



**SUNBELT®
BUSINESS
BROKERS**

Corporate Buyer Questionnaire

(Attachment to Blanket Confidentiality Agreement)

Types of businesses of interest: If specific, list here _____

___ Mfg ___ Distribution ___ Service ___ Retail ___ Contracting ___ Other

If Manufacturing, circle interest: Machining Job Shop related, Metal Fabrication, Metal Stamping, Machinery (Product), Wood related, Printing related, Packaging related, Plastics related, Chemical related, Structural Steel, HVAC – Air Flow related, SIC Code specific _____

Size businesses of interest, approx. annual gross sales \$ _____ # of employees _____

Any minimum expectations? Min. Annual Sales \$ _____ Min. Cash Flow _____

Will you consider looking at under-performing businesses and/or turnarounds? _____

Geographic preference, will consider buying a business within _____ miles of Charlotte
Anywhere in Carolina's ___ Anywhere in Southeast ___ Anywhere in USA _____

What is the nature of your core business? _____

Other interests or holdings? _____

Your approx. Annual Sales \$ _____ Yr founded _____ Private or Publicly owned?

Your Website _____ Corp. Email address _____

Why are you considering an acquisition? _____

Valuation Multiple Range of EBITDA (Discretionary Cash Flow) Expectations _____

Have you ever acquired another business? _____ If so, what kind and when? _____

Have you ever worked with any other brokers? _____ If so, who? _____

Have you ever worked with any other brokers in our office? _____ If so, who? _____

How did you come in contact with us? (newspaper, internet, yellowpages, referral, etc.) _____

Other Comments: _____

