



BENCHMARKING

A simple, stress-free business review that allows for year on year comparisons of your business

Benchmarking your farm's performance is essential for staying competitive and driving continuous improvement. Our benchmarking tool, SnapShot™, offers a simple and visual business review solution for entrepreneurs seeking to assess their business's performance. With SnapShot™, you can easily identify strengths and weaknesses, monitor key areas of your business and use the insights gained as a starting point for development and growth strategies.

Since 1997, SnapShot™ has provided a consistent structure for collecting and reviewing data, year after year. It serves as a reliable health check for your business, offering insights into successes and areas for improvement. Based on our extensive experience working with farmers and small businesses, SnapShot™ has been fine-tuned to monitor profitability and provide actionable suggestions for enhancements.

SnapShot NOW™ delivers a comprehensive overview of your entire business, while SnapShot Premium™ offers a deeper financial review. Together, these tools serve as essential benchmarks for all businesses, allowing you to compare trends year-to-year and against industry peers, monitor enterprise performance and measure contributions to overall results.

BENCHMARKING



WHY BENCHMARK YOUR BUSINESS?

Benchmarking your business through SnapShot™ encourages discussion so that you and your team can understand the business position. Benchmarking will improve the performance of your business in terms of:

- Debt to income ratio
- Financing costs as a percentage of income
- Return on equity
- The performance and compliance of all parts of your business
- Income per full time equivalent
- Individual enterprise management

SNAPSHOT NOW™

A simple, visual tool that helps you understand all aspects of your business. SnapShot NOW is available for cropping, mixed farming (cropping and sheep production), oyster farms, pastoral sheep meat and wool businesses.

It covers the following areas:

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|------------------------|-----------------------------|
| • Infrastructure | • Commodity risk management |
| • Business management | |
| • Production | • Environmental management |
| • Business performance | |
| • Self management | • Human resources |

This service involves:

- A simple and quick electronic questionnaire promoting business discussion
- A visual report highlighting business health

This service will assist you by:

- Providing a tool for business planning, family business meetings and annual reviews
- Providing a straight forward, insightful report
- Identifying business strengths and weaknesses
- Estimating your current position without 'heavy' financial detail

At the end of this review you will have a better understanding of your business's current position, through a visual report which is essentially your own business plan.

SNAPSHOT PREMIUM™

A benchmarking tool that provides an understanding of your business's performance.

SnapShot Premium™ is for businesses who want a clear direction for the future by understanding the financial health of their business. This service involves:

- Straightforward, guided electronic data collection
- A financial report highlighting strengths and weaknesses
- Key benchmarks including debt to income ratio, equity, net worth and finance costs as a percentage of income
- Specific enterprise benchmarks for grain, sheep, beef and goats to monitor performance year on year
- A factsheet to explain the indicators and what they mean for your business
- An individual feedback session on the report to help you interpret the results
- Access to an overall report that analyses the performance of all similar businesses across SA in that year

This service will assist you by providing:

- Key business performance benchmarks based on your business financials and production data

At the end of this review you will have improved knowledge of your business' profitability and areas which can be improved.

WHY WORK WITH US

With over two decades of dedicated experience fostering business development and growth, our holistic methodology integrates technical, production, and management aspects to cater to your needs.

At our core, we offer a professional, independent and innovative approach along with a genuine desire to help you achieve your goals.

For more information
contact us on **1300 746 466**
or visit **pinionadvisory.com**

