



University of Melbourne Competition 2024

COMPARATIVE ASSESSMENT OF TEAMS REPORT

CURRENT POSITION

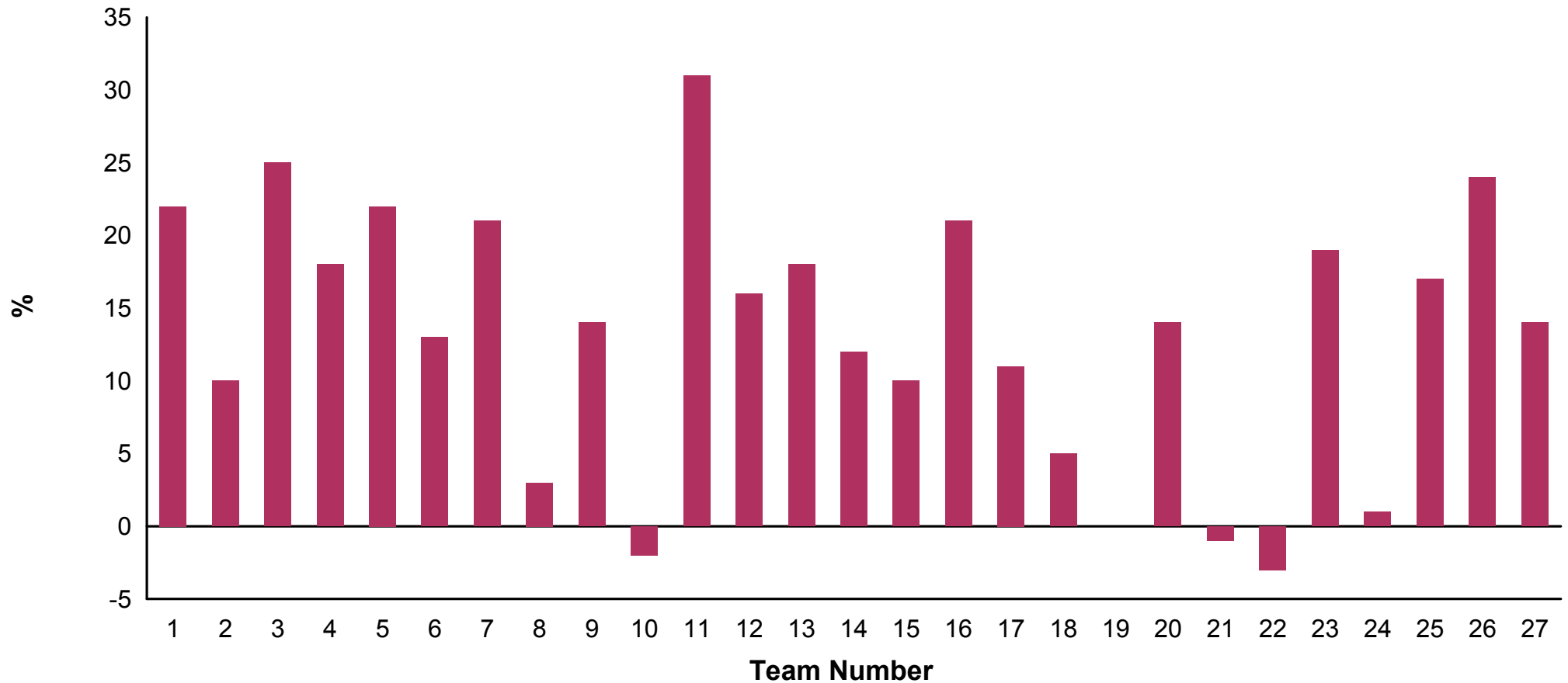
DURING TIME IN CHARGE

No.	Name	No. of pers	Chg in Value	Chg in Share Price Value	F/ward W/load	F/ward Margin	Market Share	PROCUREMENT		JOB PROGRESSION			COMPANY PROFITABILITY			COMPANY VALUE	
								Average value of work won each period	Average margin in jobs won	Average t/over each period	Average amount job profit each period	job profit	Average gross profit each period	Average amount overhead cost each period	Average amount operating profit each period	Average dividend paid each period	Average change in company value each period
1	Myth Build	5	22 %	64 %	24.6 m	3.6 %	17 %	16.4 m	4.1 %	15.0 m	0.6 m	4.5 %	655,796	154,116	383,154	160,100	213,001
2	Lil Bluebook	5	10 %	-28 %	33.0 m	4.1 %	24 %	18.4 m	4.3 %	15.3 m	0.5 m	3.1 %	443,838	252,390	144,652	34,400	100,047
3	Seis Gatitos	5	25 %	54 %	37.1 m	3.7 %	25 %	18.4 m	3.9 %	14.6 m	0.8 m	5.5 %	725,742	212,978	400,647	143,400	241,937
4	aCute Angle	5	18 %	-8 %	34.5 m	3.9 %	20 %	16.8 m	3.9 %	13.5 m	0.5 m	3.8 %	468,146	179,966	224,822	46,400	174,578
5	Hexagonal	5	22 %	50 %	35.4 m	3.9 %	21 %	18.8 m	4.2 %	15.3 m	0.7 m	4.7 %	682,854	189,806	382,735	160,000	210,149
6	Starting From The Botto	5	13 %	21 %	29.6 m	3.6 %	16 %	18.2 m	4.0 %	15.9 m	0.5 m	3.5 %	538,209	223,054	248,226	105,800	123,958
7	Business Empire Pty Ltd	5	21 %	45 %	40.0 m	3.8 %	20 %	19.3 m	4.2 %	14.9 m	0.6 m	4.4 %	624,323	193,568	339,739	122,000	198,620
8	SuperStar	5	3 %	-5 %	31.5 m	3.6 %	23 %	17.9 m	3.9 %	15.2 m	0.5 m	3.1 %	437,545	246,464	142,373	103,100	28,587
9	Summit	5	14 %	2 %	38.6 m	3.6 %	21 %	18.6 m	3.9 %	14.5 m	0.5 m	3.6 %	459,476	177,152	223,095	60,700	133,579
10	Tilted Towers Trading	5	-2 %	17 %	41.1 m	3.4 %	21 %	19.8 m	4.0 %	15.1 m	0.5 m	3.1 %	452,712	193,122	181,175	180,830	-17,988
11	Procurement Pro Consult	5	31 %	63 %	35.4 m	3.7 %	19 %	19.5 m	4.0 %	16.0 m	0.8 m	5.4 %	774,587	185,732	458,343	141,240	295,474
12	Group 1 Consulting	5	16 %	53 %	16.1 m	3.9 %	28 %	15.4 m	4.2 %	15.8 m	0.7 m	4.5 %	652,534	207,056	349,994	172,000	155,257
13	PROEng	5	18 %	25 %	28.9 m	3.7 %	20 %	16.9 m	4.0 %	14.7 m	0.5 m	3.9 %	548,693	163,388	300,874	112,900	169,732
14	PASS	5	12 %	5 %	37.1 m	3.8 %	23 %	18.7 m	4.1 %	14.8 m	0.5 m	3.8 %	511,909	236,784	220,354	80,400	117,340
15	Contract Conquerors	5	10 %	25 %	32.0 m	3.4 %	22 %	17.0 m	3.8 %	14.2 m	0.5 m	3.4 %	457,599	174,774	212,420	105,600	93,854
16	Hungry Mate	5	21 %	-13 %	29.6 m	4.2 %	26 %	16.7 m	4.4 %	14.3 m	0.6 m	4.2 %	570,900	237,728	263,035	47,200	204,382
17	Team Station Henri	5	11 %	-41 %	19.1 m	4.0 %	13 %	13.8 m	4.0 %	13.6 m	0.4 m	2.8 %	347,363	175,608	125,569	40,800	103,885
18	SMEC Engineers	5	5 %	30 %	38.4 m	3.4 %	28 %	19.2 m	4.0 %	15.1 m	0.6 m	3.9 %	563,660	269,246	231,348	161,200	51,521
19	Evergrande	5	0 %	-22 %	33.3 m	3.7 %	19 %	16.5 m	4.0 %	13.4 m	0.4 m	2.9 %	361,419	188,880	117,672	102,000	-2,127
20	Mojo	5	14 %	-40 %	24.2 m	4.1 %	13 %	12.9 m	4.2 %	11.6 m	0.4 m	3.7 %	391,101	184,030	161,997	20,000	132,491

21	Fish Touching	5	-1 %	11 %	38.1 m	3.6 %	21 %	17.2 m	3.9 %	13.1 m	0.4 m	3.1 %	387,444	146,826	166,324	154,400	-7,243
22	Sunny Side Up	5	-3 %	-8 %	38.1 m	3.4 %	21 %	15.5 m	3.8 %	11.4 m	0.4 m	3.7 %	418,725	296,466	78,860	101,000	-27,253
23	Eco-Sense	5	19 %	-15 %	25.2 m	4.2 %	20 %	15.9 m	3.8 %	14.4 m	0.5 m	3.6 %	499,888	205,066	230,932	42,700	185,934
24	JAWBL	5	1 %	-23 %	35.7 m	3.8 %	23 %	16.0 m	4.1 %	12.4 m	0.4 m	3.3 %	367,808	247,662	86,520	66,000	9,417
25	Monarch	5	17 %	18 %	39.8 m	3.6 %	27 %	19.9 m	4.0 %	15.5 m	0.7 m	4.5 %	632,561	244,308	299,456	120,800	165,074
26	Tender Titans	5	24 %	16 %	11.8 m	4.5 %	20 %	12.6 m	4.4 %	13.8 m	0.8 m	6.1 %	767,104	277,456	384,499	127,900	237,129
27	The group of 7	5	14 %	63 %	37.7 m	4.0 %	20 %	19.7 m	4.1 %	15.7 m	0.7 m	4.5 %	642,511	178,798	363,610	207,700	131,958

CURRENT POSITION

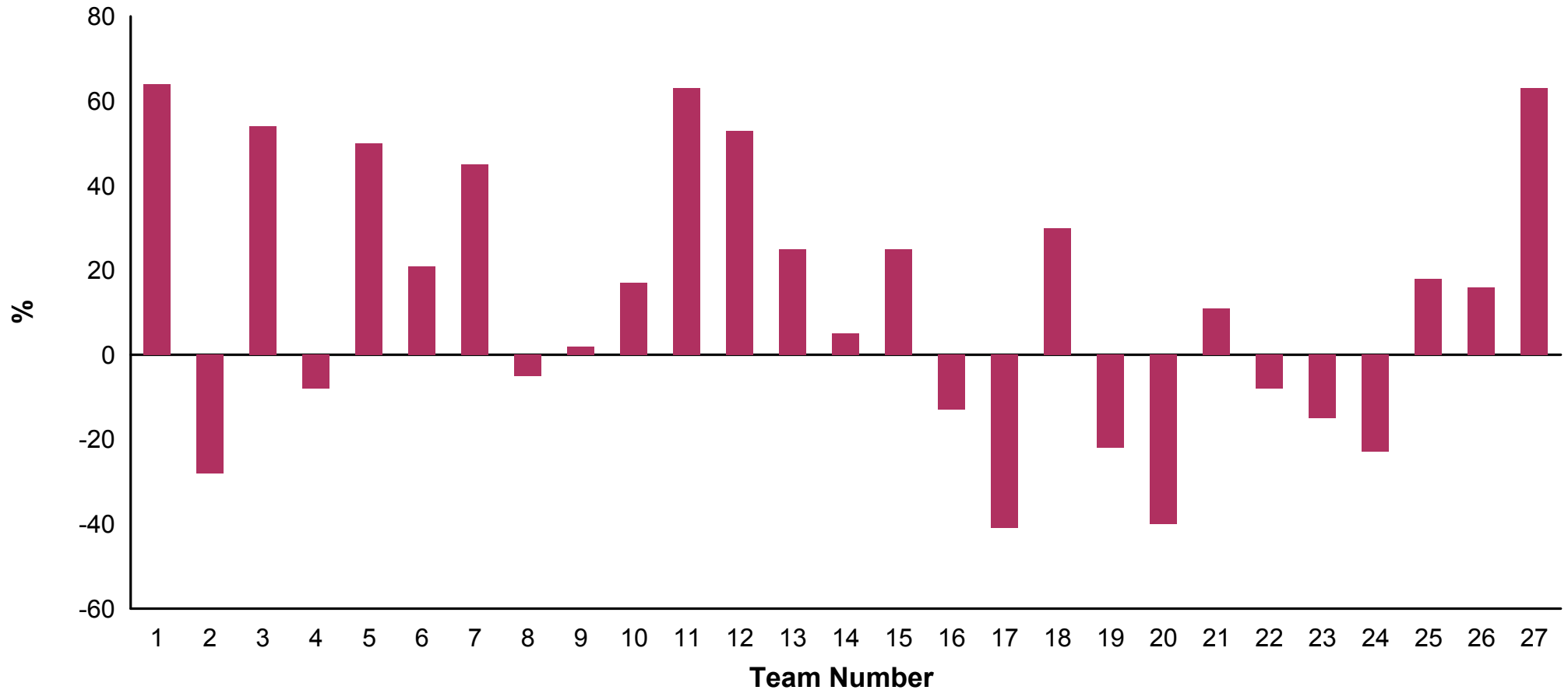
CHANGE IN COMPANY VALUE



The key to growing the business successfully is in improving its value.

This is achieved by winning plenty of new work, progressing jobs profitably and keeping overhead costs under control.

