



Southern Mergers & Acquisitions, Inc.

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: _____