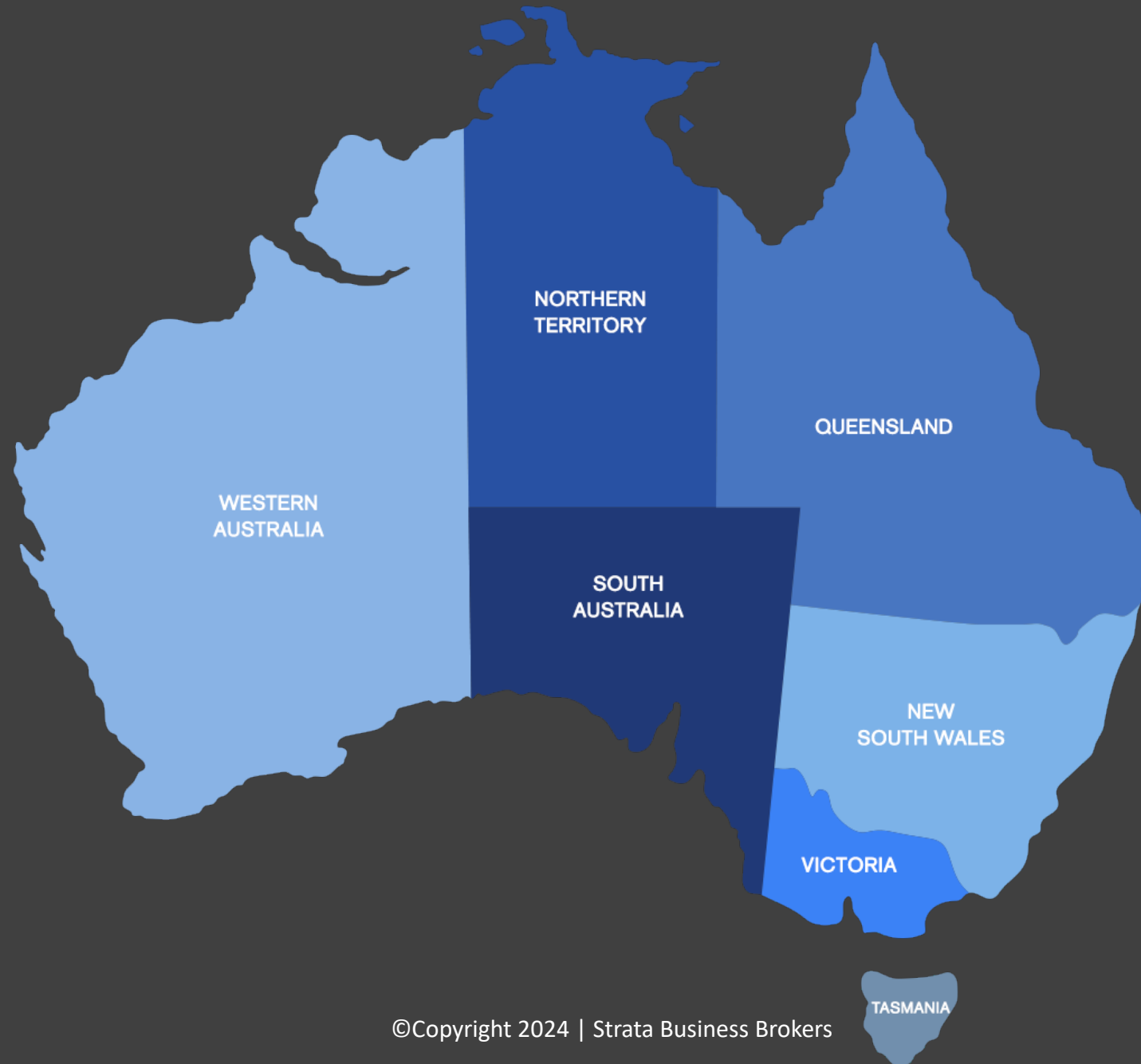


Strata Business Owners



National View





What is your
business worth?