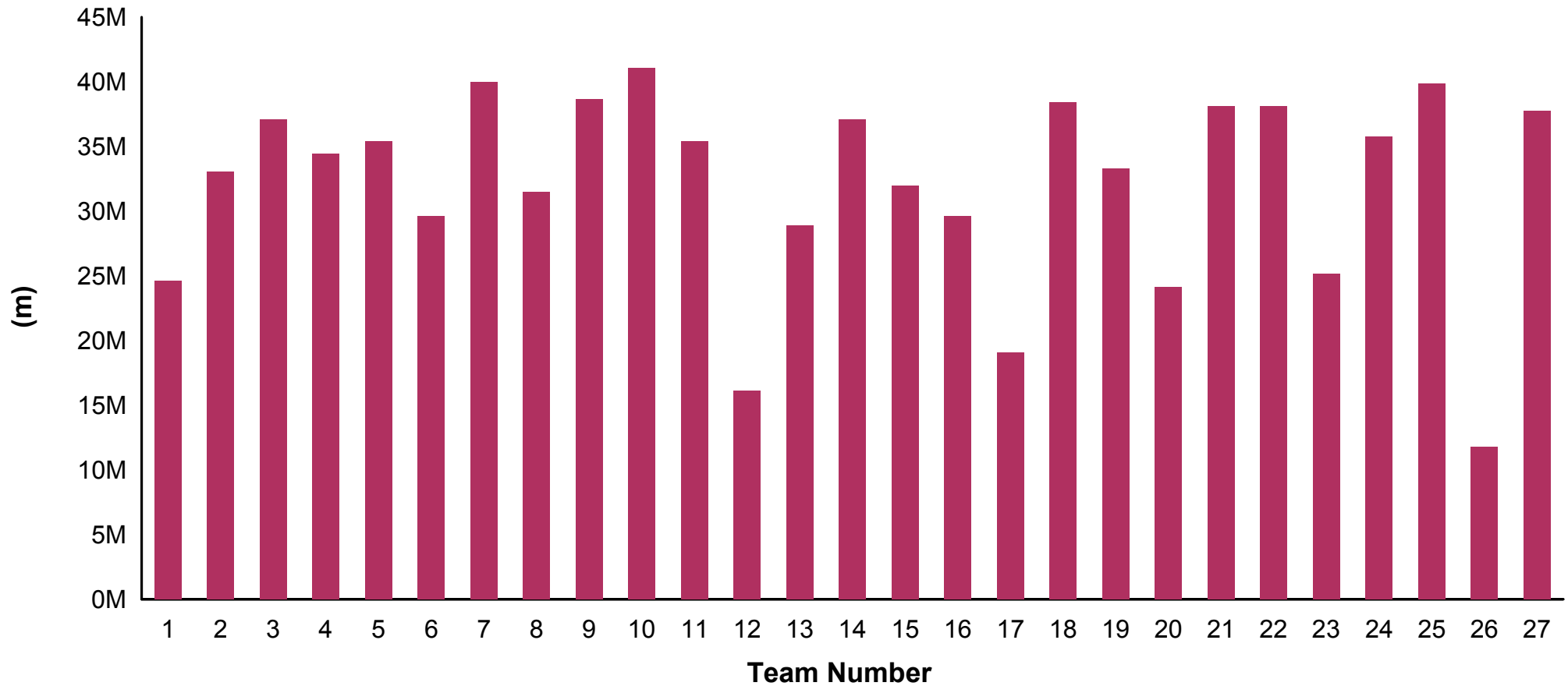
CHANGE IN SHARE PRICE



The company's share price is one of the key performance indicators in measuring the success or failure of the company, with a rising share price signifying increasing industry confidence in the fortunes of the company.

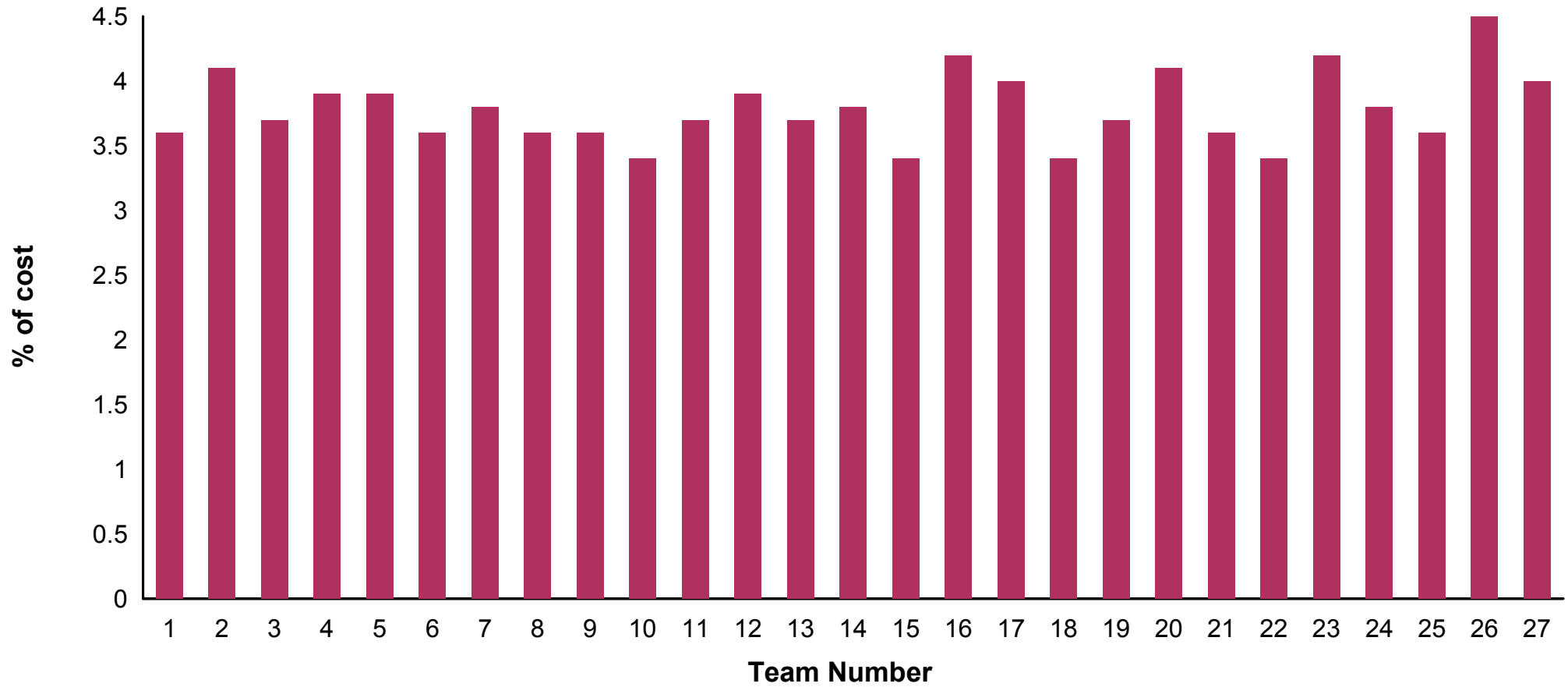
The share price is influenced by the level of dividend paid to the shareholders, the value of the company, the future profitability of the company and the debt burden (gearing ratio) of the company.

FOWARD WORKLOAD



As well as past performance, the future outlook in terms of forward workload is key to the future prosperity of the business.

FOWARD MARGIN



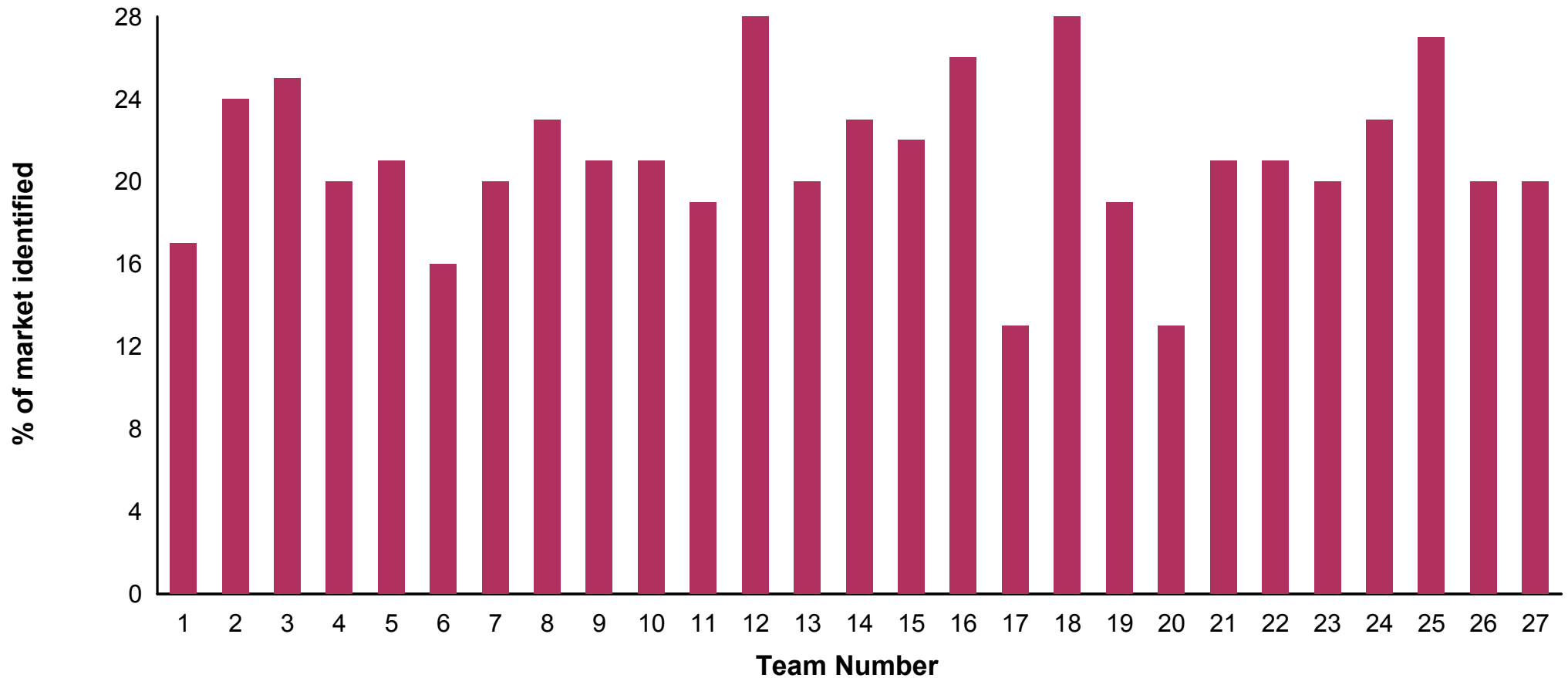
Forward workload needs to be profitable, and the forward margin measures this.

DURING TIME IN CHARGE

IDENTIFYING NEW WORK

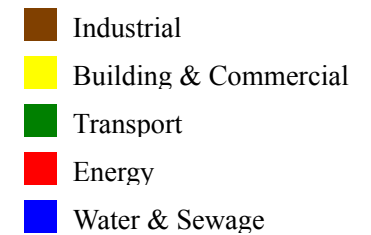
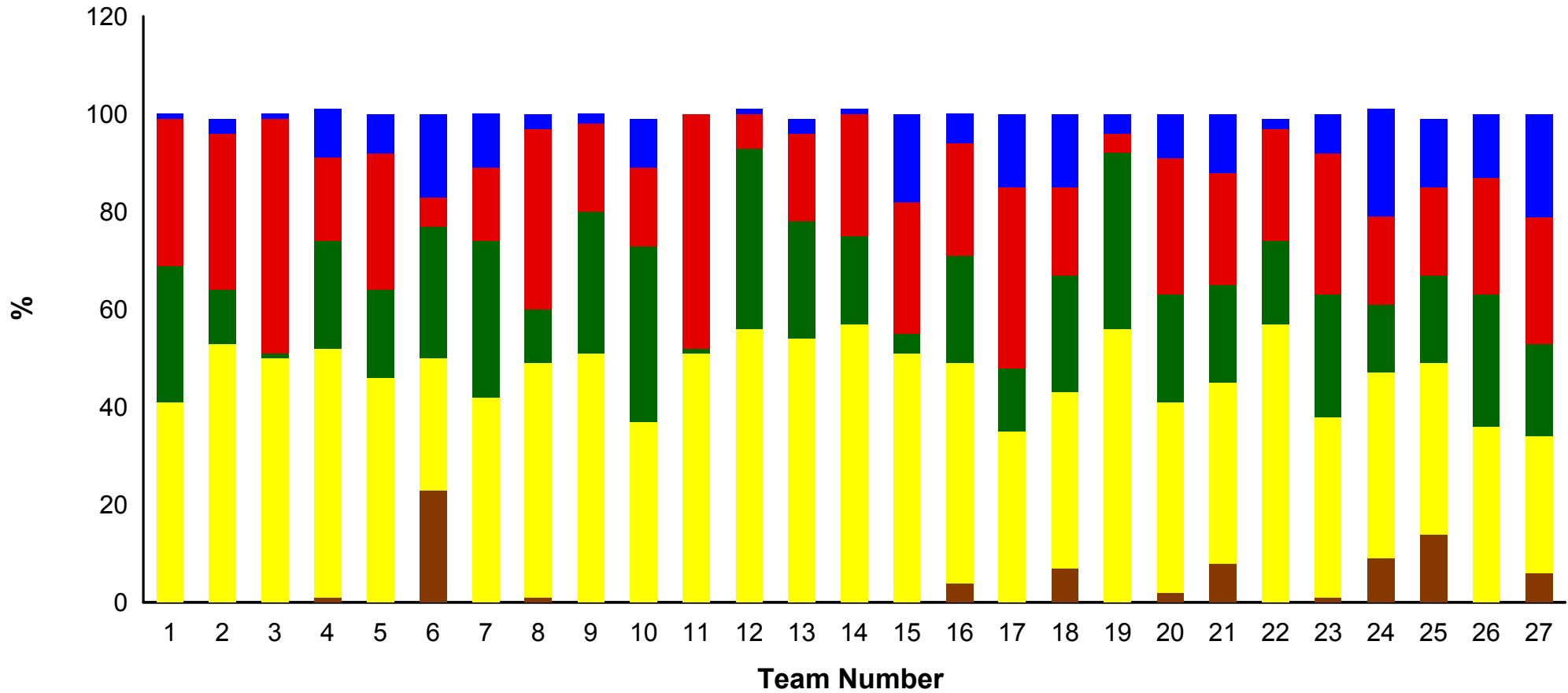
Market share is increased by identifying new work in different sectors and locations
(UK/Overseas)

MARKET SHARE (OVERALL)

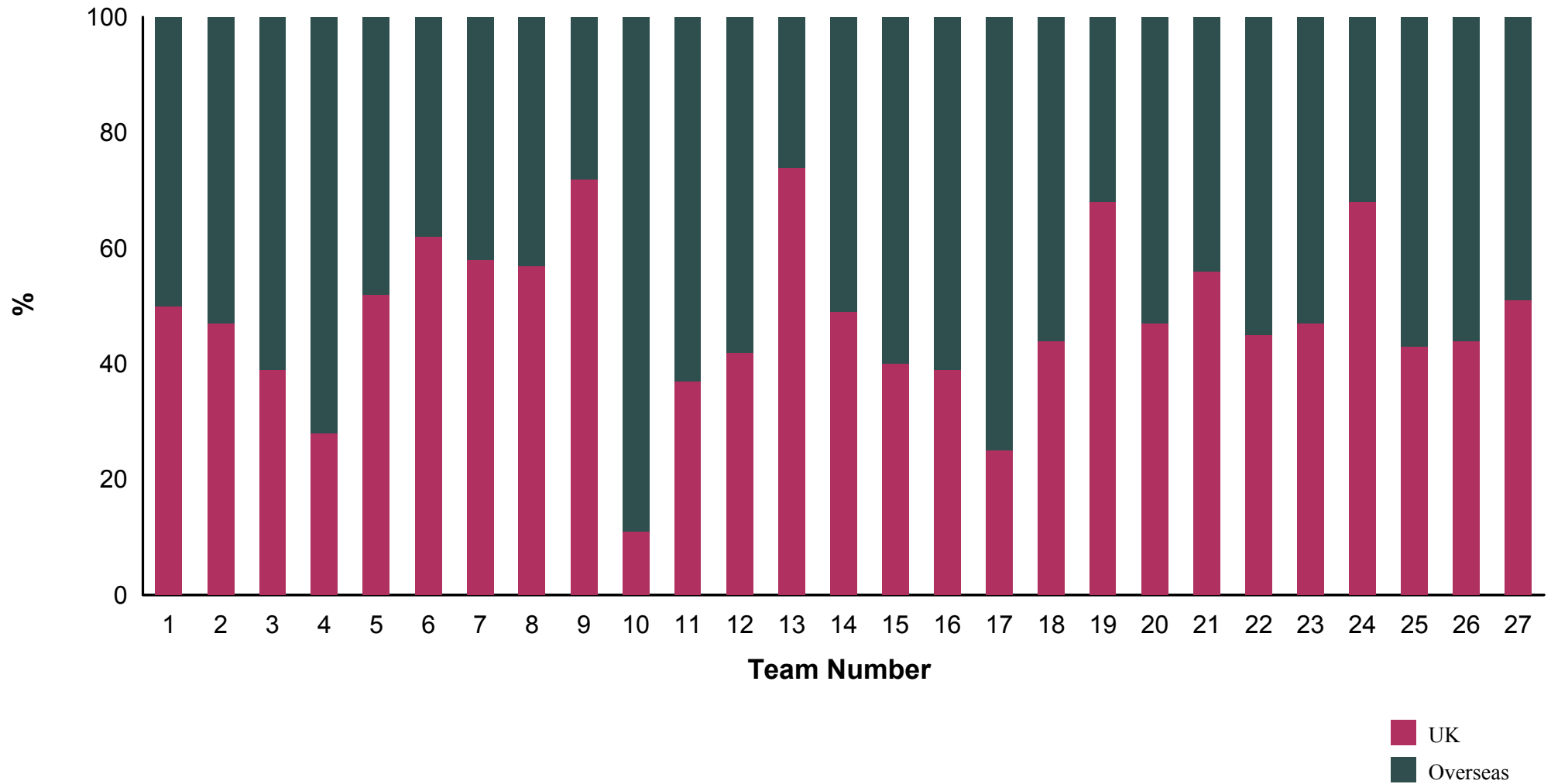


Developing an effective marketing strategy, and identifying new work in different sectors and locations (UK/Overseas) is critical to enable the business to grow by securing jobs through competitive bidding.

