

The latest in small and mid-market sales, mergers, acquisitions, investments and advisory



Merger and Acquisitions | Business Sales | Corporate Consulting and Advisory | Funding
Capability Statement

November Industry Scan

In this edition:

1. The "Sellability Score" launched for business owners
2. Scancorp adds more gas to the Gasworks
3. Market insights
4. Client in focus: Echelon Property Management
5. Other News
6. Featured investments



The "Sellability Score"

Scancorp is pleased to announce that it has entered into an agreement to provide the Sellability Score to Australian business owners and their advisers.

The Sellability Score is a tool that can be used to:

- **Prepare a business for exit**
- **Make a business more attractive to potential buyers**
- **Sell the business for the highest possible price**
- **Make the business more profitable and easier to run**

DO YOU OWN A BUSINESS YOU COULD SELL?



Find out by taking the 13 minute Sellability Score questionnaire and receive a free, 26-page custom report of your results.

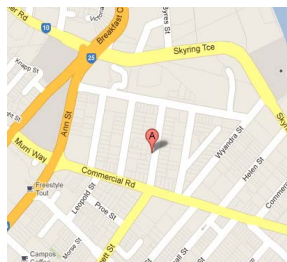
The Sellability Score is a robust tool developed over 15 years of research and employs statistical techniques to assess the sellability of a business.

In just 13 minutes, this absolutely free and confidential self-assessment tool will score a business in a number of key areas and report just how sellable the business is.

To check your own Sellability Score : [Assess the Sellability of your business](#)

For more information read our [article](#) or contact: Ned Petrovic on 07 3902 2400 or ned.petrovic@scancorp.com.au

Scancorp's new abode



In a thinly veiled attempt to contemporise our image, the "peeps" (team) at Scancorp have relocated to Newstead Commercial Village (beside the old Gasworks).

Scancorp is now located in:

**Suite 22, Newstead Commercial Village,
76 Doggett Street Newstead. Qld 4006.**

P.O. Box 2721, Fortitude Valley BC Qld 4006.

Please arrange to visit us in our new habitat and call or see Annette at reception if you ever require assistance with parking.

Market Insights

Over recent months, we have noted a material increase in enquiry from buyers and investors. As an indication, Scancorp website visits for the September quarter were 83% higher than the prior 2 quarters (June and March quarters had near identical web activity).

While enquiry has been strong across a variety of industries, we have noted specific demand for the following:

- **Medical centres:** we have high demand for medical practices, particularly for practices within a metro area or within a District of Workforce Shortage (DWS) which enables the practice to expedite employment of foreign doctors.
- **Child care centres:** while 2011 saw limited interest in child care centres, we have seen significant demand for the centres we are currently marketing. Due to the high yields offered, interest is in both business and freehold.
- **Investment syndicates:** over the past few months, we have sold several businesses with enterprise value of \$4M or more to investment syndicates. These acquisitions have typically been in the form of a leveraged buy-out of businesses that generate strong cash-flows and with pre-tax profit (EBIT) within \$1M - \$5M range.

For more information on Scancorp's LBO Syndicate model contact: marcus.salouk@scancorp.com.au or call 07 3902 2400.

Client in Focus : Echelon Property Management

Echelon Property Management is progressing with its Emerald development. The project comprises a 144ha master-planned Highfields residential community which will eventually house 994 dwellings in Emerald.



Gary Radcliff, CEO of Echelon Property Management reported that "It is proposed that the master-planned residential community be reviewed to allow for a mix of houses, townhouses, shops and community facilities. It is proposed there will be a village square and a central park with an amphitheatre planned".

Peter Bell from Place Design Group an international town planning firm has been appointed to re-master plan the Estate. Mr. Bell commented on the analysis undertaken by the Council regarding the housing needs for Emerald: "In the next twenty years Emerald needs 5758 new dwellings and Highfields (as presently planned as 994 lots) can only provide 17 % of the required demand".

According to Echelon's real estate agent, sales in Stage 1 are presently being finalised with contracts due to be issued to purchasers over the coming weeks.

Scancorp is engaged to provide advisory services to Echelon.

Other News

[Government's Asian Century report a "wake-up call" for small business](#)

[IBISWorld : Industry Insight October 2012](#)

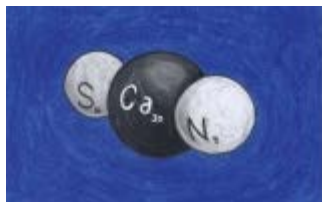
[Commercialisation Australia confirms grants pipeline flowing again](#)



Featured Investment

[Leading National RTO](#)

- *Tangible Opportunities for Growth
- *Sustainable Business Model
- *Robust and Diversified
- *Revenue Stream
- *Sustained Growth
- *High Profitability
- *Leading national RTO and Mining College



Featured Investment

[Leading Mr Rental Franchises](#)

- * Award winning franchise system
- * 2 adjacent territories in the top 5 of 90 stores nationwide.
- * Strong sales and EBITD growth over past 4 years.
- * Both stores managed by an experienced team .
- * Secure leases with attractive rent and lease terms.



Our Mission

We provide the highest quality advisory services and solutions, previously inaccessible to the small to mid market.

Our Vision

To be the leading boutique provider of advisory services to fellow small and medium

companies.

Our Services and Capabilities

[Scancorp Capabilities](#)

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