

## BUSINESS LISTING FORM

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### LISTING DETAILS

Code: \_\_\_\_\_ Listing Broker: \_\_\_\_\_  
Business Category: \_\_\_\_\_ Business Type: \_\_\_\_\_  
Date Listed: \_\_\_\_\_ Date Updated: \_\_\_\_\_

### BUSINESS DETAILS

Business Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
Suburb: \_\_\_\_\_ State: \_\_\_\_\_ Post Code: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

### SALE PRICE

Price L/H: \_\_\_\_\_ Total Price: \_\_\_\_\_  
Price F/H: \_\_\_\_\_ Stock: \_\_\_\_\_

### VENDOR DETAILS

Sole Trader - Partnership - Company  
(circle one)

Vendors Name/s: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
Suburb: \_\_\_\_\_ State: \_\_\_\_\_ Post Code: \_\_\_\_\_  
Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_ Fax: \_\_\_\_\_

#### Accountant

Name: \_\_\_\_\_ Company: \_\_\_\_\_ Phone: \_\_\_\_\_

#### Solicitor

Name: \_\_\_\_\_ Company: \_\_\_\_\_ Phone: \_\_\_\_\_

### PREMISES & LEASE DETAILS

Lease Term: \_\_\_\_\_ Lease Remaining: \_\_\_\_\_  
Rental: \_\_\_\_\_ Outgoings: \_\_\_\_\_  
Landlord: \_\_\_\_\_ Area: \_\_\_\_\_





## FINANCIAL INFORMATION

Summary of most recent Trading, Profit and Loss Statements provided, for period: \_\_\_\_\_

		\$
GROSS INCOME/SALES		
GROSS PROFIT		%
TOTAL EXPENSES		
Advertising	_____	
Depreciation	_____	
Electricity	_____	
Gas	_____	
Insurance	_____	
Outgoings & Rates	_____	
Rent	_____	
Repairs & Maintenance	_____	
Superannuation	_____	
Telephone	_____	
Wages	_____	
NET PROFIT/(LOSS) <i>(as per Trading, Profit &amp; Loss Statements)</i>		
		O/O or U/M <i>(circle one)</i>
<b>ADJUSTMENTS TO PROFIT &amp; LOSS STATEMENTS</b>		
Borrowing Costs	_____	
Capital Expenses	_____	
Donations	_____	
Interest	_____	
Leasing Costs	_____	
Legal Expenses	_____	
Proprietors' Salaries	_____	
Proprietors' Superannuation	_____	
Total Add Backs		
<b>PEBIT - ADJUSTED NET PROFIT/(LOSS)</b> <b>(before tax, financing/leasing costs, &amp; proprietorial salaries)</b>		
<i>Less</i> Return on Effort (ie. owner/operator/managers salary)		
<b>EBIT - ADJUSTED NET PROFIT/(LOSS)</b> <b>(before tax, financing/leasing costs, &amp; AFTER proprietorial salaries)</b>		

## RETURN ON TOTAL FUNDS EMPLOYED

Goodwill	_____		
Plant & Equipment	_____		<b><u>RETURN ON</u></b>
Stock	_____		<b><u>TOTAL FUNDS INVESTED</u></b>
Working Capital/Debtor Funding	_____	PEBIT (%)	_____
TOTAL FUNDS INVESTED	=====	EBIT (%)	_____