when valuing a business
- Based on business's financial indicators as well as it's non financial value drivers including a risk assessment
- Applies to any business, in any industry at a given point in time
- Meets valuation standard APES 225

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