MARKET SHARE SPLIT (BY SECTOR)



MARKET SHARE SPLIT (BY LOCATION)

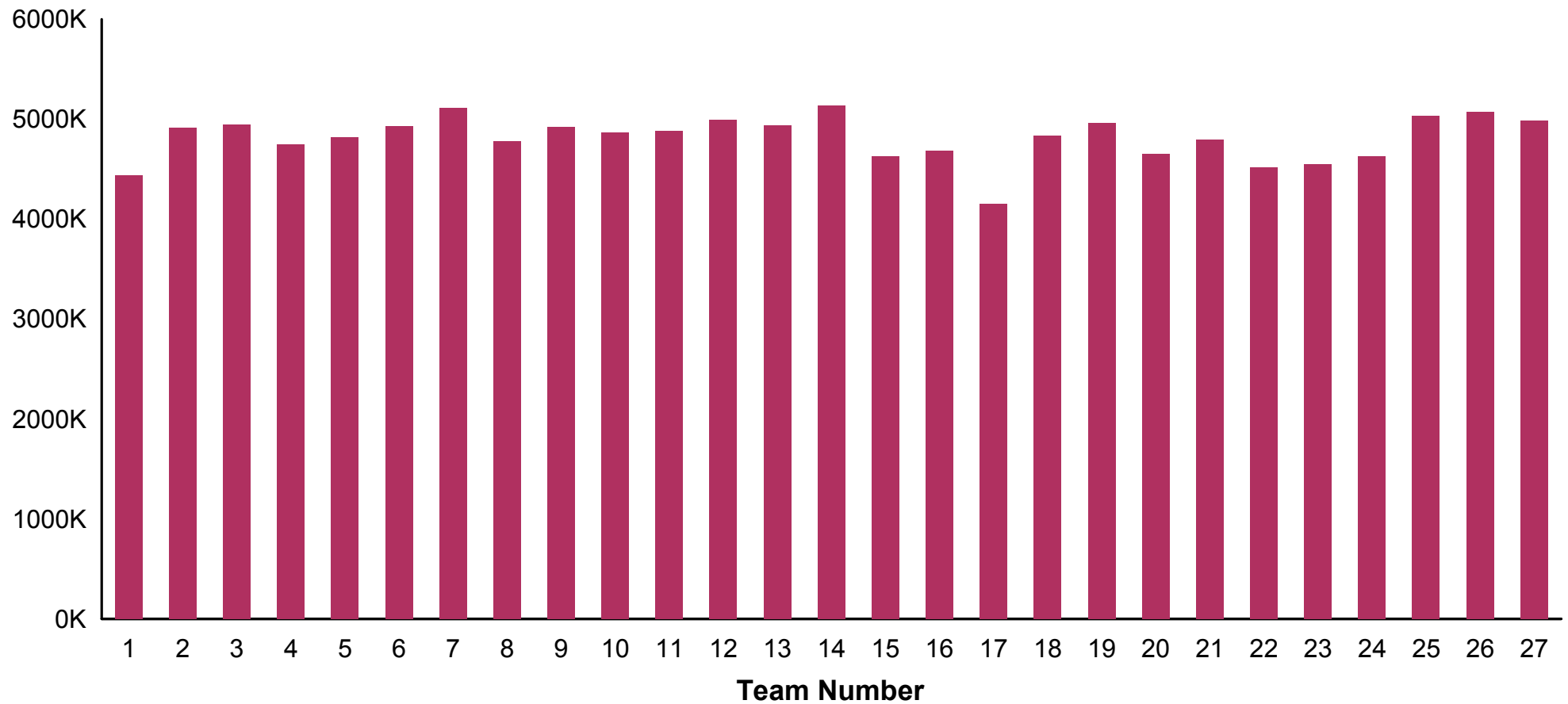


DURING TIME IN CHARGE

EXPANDING THE COMPANY INFRASTRUCTURE

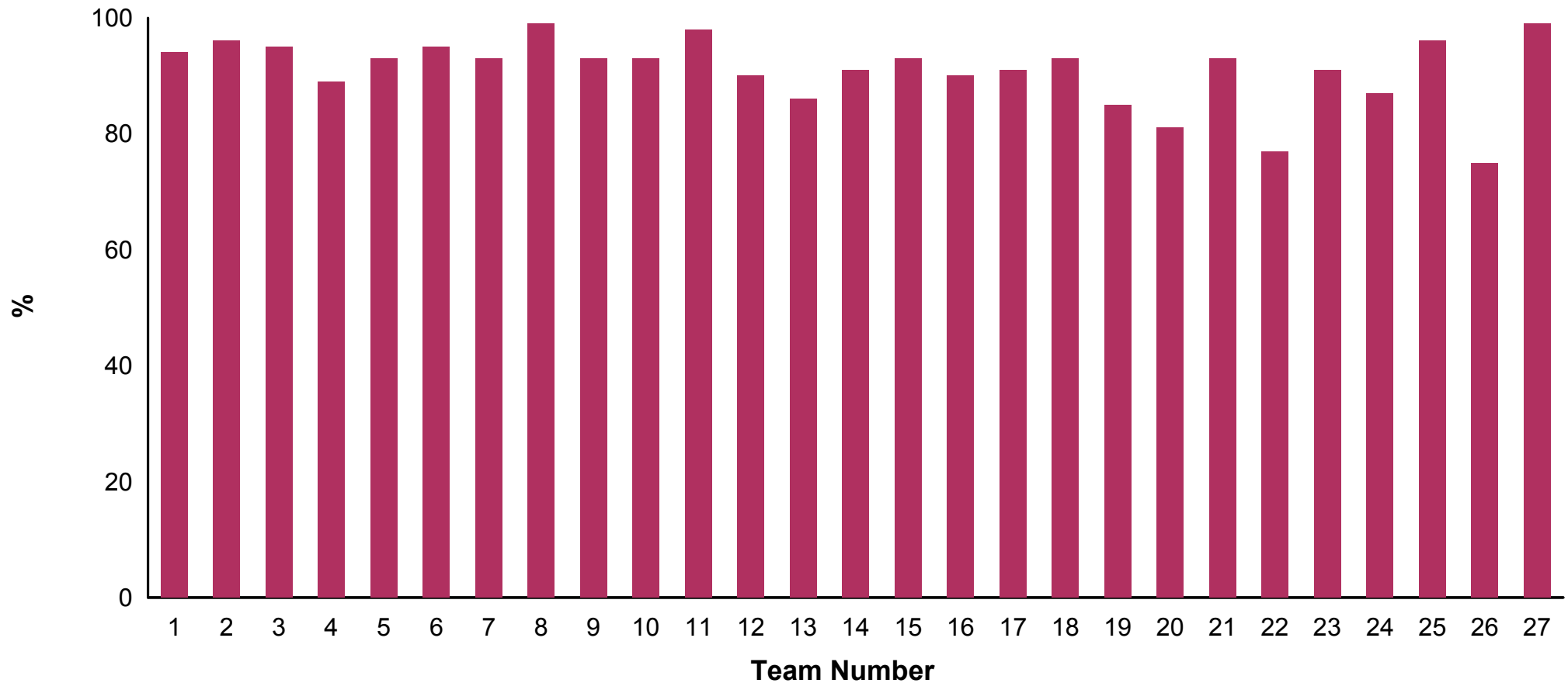
Having identified new work through the marketing decisions, the amount of new work that could be potentially won depends upon the size of the company's infrastructure, or capital base.

AVERAGE CAPITAL BASE SIZE EACH PERIOD



Expanding the company's capital base (infrastructure) enables more work to be undertaken, and potentially more growth.

CAPITAL EMPLOYED



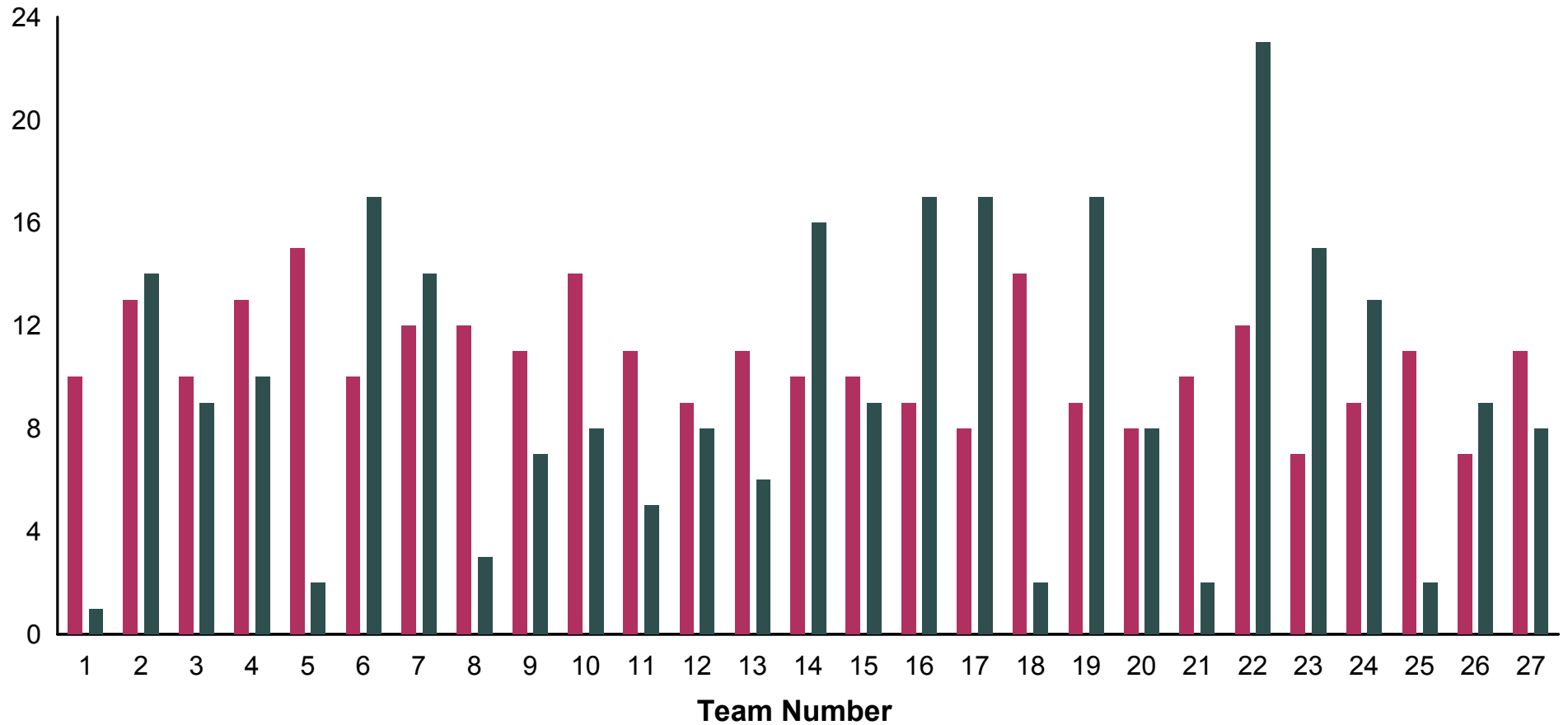
The Capital Employed measures how much of the company's capital base (infrastructure) is being utilised through winning new work.