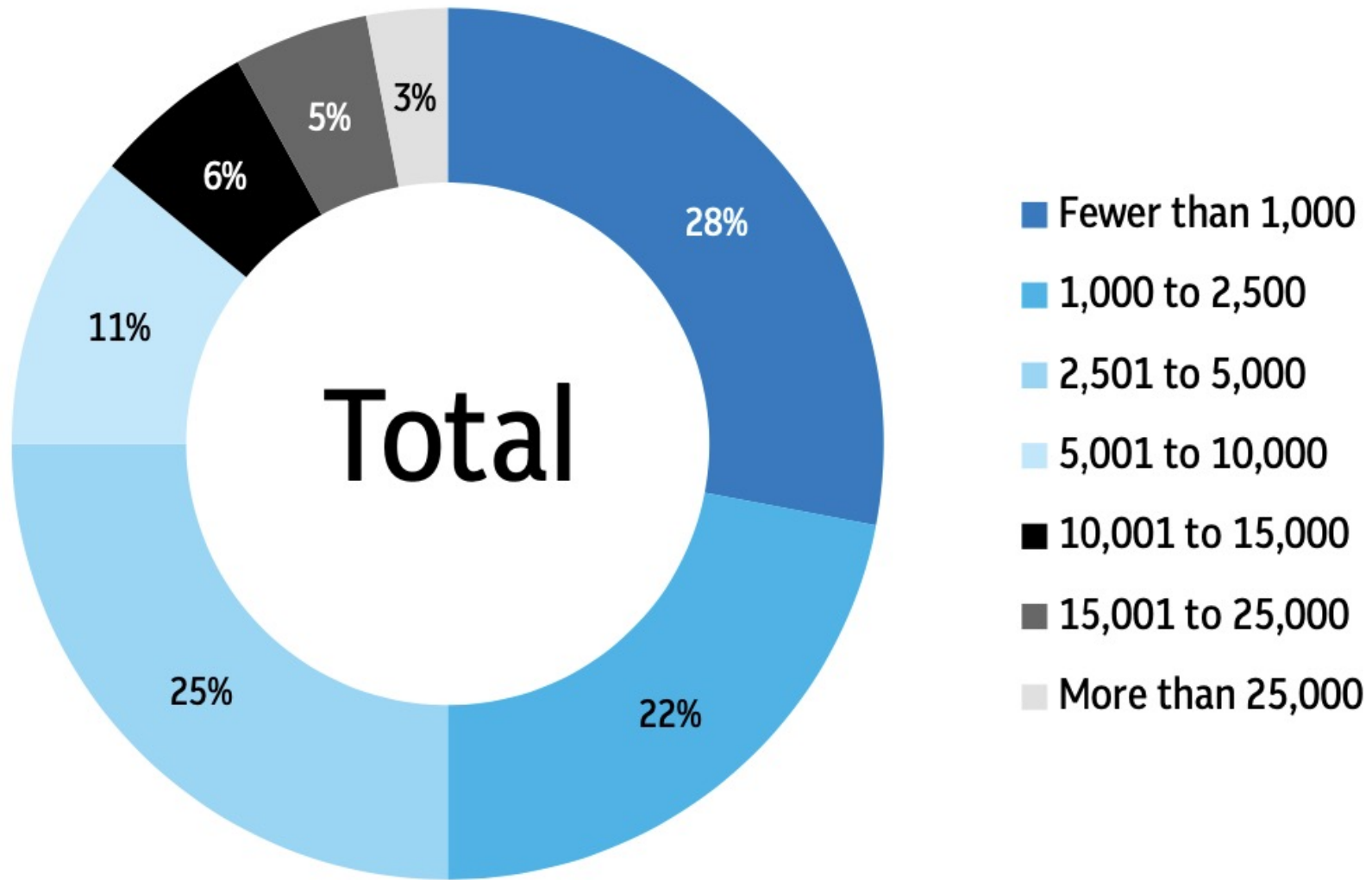


How do you value
your business?

Really Good Reasons to know...

the **VALUE!**

- **Funding**
expansion, hiring, growth, acquisition
- **Equity buy-ins/buy-outs**
- **Strategic realignment of OC book**
i.e. downsizing to free-up capital,
resources, and capacity
- ***‘Hit by the proverbial bus’***
- **The time is right to exit and/or retire.**



What are you **selling**?

Portfolio
or business

Transactional
type

Does Bank funding = Business sale value?

**Bank
value**

True Business Value

**Selling
Price**

What are the **value drivers** in your strata business?

Quantitative

Qualitative

12345 **vs** Quality Factors

- Yes – the quantitative is important in business but don't forget about the **qualitative**
- What **qualitative factors** in your business are holding down your business value?



2024

Why the **top-line method** no longer works in strata

<https://stratabusinessbrokers.com.au/articles/is-the-multiplier-just-based-on-the-management-fees>

General sale process overview

- Making the resolution
- House in order
- Speak to a broker
- Keep things confidential
- Get the experts lined-up

Accountant

who's done it before
and won't drag things
out.

Lawyer

who's done it before
and won't drag things
out.

Business Broker

who can run process
start to finish.

Lawyer

who's done it before
and won't drag things
out.

**Really good DD
processes and people to
conduct the DD**

Financier/Funding

who can run process
start to finish.

GM/Director

who's done it before
and won't drag things
out.

Get the **best tax advice** that you can get!

- Chalk and cheese
- Getting it wrong will literally cost you hundreds of thousands of dollars

WATERTIGHT agreements that **protect you**

**Between You &
Your Broker**

before they even know the LUM.

**Between Your Broker &
Interested Parties**

to protect your interests.

7 Things

that Every Business
Owner Should be Doing

1. Review Contracts & Clauses
2. CPIs and Renewals
3. Pipeline
4. Liabilities and obligations
5. Is there value in your FAR?
6. Fins and records
7. Speak to your accountant



Market trends

- Strata is incredibly resilient
- Demand is strong across the board
- Strong competition / entrants at top-end

We have companies ready to BUY:

- 1,000 LUM
- 8-10,000 LUM
- 20,000+ LUM



“

*If You Think It's Expensive
To Hire A Professional To Do
The Job, Wait Until You
Hire An Amateur.* ”



Get in touch



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