



# BENCHMARKING GUIDE

The benchmarking guide below is a guideline that provides the estimated sale value of the business based upon their estimated maintainable earnings before interest and tax divided by the estimated return on investment range values.

The estimated payback period is in years.

Industry Business	EBIT Range		EST.ROI		Est. Sale Price		Est. Payback Period (Years)	
	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH
	Building and Construction	\$ 200,000	\$ 2,000,000	70%	30%	\$ 285,714	\$ 6,666,667	1.43
Caravan Park	\$ 75,000	\$ 850,000	70%	35%	\$ 107,143	\$ 2,428,571	1.43	2.86
Child Care	\$ 100,000	\$ 800,000	70%	30%	\$ 142,857	\$ 2,666,667	1.43	3.33
Franchise	\$ 100,000	\$ 850,000	60%	35%	\$ 166,667	\$ 2,428,571	1.67	2.86
Hospitality	\$ 200,000	\$ 850,000	75%	35%	\$ 266,667	\$ 2,428,571	1.33	2.86
Property and Maintenance	\$ 200,000	\$ 500,000	75%	40%	\$ 266,667	\$ 1,250,000	1.33	2.50
Other	\$ 100,000	\$ 850,000	100%	35%	\$ 100,000	\$ 2,428,571	1.00	2.86
Hospitality	\$ 200,000	\$ 1,000,000	100%	45%	\$ 200,000	\$ 2,222,222	1.00	2.22
Fast Food	\$ 125,000	\$ 700,000	90%	45%	\$ 138,889	\$ 1,555,556	1.11	2.22
Restaurant	\$ 200,000	\$ 1,000,000	100%	45%	\$ 200,000	\$ 2,222,222	1.00	2.22
Coffeee /Take Aways	\$ 100,000	\$ 500,000	100%	45%	\$ 100,000	\$ 1,111,111	1.00	2.22
Manufacturing	\$ 200,000	\$ 2,500,000	70%	40%	\$ 285,714	\$ 6,250,000	1.43	2.50
Medical	\$ 200,000	\$ 1,000,000	75%	40%	\$ 266,667	\$ 2,500,000	1.33	2.50
Allied Health	\$ 200,000	\$ 750,000	80%	35%	\$ 250,000	\$ 2,142,857	1.25	2.86
Newsagents	\$ 150,000	\$ 700,000	1.00	2.00	\$ 150,000	\$ 1,400,000	1.00	0.50
Capital /Metropolitan*	\$ 150,000	\$ 700,000	1.00	2.00	\$ 150,000	\$ 1,400,000	1.00	2.00
Country*	\$ 100,000	\$ 500,000	1.00	2.00	\$ 100,000	\$ 1,000,000	1.00	2.00
Property*	\$ 200,000	\$ 1,000,000	50%	40%	\$ 400,000	\$ 2,500,000	2.00	2.50
Owners Corporations*	\$ 200,000	\$ 1,000,000	2.80	3.30	\$ 560,000	\$ 3,300,000	0.36	0.30
Rent Roles*	\$ 200,000	\$ 1,000,000	2.40	3.50	\$ 480,000	\$ 3,500,000	0.42	0.29
Professional Service	\$ 200,000	\$ 1,000,000	75%	40%	\$ 266,667	\$ 2,500,000	1.33	2.50
Accountants	\$ 200,000	\$ 1,500,000	75%	40%	\$ 266,667	\$ 3,750,000	1.33	2.50
Solicitors	\$ 200,000	\$ 1,500,000	75%	40%	\$ 266,667	\$ 3,750,000	1.33	2.50
Other	\$ 200,000	\$ 1,000,000	75%	40%	\$ 266,667	\$ 2,500,000	1.33	2.50
Post Office*	\$ 250,000	\$ 2,900,000	1.00	2.00	\$ 250,000	\$ 5,800,000	1.00	2.00
Capital /Metropolitan*	\$ 250,000	\$ 2,900,000	1.00	2.00	\$ 250,000	\$ 5,800,000	1.00	2.00
Country*	\$ 250,000	\$ 2,000,000	1.00	2.00	\$ 250,000	\$ 4,000,000	1.00	2.00
Supermarkets	\$ 200,000	\$ 1,000,000	65%	35%	\$ 307,692	\$ 2,857,143	1.54	2.86
Tattslotto*	\$ 150,000	\$ 700,000	1.00	2.00	\$ 150,000	\$ 1,400,000	1.00	2.00
Capital /Metropolitan*	\$ 150,000	\$ 700,000	1.00	2.00	\$ 150,000	\$ 1,400,000	1.00	2.00
Country*	\$ 150,000	\$ 700,000	1.00	2.00	\$ 150,000	\$ 1,400,000	1.00	2.00
Transport and Logistics	\$ 100,000	\$ 2,500,000	60%	40%	\$ 166,667	\$ 6,250,000	1.67	2.50
Wholesalers	\$ 200,000	\$ 1,000,000	75%	45%	\$ 266,667	\$ 2,222,222	1.33	2.22

**NOTES:**

Property – Sale price is a multiple of the base management fee.

Newsagents / Post Office / Tattslotto – Sale price is a multiple of adjusted vendor profits and earnings.