DURING TIME IN CHARGE

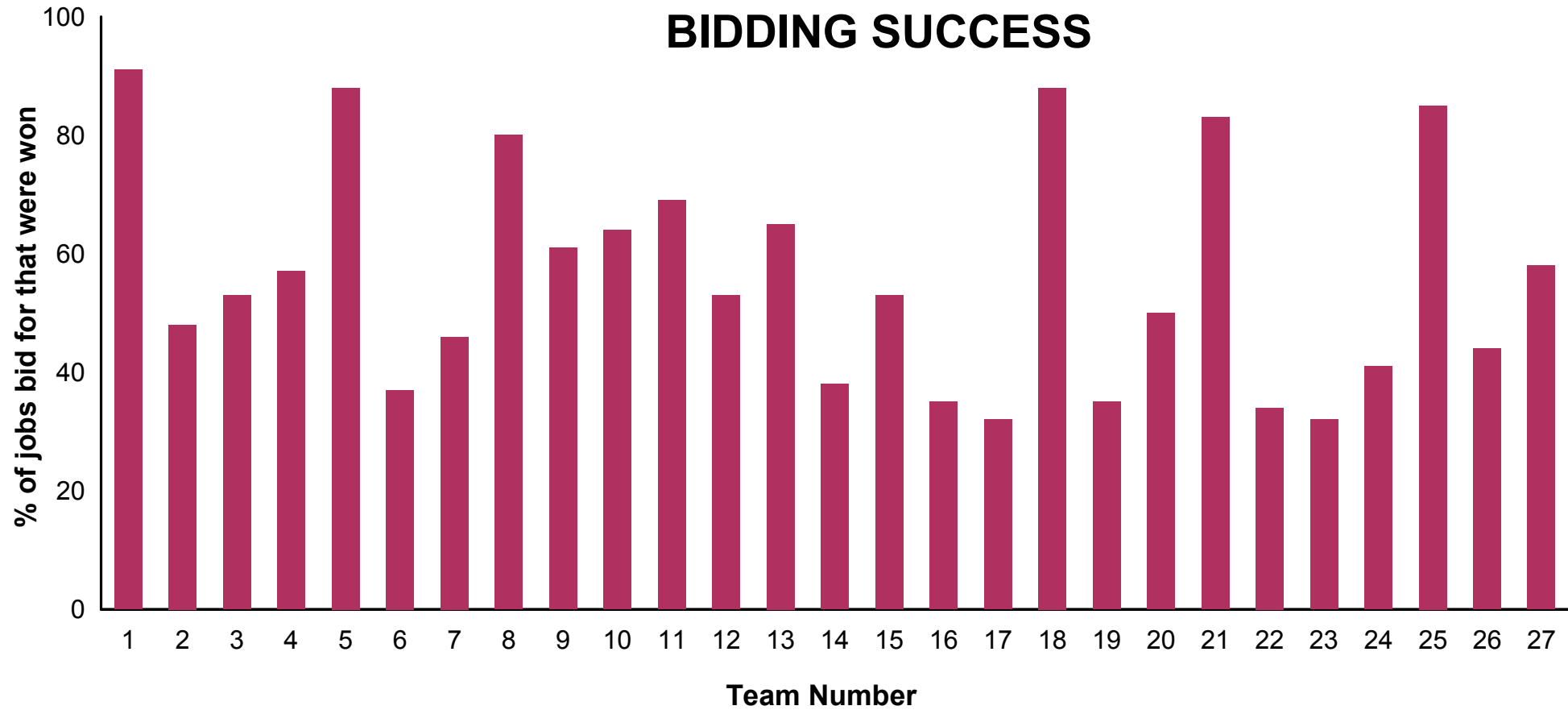
WINNING NEW WORK

To grow the business it is essential that the company is able to win new work in a competitive bidding environment

JOBS WON AND LOST



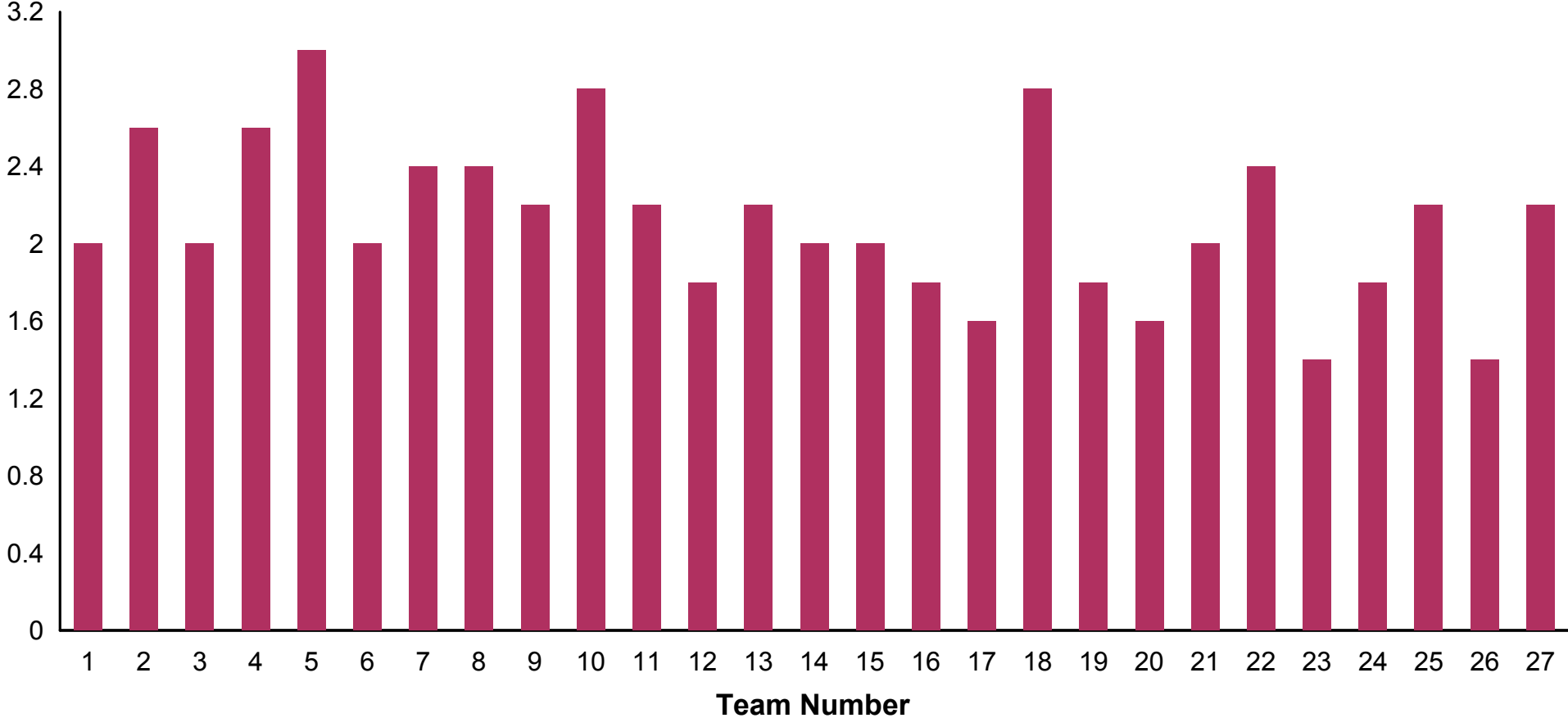
Jobs won
Jobs lost



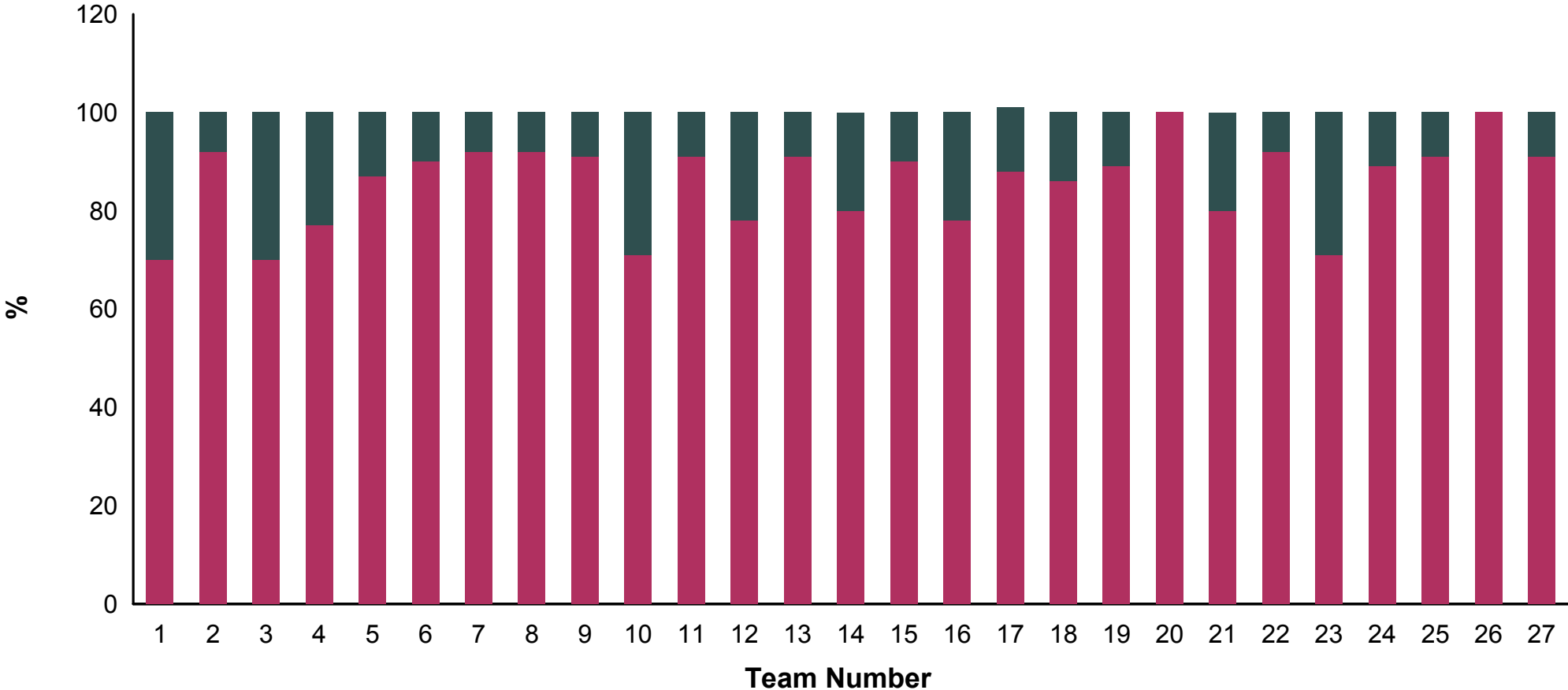
Every job that is bid for incurs a bidding cost putting the tender together, which increases overhead costs.

High bidding success keeps bidding costs to a minimum.

