

About Us

Business Brokers, Advisors, Valuers, Since 1987

The extensive experience of Jamieson Corporate Services and our track record in business sales, mergers and acquisitions provides clients with the right outcomes, both in regard to pricing and all stakeholders involved, including owners, staff, customers and suppliers. Our scope and depth of practical hands-on experience as business owners and managers is uniquely suited to advising proprietors of medium sized SME businesses on sales, mergers, acquisitions and values.

Our Commitment

Jamieson clients can rely on

- Personal service
- Strict confidentiality
- In depth analysis and reliable sales information
- High level of professional skill and experience

Our Approach

What is unique about Jamieson? We provide

- Clear, independent advice on pre-sale or purchase preparation and readiness
- Thorough analysis and advice on business value, pricing and transaction strategy
- Comprehensive strategy for marketing, sale and search processes
- International reach to access overseas prospects for cross-border transactions
- Focused attention on a small number of client transactions at any time
- Excellent presentation and communication to all parties involved



Services

Business Sales

- Sales our main focus
- Outstanding track record
- Proven sale process
- Strict confidentiality
- Effective marketing strategies
- Concise information preparation
- Initial business value assessment
- International access to global network

Valuation & Assessment

- Value appraisal first step in sale process
- Comprehensive assessment includes:
 - Financial results
 - Products and/or services
 - Market potential
 - Competition
 - Operations
 - SWOT analysis
 - Structure of the industry and
 - Management and staff
- Specialist valuations, e.g. for:
 - Insurance Brokers
 - Customs Brokers and Freight Forwarders

Strategic Marketing Process

- Selective direct approaches based on research, including overseas prospects
- Tapping into private equity networks
- Networking with known investment banks and accounting firms
- Searching our database of prospective private investors
- Inclusion in selected business sales websites
- Press advertising where appropriate

Business Purchases

- Establish target criteria such as:
 - Industry/Sector
 - Location
 - Strategic objectives
 - Turnover/Profit
 - Price range
- Employ proven search processes
- Value assessment
- Involvement throughout the transaction

Key Specialties

- Manufacturing
- Distribution and Trading
- Industrial and Trade Services
- TCF Industry
- Transport and Logistics
 - Customs Brokers
 - Freight Forwarders
- Professional Services
 - Insurance Brokers
 - Real Estate
 - Allied Health, OH&S, OR Management
 - Registered Training Organisations

Client Benefits

- Tailored solutions to their needs and circumstances
- Ability to keep due focus on their business
- Arms-length interaction with prospects
- Path to and through a competitive market for their business transaction
- Strategic search and marketing program allowing a tailored fee structure
- Work as required with client accountant and lawyer