

CAPABILITY STATEMENT

SERVICES

Dunross Business Services Pty Limited is a licensed business agency specialising in the valuation and sale of medium sized non-retail businesses.

Dunross compliments its core activities with advice on strategic and operational issues as they affect the value and saleability of a business.

Dunross is not a listing agent and only works with a limited number of selected clients that understand how an experienced intermediary can achieve not only a profitable sale but an exit strategy that takes into consideration all the other important but non financial issues as well.

Tapping into experience spanning some 30 years Dunross has developed specific products that produce an in depth analysis of client businesses highlighting the drivers of the business, identifying possible barriers to a potential sale and ultimately helping principals exit their business in a planned and profitable way.

Dunross works in a market that straddles that handled by the traditional small business “broker” and the other end of the spectrum covered by the major international consulting & accounting firms.

PRINCIPAL'S

Managing Director, **John Stevens**, has 30 years of business experience most of which has been with his own companies. He was founder and owner of one of the largest Training and Development Consultancies in Asia Pacific. During this time he also acted as an independent consultant to some of the worlds leading airlines. He spent 3 years as President of a major US Information and Publishing Company responsible for business sales and acquisitions in Asia Pacific.

John has a degree in Civil Engineering and post graduate studies in Town Planning. John is a member of the Australian Institute of Company Directors and is a licensed business agent. Currently he holds positions as chairman and director of a number of medium sized businesses.

Project Director, **Craig Mitchell**, has a background in manufacturing having started, built and sold his own business involved in the manufacture of electric cable. His strength lies in his ability to project manage a turn around situation and as such is uniquely qualified to advise businesses in their preparation for a sale.

Craig is a licensed business agent, has an Associate Diploma in Electrical Engineering, a Graduate Diploma in Strategic Marketing and is an Associate Fellow of the Australian Institute of Management.

PROJECT EXPERIENCE

Business Sales

- Aluminium importer to a private buyer.
- Jewellery wholesaler to a private buyer.
- Marine electronics business to a private buyer.
- Pneumatic tool and component business to overseas investor.
- Enzed franchise to an interstate investor.
- Partial divestment for a food machinery manufacturer and exporter.
- Management buyout for a national construction services company.
- Correspondence school to an interstate investor.
- Sourced civil construction companies for an overseas investor.

Business Services

- Assisted a high tech. engineering firm to write and implement a 3 year strategic plan to capitalise on a move into China.
- Turn-around of importer / wholesaler. Acted on behalf of the new owner taking on the General Manager's role for a return to profitability.
- Provision of a 3-5 year strategic plan and implementation for a construction company.
- Set-up and chaired a Board of Directors for a major construction company.
- Business valuations & assessment on acquisition targets.