AVERAGE NUMBER OF JOBS WON EACH PERIOD

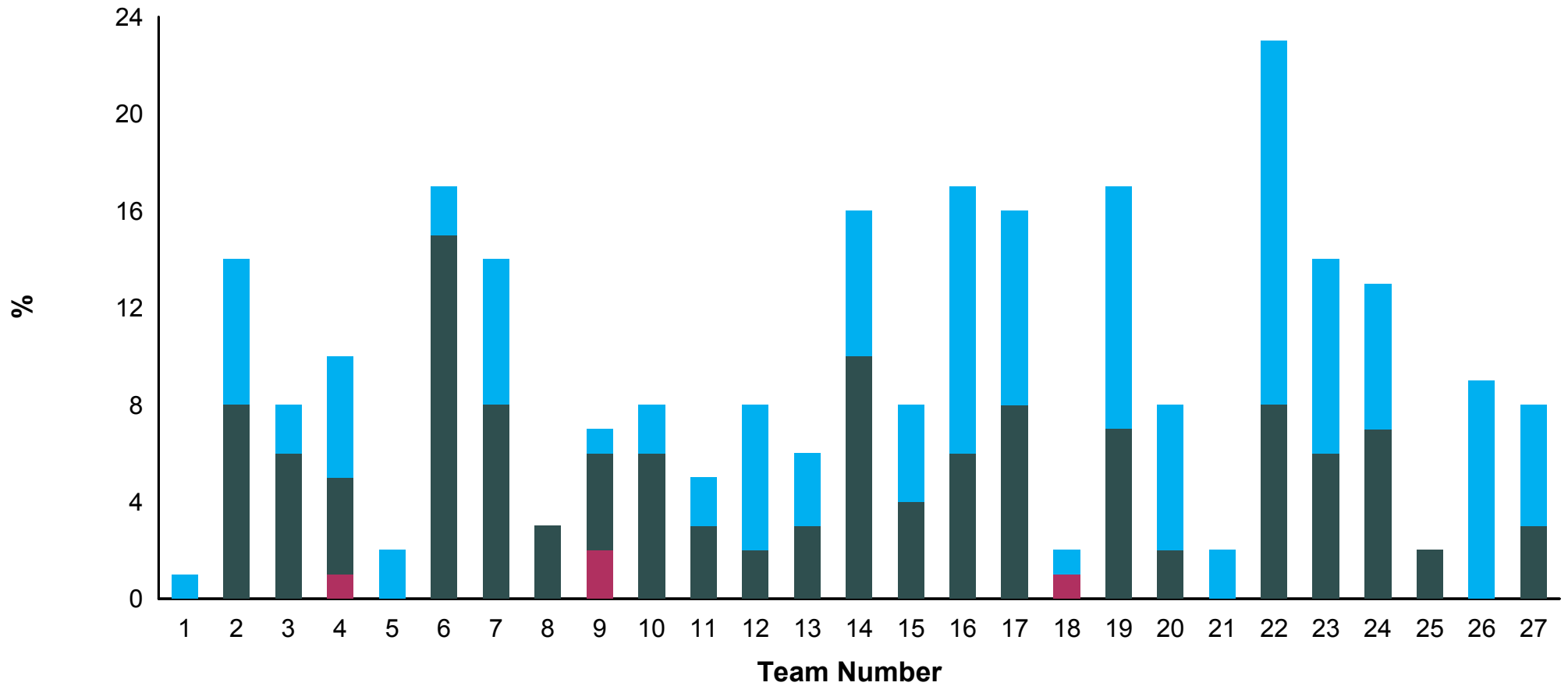


TYPE OF JOBS WON



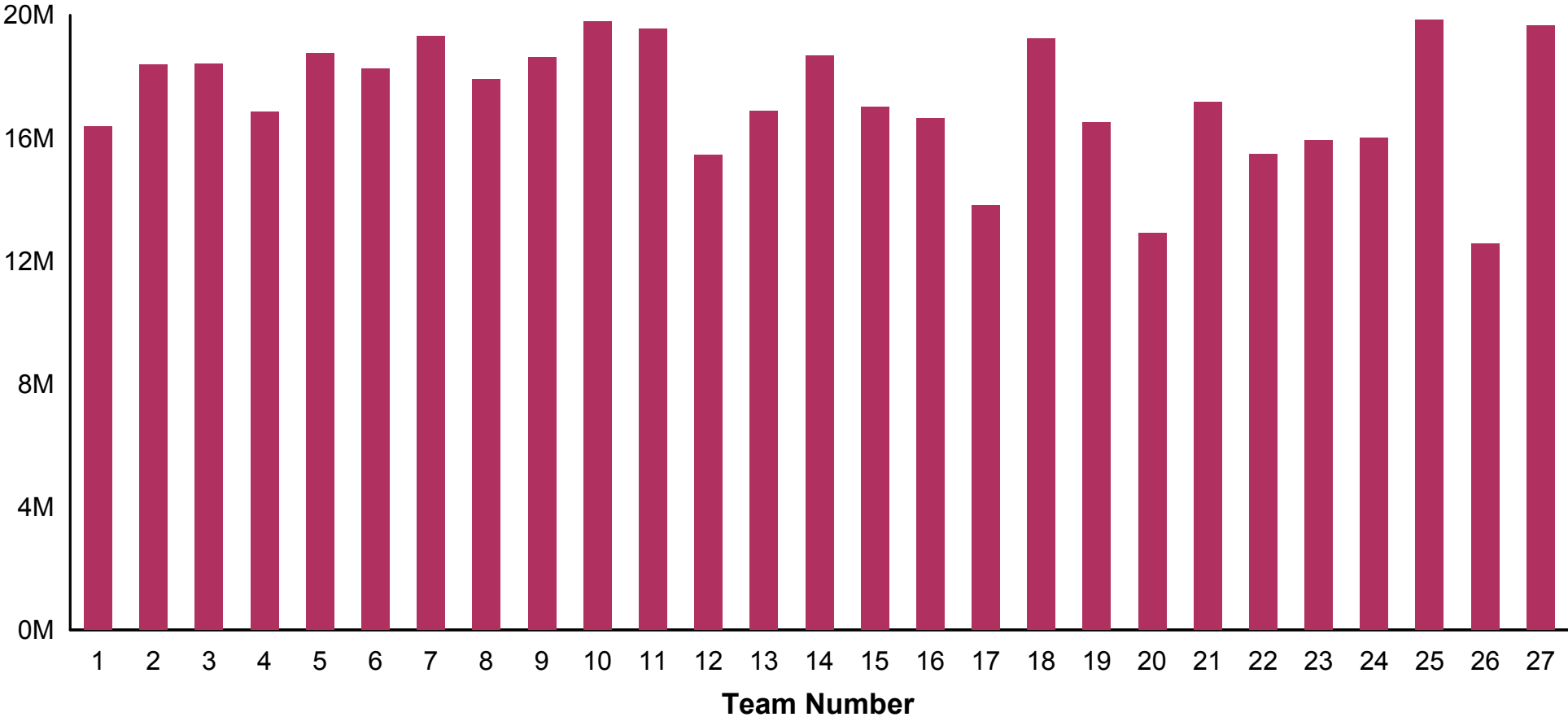
■ Build only
■ Design & Build

REASON FOR JOB LOSS

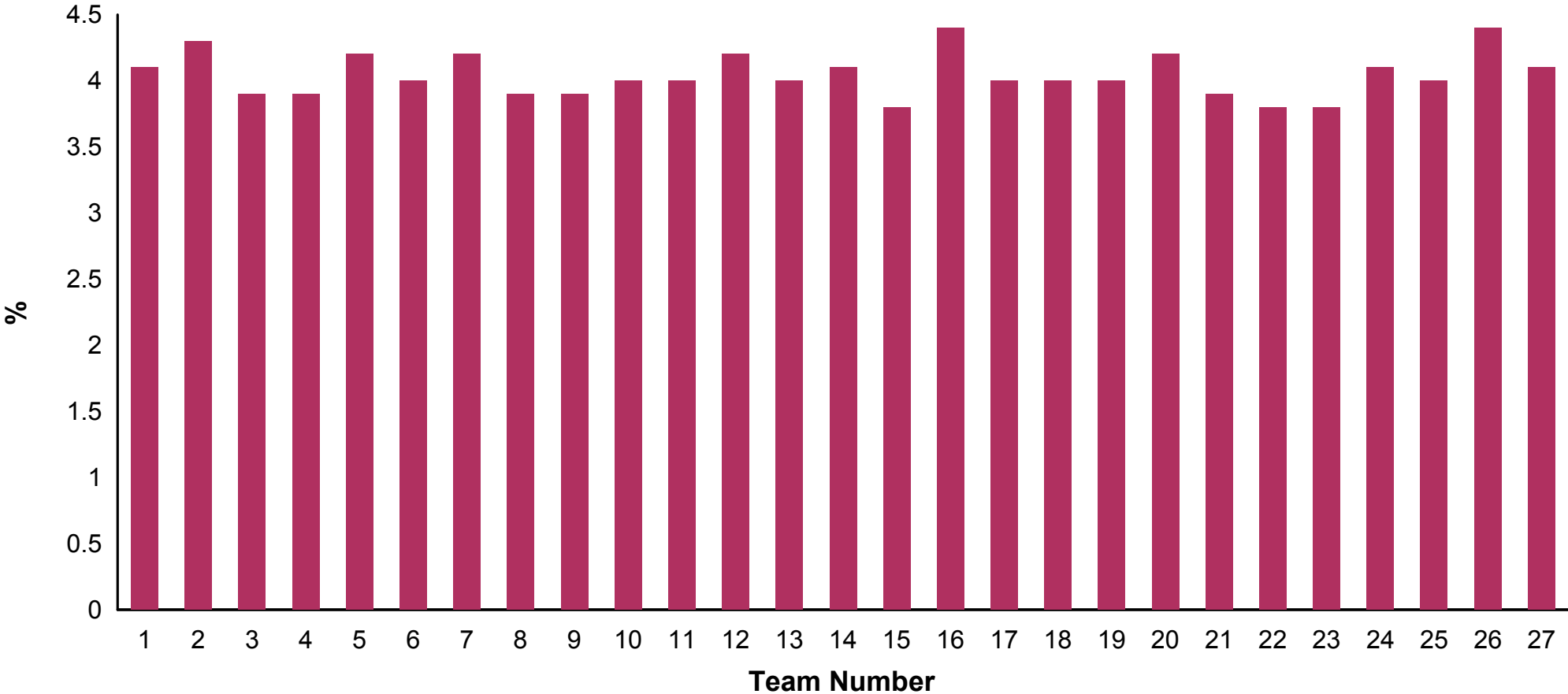


- Too many jobs in progress
- Capital base workload limitation
- Bid too low
- Bid too high

AVERAGE VALUE OF WORK WON EACH PERIOD



MARGIN IN WORK WON

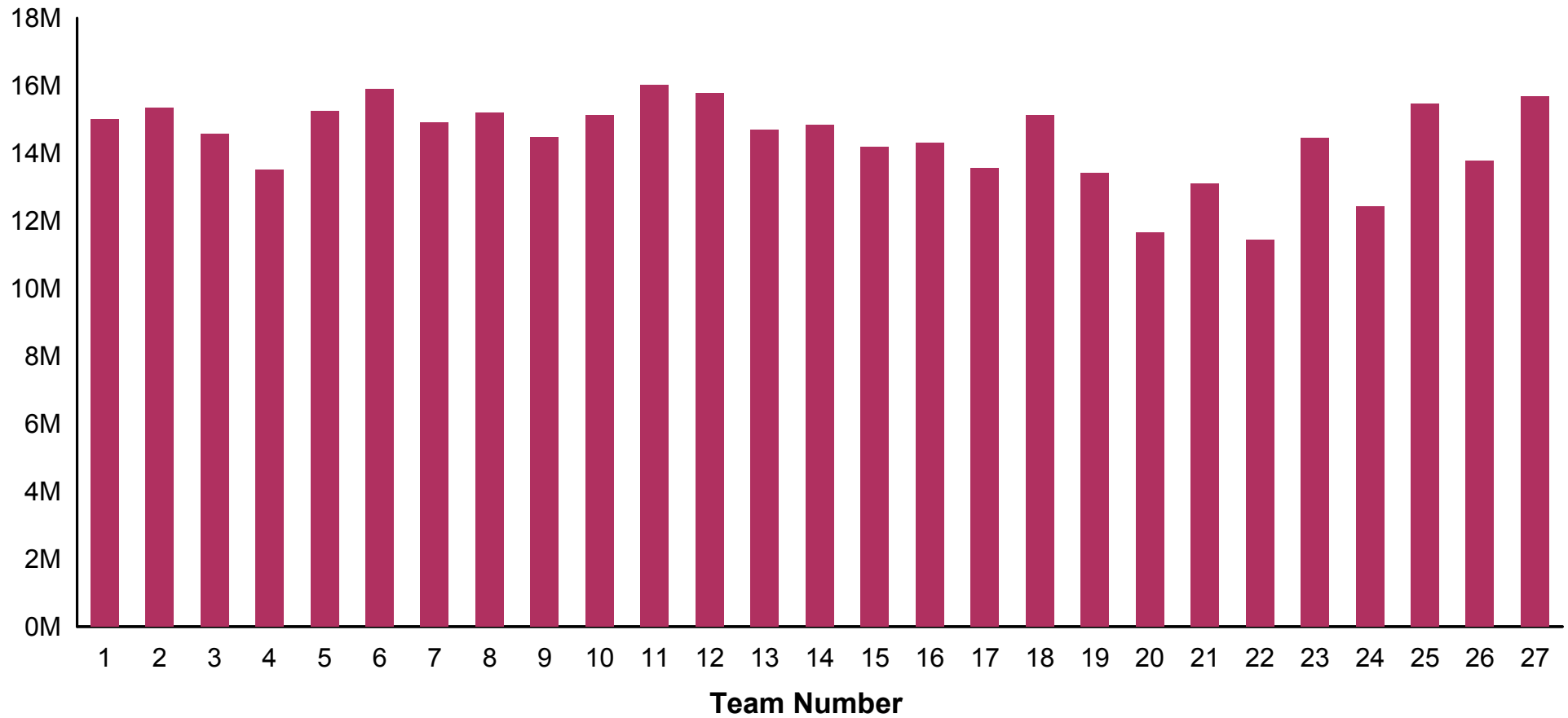


DURING TIME IN CHARGE

TURNOVER

If the company is able to win more new work, this should be reflected in an increase in the turnover, or the amount of work progressed.

AVERAGE TURNOVER EACH PERIOD



Identifying and securing new work ensures that the turnover (monies earned) across all jobs progressed is healthy.

DURING TIME IN CHARGE

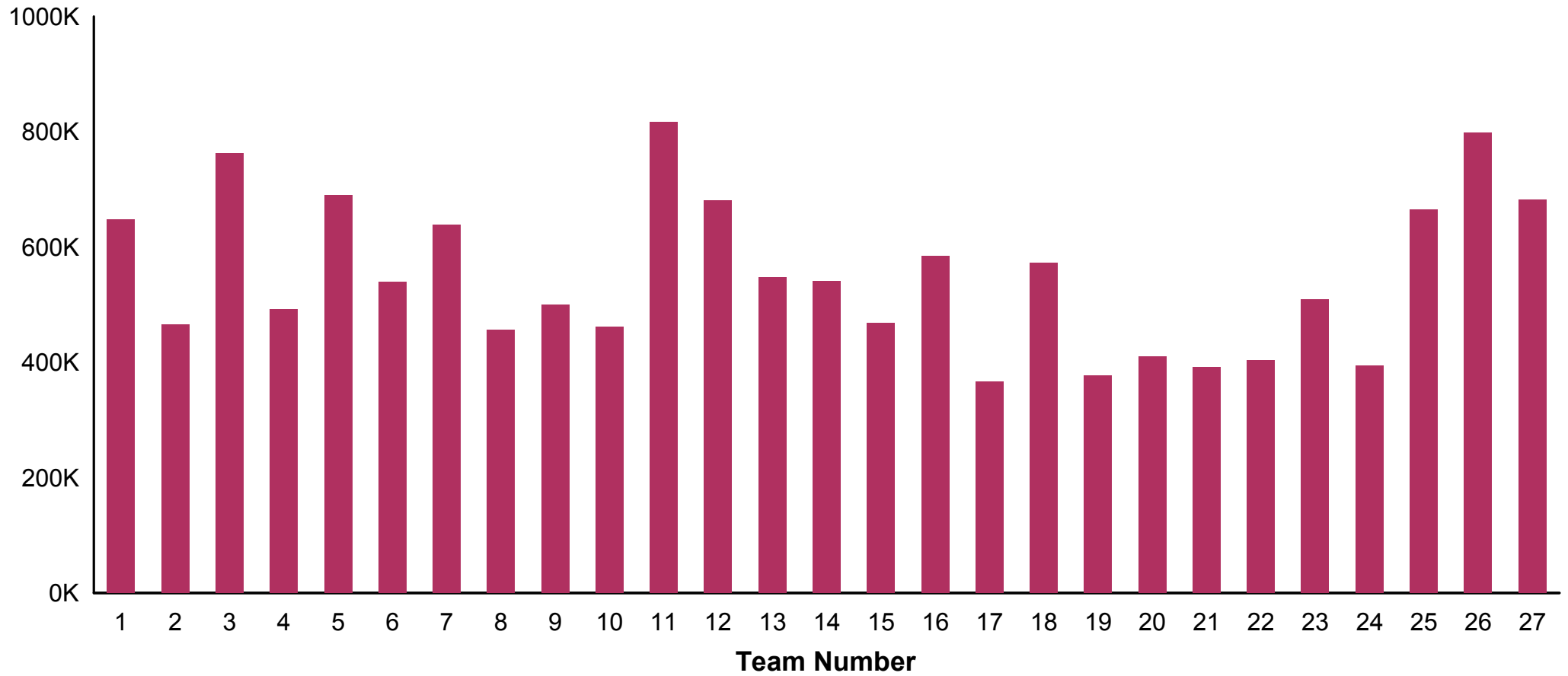
JOB PROFIT

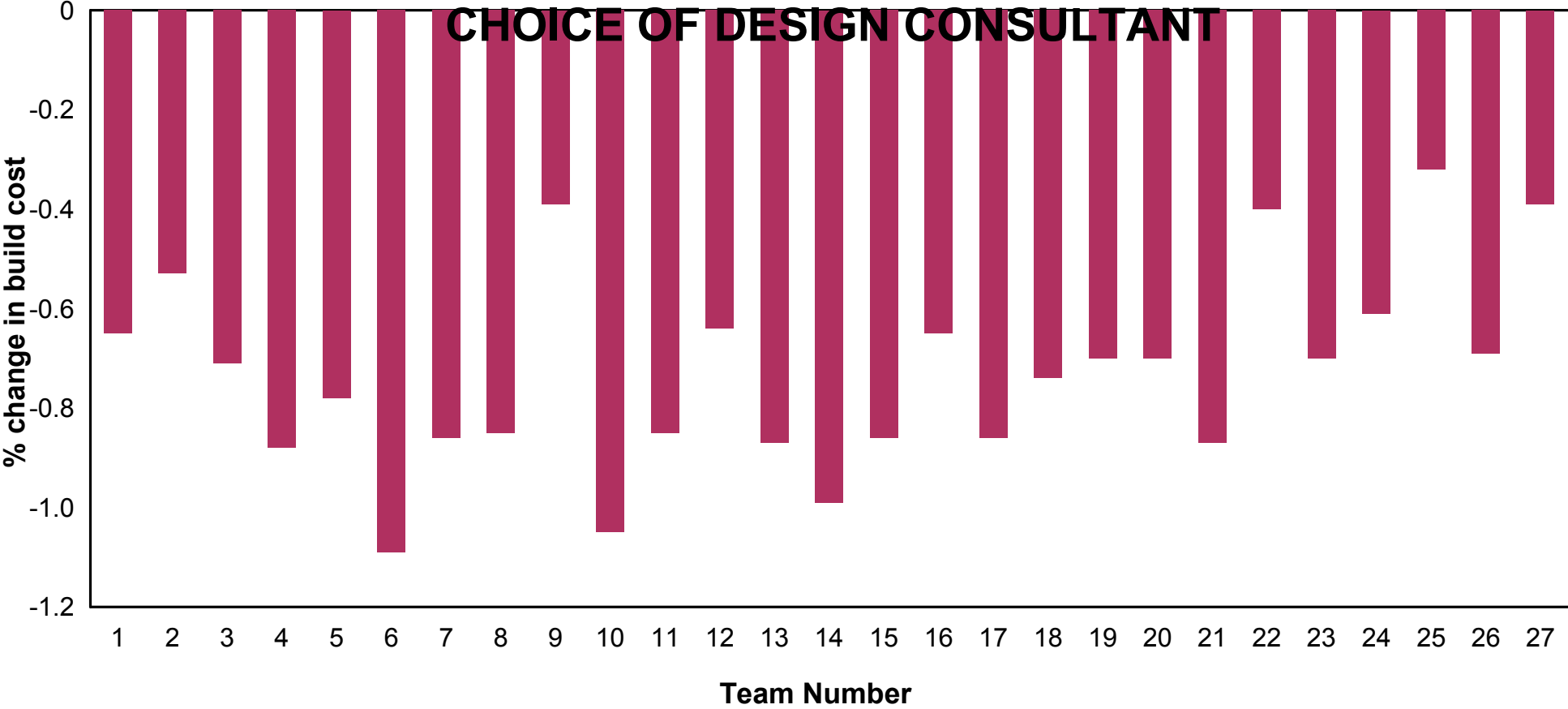
Turnover is required to grow the business, but managing jobs in progress as profitably as possible is the key to improving the value of the business.

