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**Private Equity Group 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\_\_\_\_\_

Expectations: Minimum Annual Sales \$\_\_\_\_\_ Minimum Cash Flow\$ \_\_\_\_\_

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

Geographic preference, will consider buying a business within \_\_\_ miles of \_\_\_\_\_

Anywhere in Southeast \_\_\_ Anywhere in USA \_\_\_ Other \_\_\_\_\_

What companies make up your portfolio (list products, services, SIC code, etc, attach list)

\_\_\_\_\_

Size of your fund \$\_\_\_\_\_ Year founded \_\_\_ Able to bring in management? \_\_\_\_\_

Your Website \_\_\_\_\_ Corp. Email address \_\_\_\_\_

Why are you considering an acquisition? \_\_\_\_\_

Valuation Multiple Range of EBITDA (Discretionary Cash Flow) Expectations \_\_\_\_\_

When did you last make an acquisition? \_\_\_\_\_ Type and size transaction\_\_\_\_\_

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, yellow-pages, referral, etc.) \_\_\_\_\_

Other Comments: \_\_\_\_\_