



SUPERTRAC

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Is now a good time to buy?

Businesses are for sale for many reasons. The ideal businesses to buy are either those from retiring owners or non-core large private or public company divisions.

Money is cheap and it is also more accessible than 12 months ago.

Apart from stressed businesses, typical businesses on the market are trading relatively strongly, confirming their underlying strength across a full range of market conditions. Although some may have reduced profit in FY09, the underlying strength and resilience of these businesses has been proven and overall maintainable earnings remain.

Anyone can make money in the good times. It is now easier for buyers to pick the quality businesses on the market. With the market so polarised between the strong and weak, strategic buyers are more readily able to identify quality targets and engage them.

Well prepared buyers will make acquisitions now and have these bedded down in time to take full advantage of inevitable market upturns.

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