MARGINS



AVERAGE AMOUNT OF JOB PROFIT EACH PERIOD

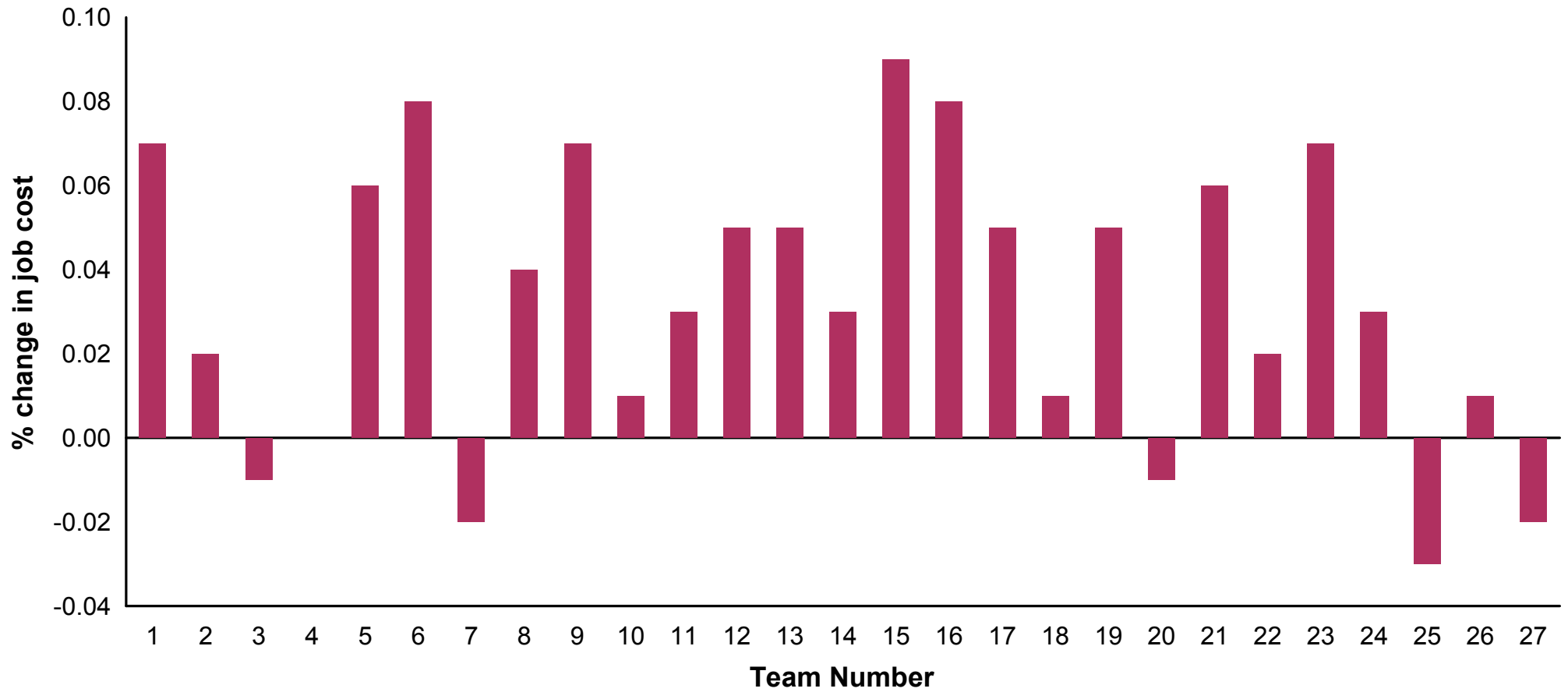




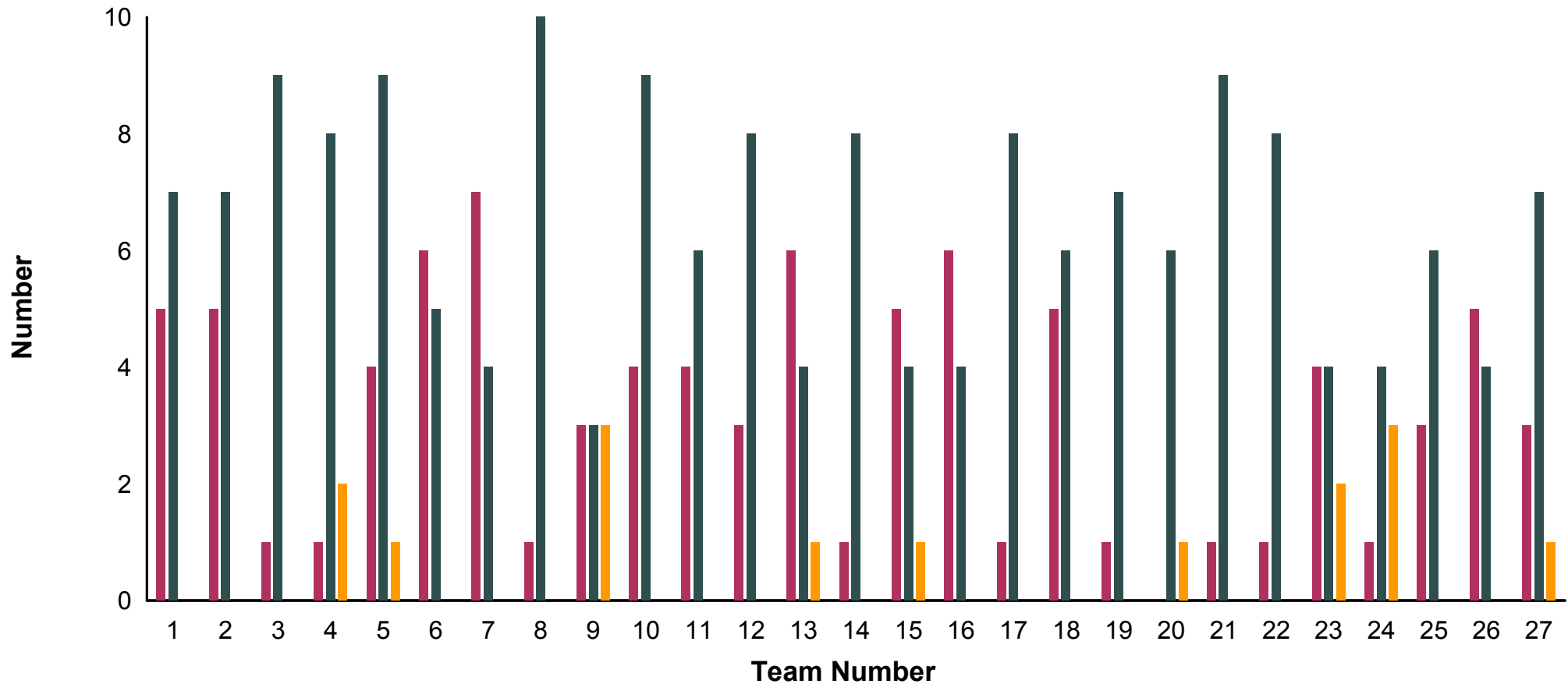
The choice of design consultant for Design and Build jobs can have a significant impact on the build costs.

Consultants with appropriate expertise and BIM experience produce designs that reduce the expected build cost when a job is progressed, which improves the profit margin on the job.

IMPACT OF WORLD EVENTS



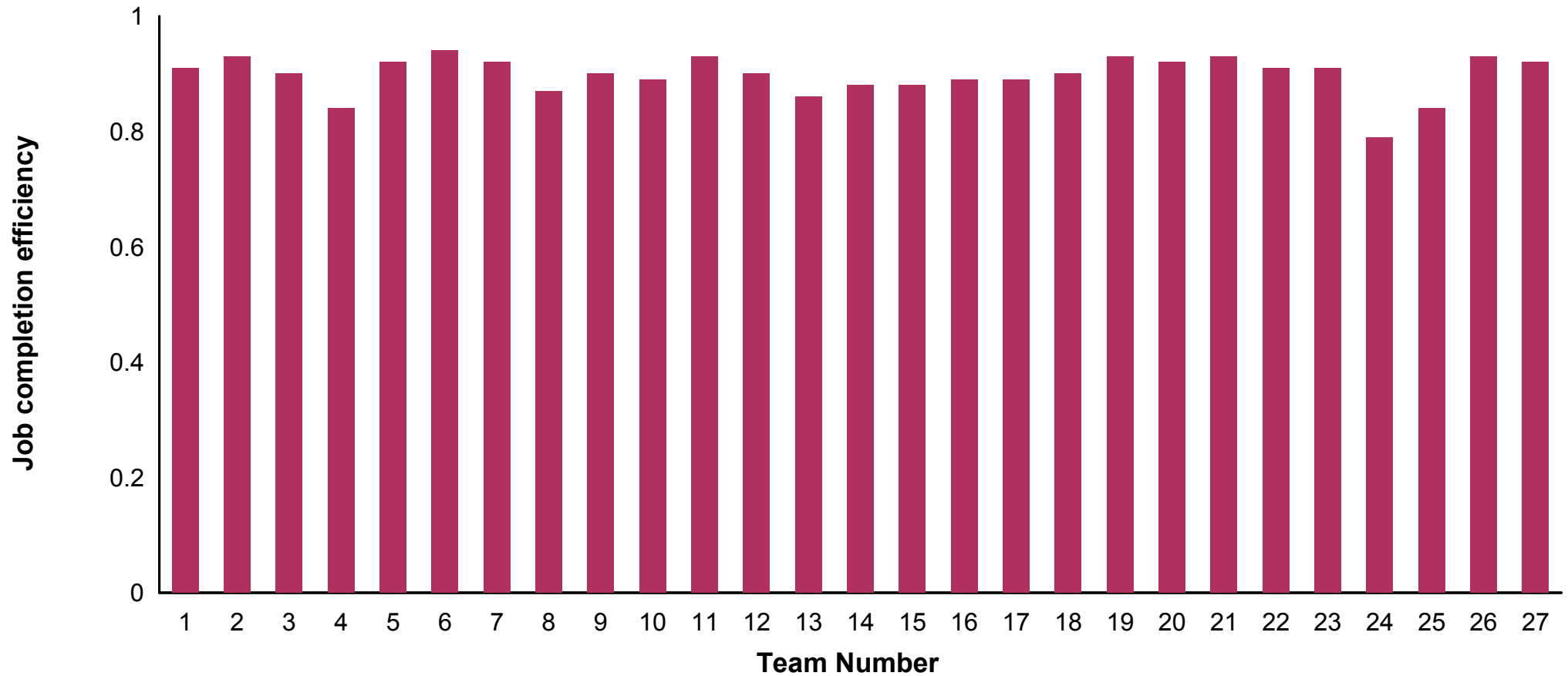
JOB COMPLETION



Early job completion earns a bonus from the client, frees off resources, and improves client relationship. Conversely, late completion incurs a penalty charge, and can significantly damage client relationship.



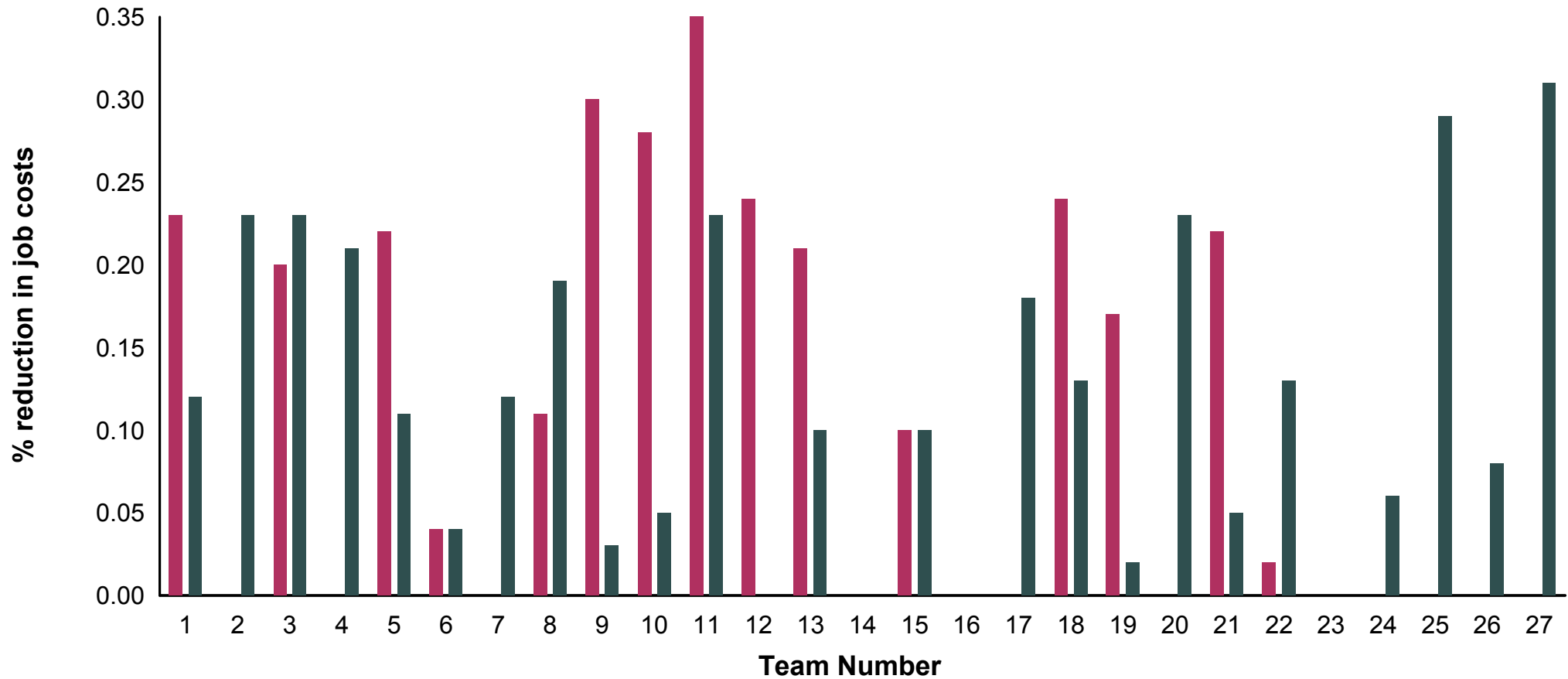
LABOUR MANAGEMENT



Completing jobs as efficiently as possible in terms of labour resourcing is key to maximising job profits.

