5 ways to increase the **value** of your **business**

The **value of a business** is driven by a myriad of factors. Some beyond your control - but certain aspects can be optimized to achieve **maximum value.**

As the owner you should **work on the business, not in the business**. Build a team of people to run the day-to-day operations so you can take meaningful breaks from the business without a negative financial impact.

Develop a reasonably **broad range of clients and/or products**, which means that the business isn't reliant on one or two key contracts or relationships.

Create a **track record of success and a clear growth strategy**, preferably with the existing business still having room to grow without reliance on risky new initiatives.

Create **systems and tools that allow the business to scale**, while maintaining adequate levels of control over financial and operational processes.

Ensure there is a **proper financial reporting system** in place, with all financial statements and tax returns up to date.

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Our valuation approach

Getting to know you better
- Legal structure
- Age of business
- Sector
- Region
- Number of employees

How do you make money?
- Revenue
- Cost of sales
- Customer dependency

Working capital
- Inventory
- Debtors
- Creditors
- Excess cash

How do you spend money?
- Expenses - staff and CEO
- Advertising and marketing expenses
- Rental and property expenses
- Other expenses

Balance sheet
- Property
- Debt to third parties
- Annual interest rate

Growth
- Near-term growth
- Mid-term growth

Phase
- Early, pivoting or mature
- Economies of scale
- Independence from owner