



Southern Mergers & Acquisitions, Inc.

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 _____

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 Jacksonville

Anywhere in Southeast ___ Anywhere in USA ___ Other _____

What is the nature of your core business? _____

Other interests or holdings: _____

Your approx. Annual Sales \$_____ Yr founded _____ Private or Public 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, yellow pages, referral, etc.) _____

Other Comments: _____