The efficiency rating is from 0 to 1, where 1 is the optimum level.

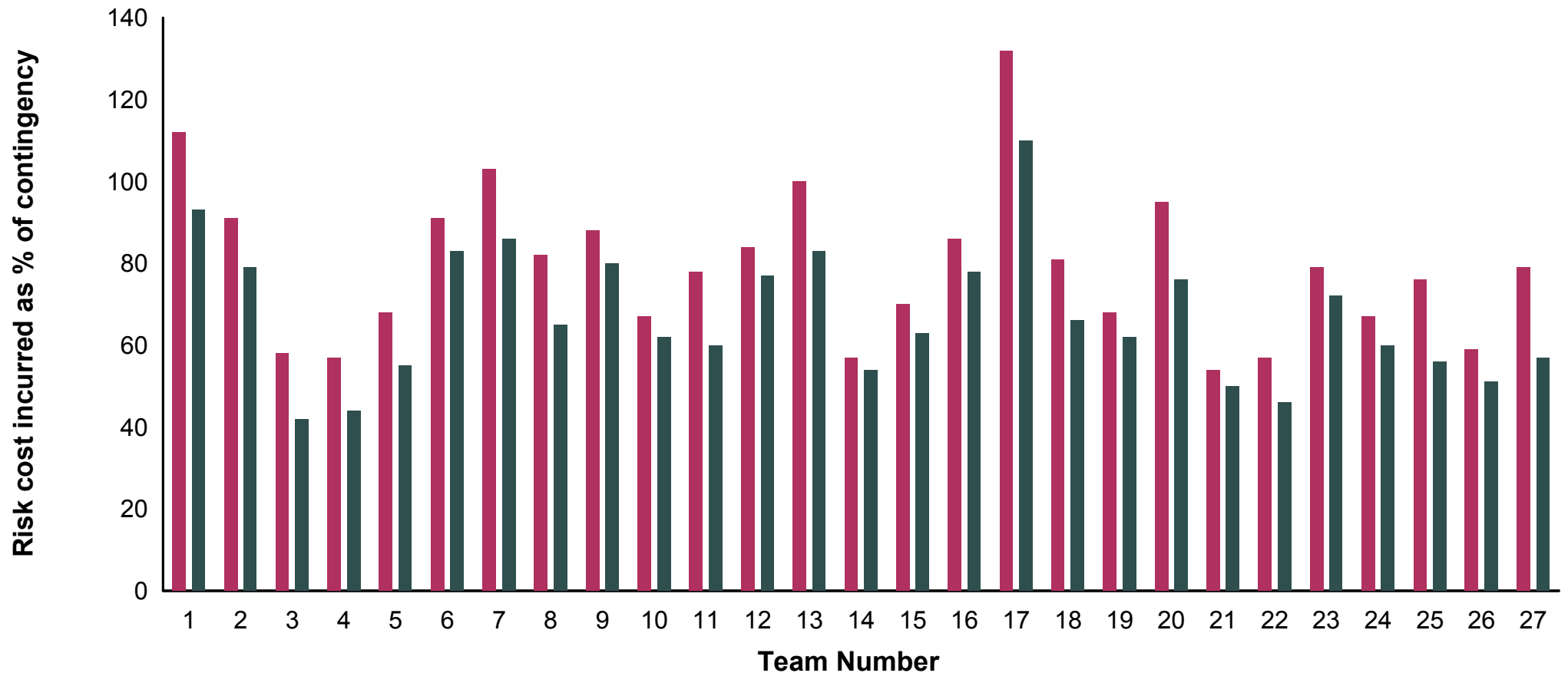
TARGETED INVESTMENTS



Targeted investments can reduce job costs, such as build and risk costs, significantly.

- Reduction in job costs due to build cost cost reductions
- Reduction in job costs due to risk cost reductions

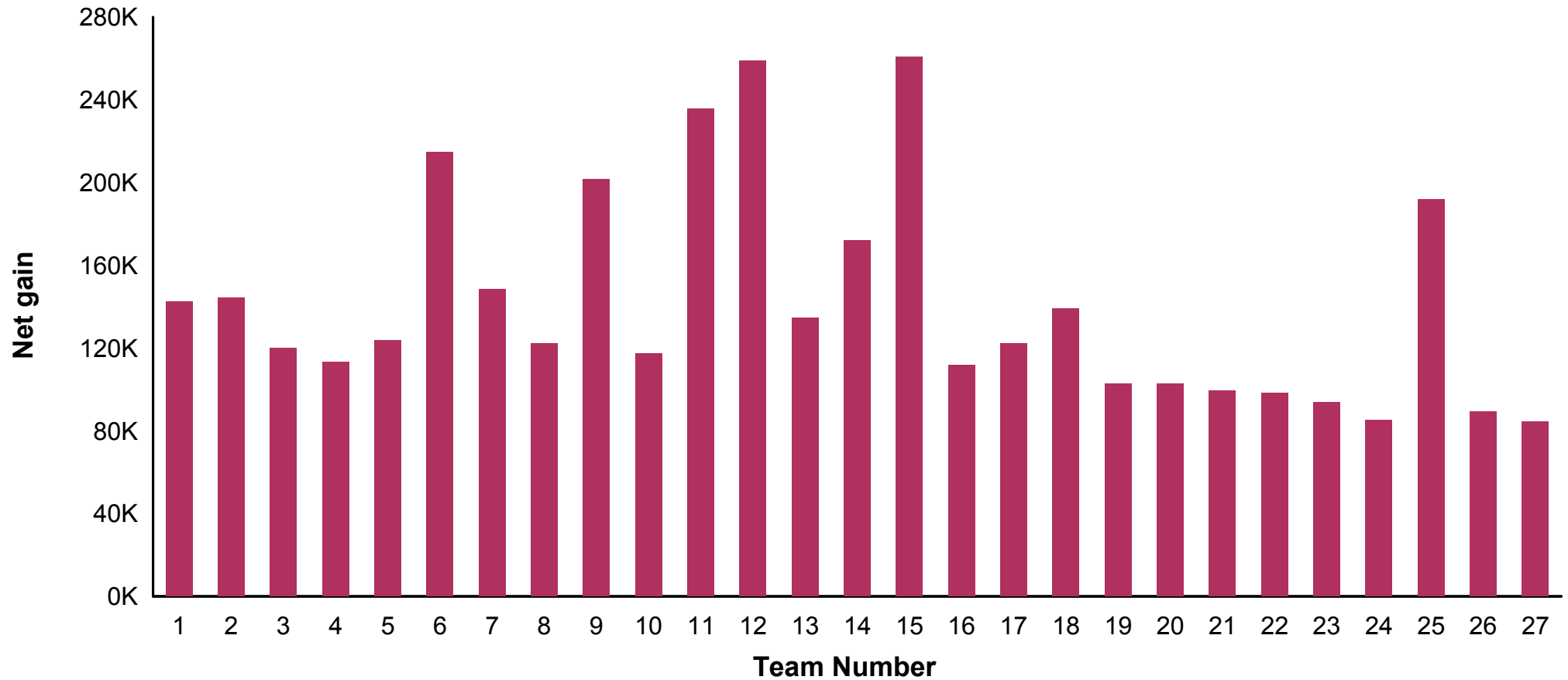
RISK MANAGEMENT



An effective risk management policy is crucial to keeping projects as profitable as possible.

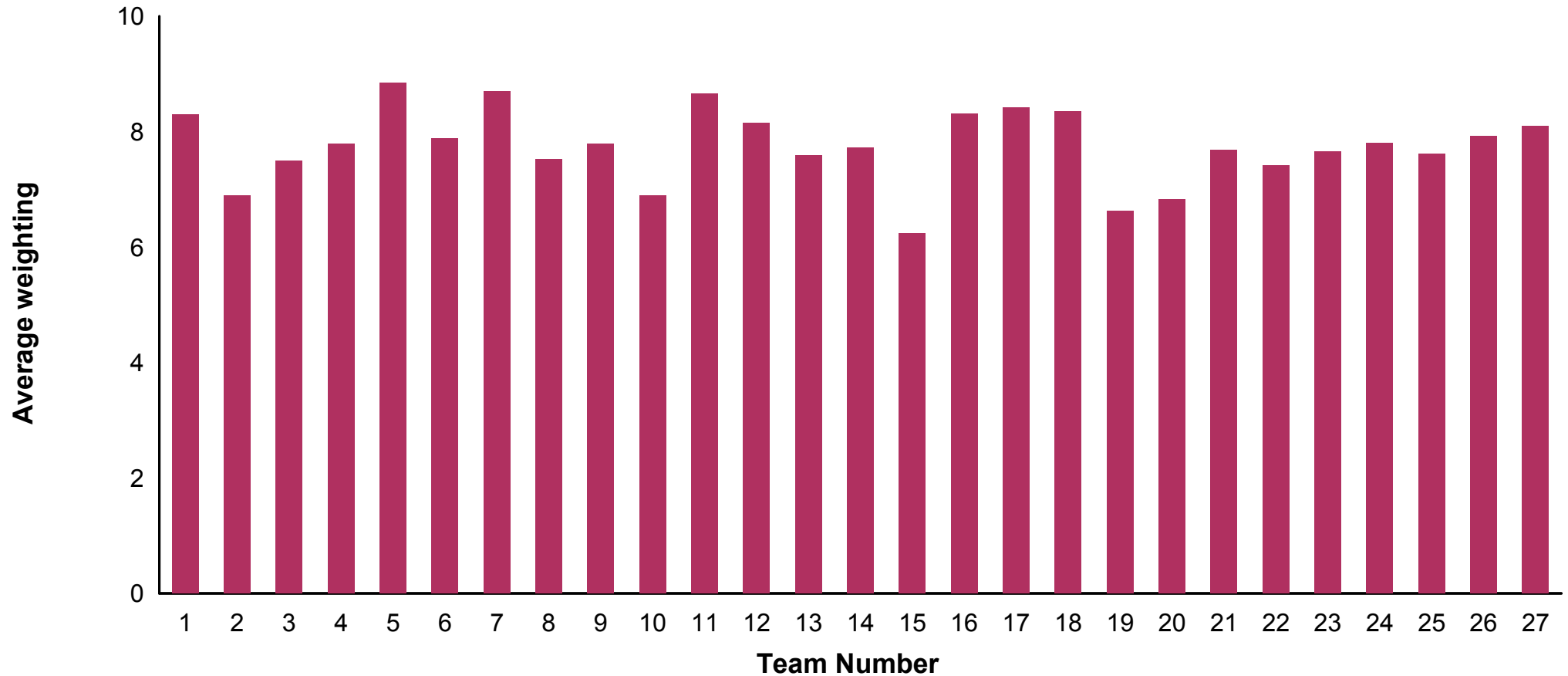
■ Before mitigating actions
■ After mitigating actions

PROJECT MANAGER (BONUS AFFECT)



Paying a bonus to project managers not only prevents them from resigning, but can improve their productivity, with a potential net monetary gain (job profit).

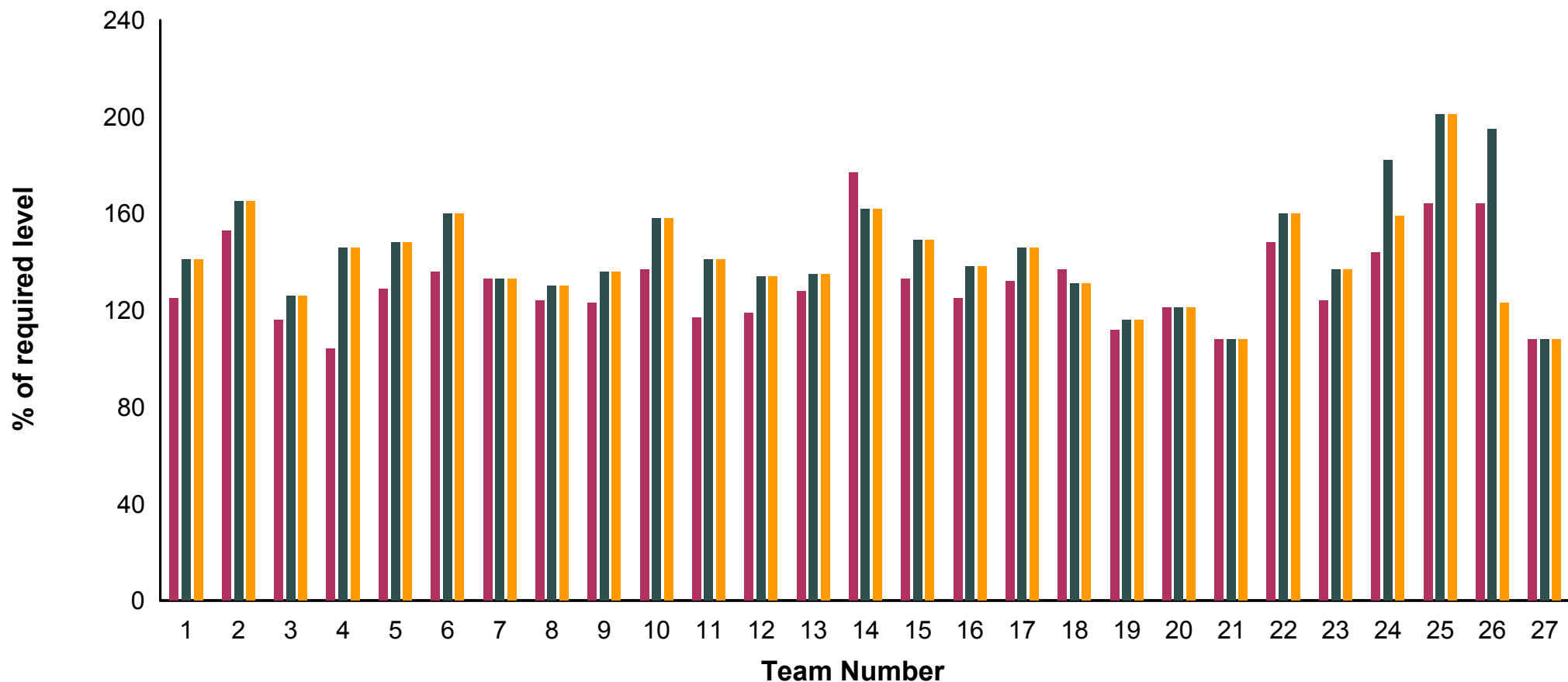
PROJECT MANAGER (PERFORMANCE)



A project manager with well-matched experience for a particular type of job will handle available resources more efficiently, whilst a project manager with inappropriate experience will impair contract efficiency.

Project managers are weighted from 1 (Poor) to 10 (The best possible).

OVERHEAD STAFFING

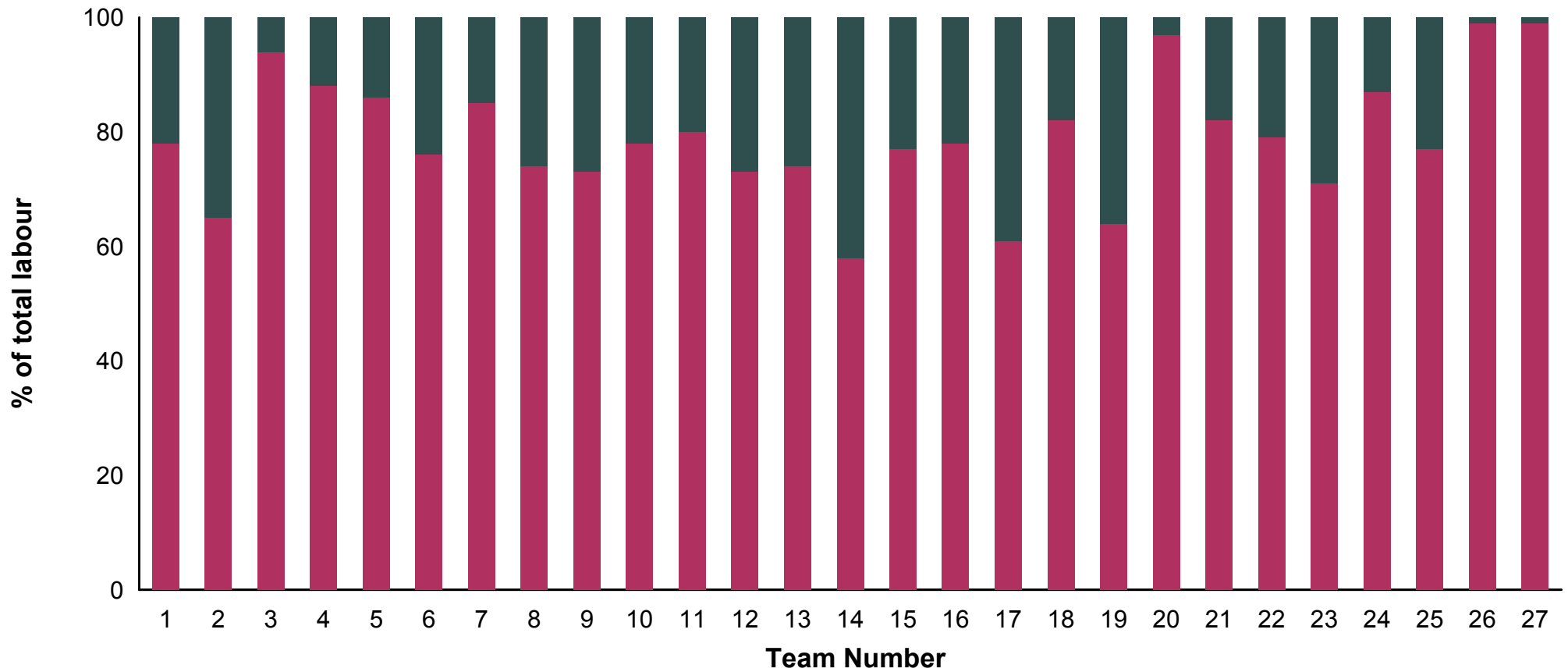


Efficient overhead management has a significant impact on operating profitability.

100% is the required level. Anything lower indicates understaffing, with an adverse affect on costs (Head Office and QHSE) or value (Measurement).

- Head Office
- QHSE
- Measurement

LABOUR USAGE

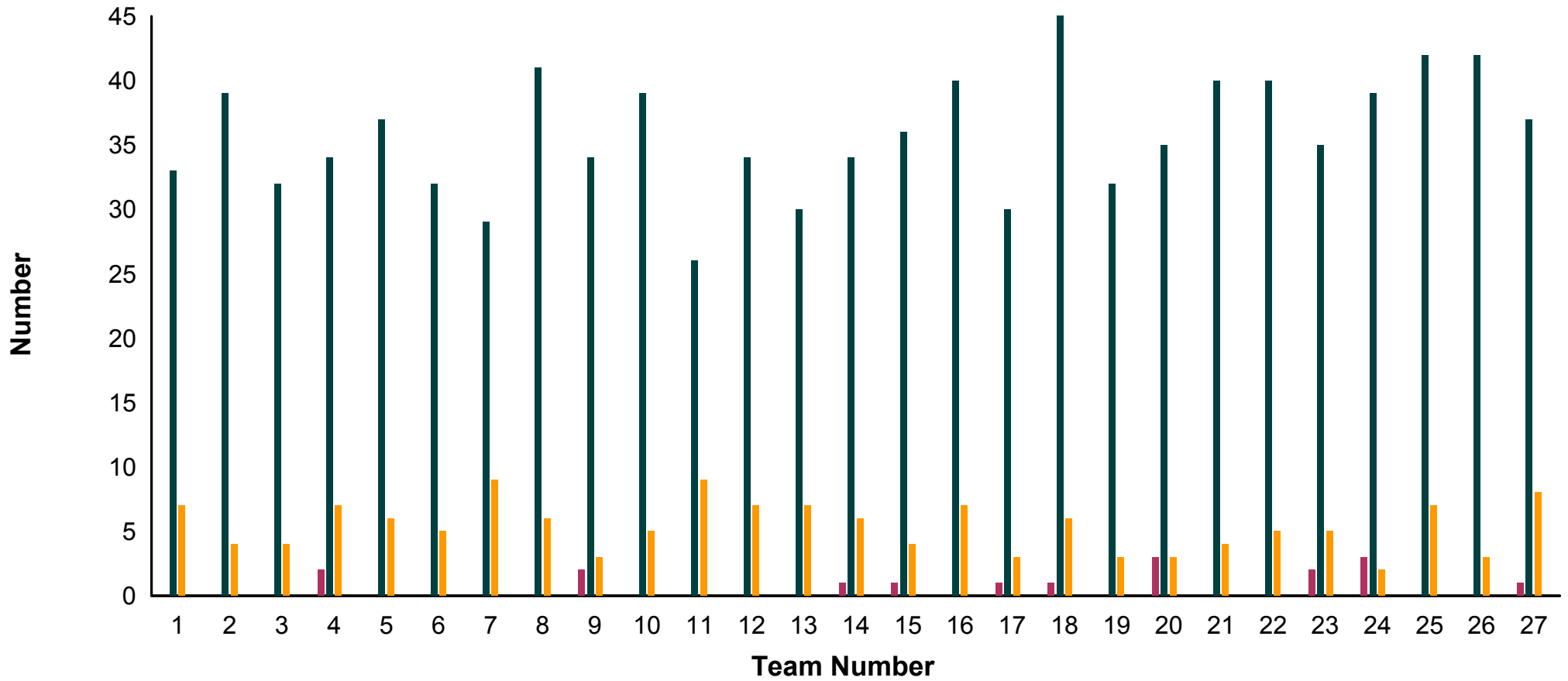


Subcontractor costs vary from country to country.

Excessive use of subcontractors can have an adverse affect on the morale of the company's own labour.

Own labour
Subcontract labour

CLIENT RELATIONSHIPS



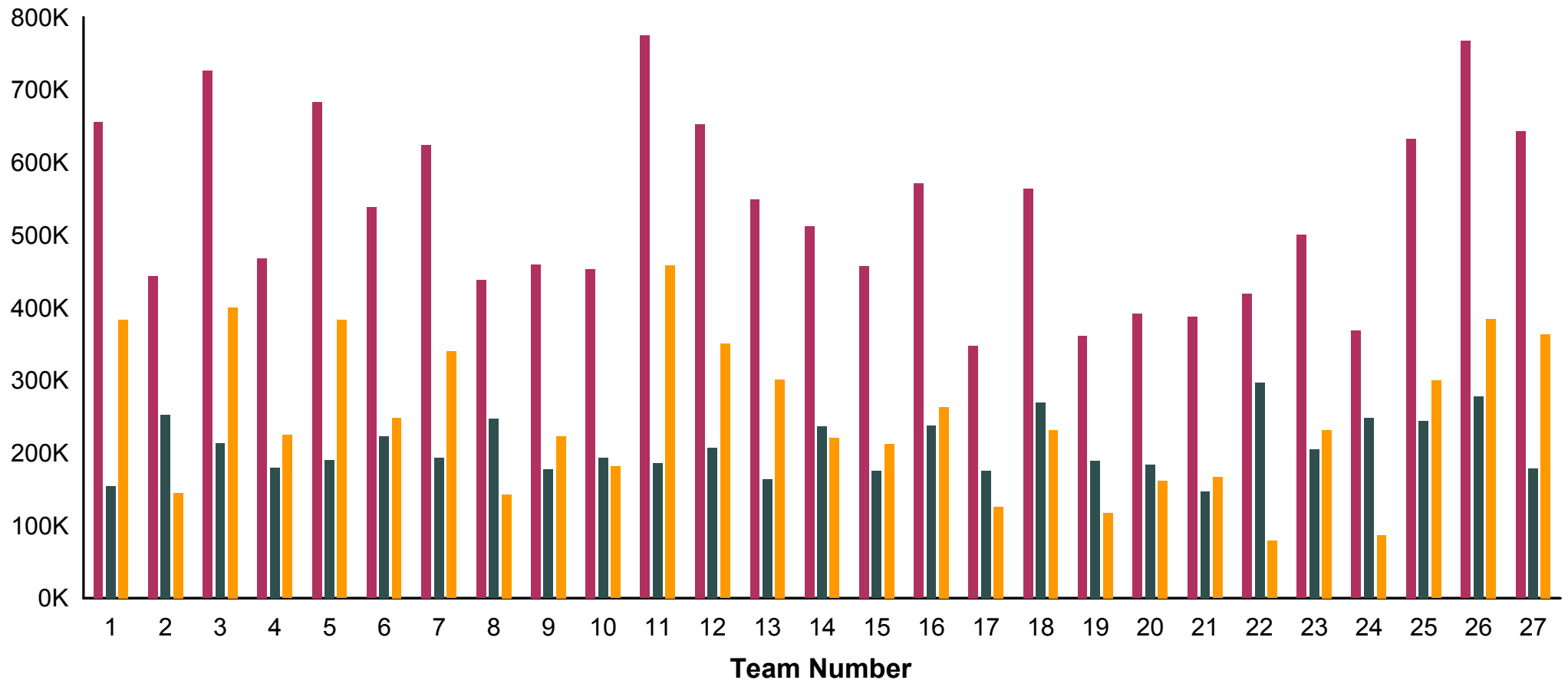
Building strong client relationships can be crucial in securing new work.

- Poor or worst
- Satisfactory
- Fairly good to Extremely good
- Excellent or better

DURING TIME IN CHARGE

CHANGE IN COMPANY VALUE

AVERAGE COMPANY PROFITS AND COSTS EACH PERIOD

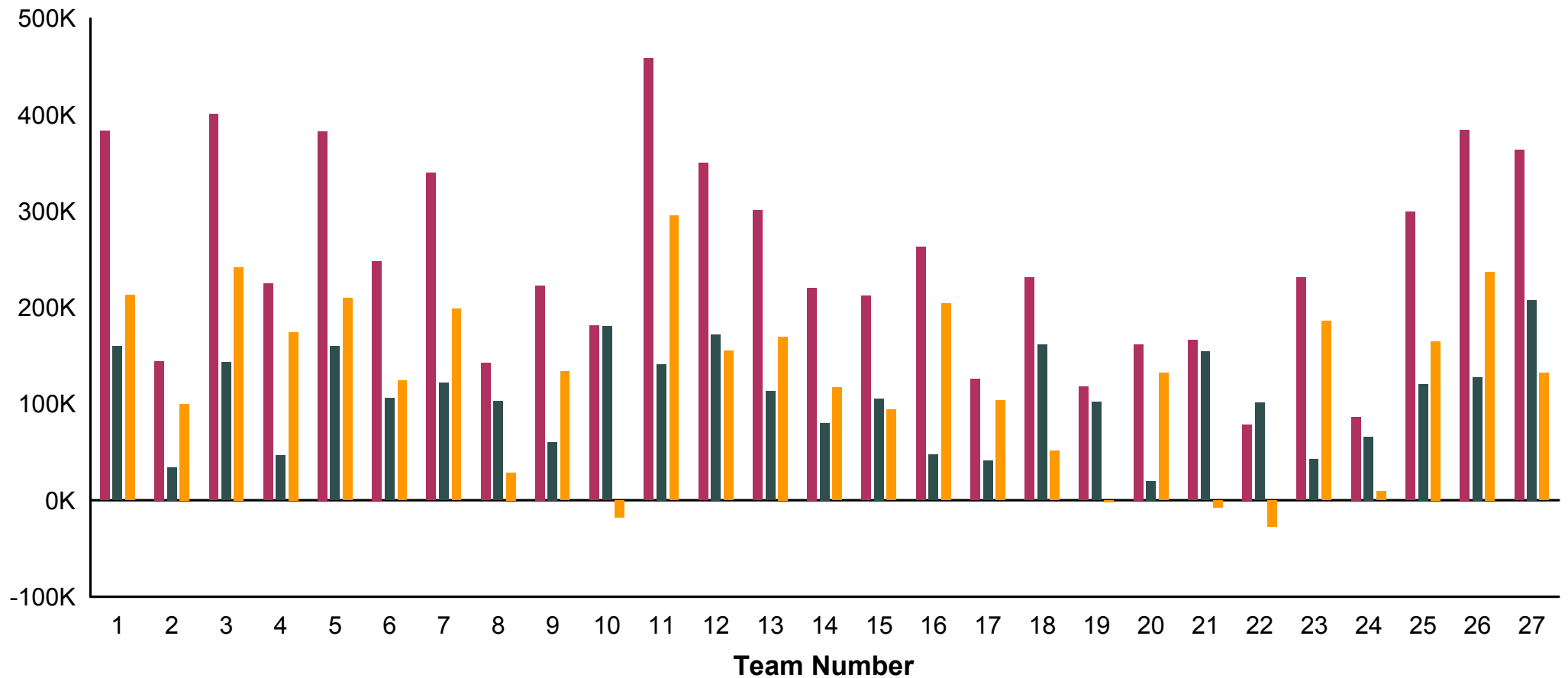


Ultimately the Operating profit improves the value of the business, going straight into the Cash Account.

$$\text{OPERATING PROFIT} = \text{GROSS PROFIT} - \text{OVERHEAD COSTS}$$

- Gross profit
- Overhead costs
- Operating profit

CHANGE IN COMPANY VALUE EACH PERIOD



The value of the company is reduced by paying dividends to shareholders.

So long as the dividend payments are offset by higher operating profit, the value of the business will continue to rise.

- Operating profit
- Dividend paid
- Change in company value