

Buyer Acquisition Profile

To properly match your requirements to those Companies and Owners, please tell us about yourself and your acquisition criteria. All information you provide is **CONFIDENTIAL** and may only be released to Company/Owners (and their advisors) we deem qualified. Buyer authorizes **Altus Group** to verify such information with the parties named or with third party sources as it sees fit.

Complete these questions completely

Buyer Company's Name _____ Date _____

Individual's Name _____ Title _____

Company Address _____ Phone _____

City _____ State/Prov _____ Zip/Postal _____ Country _____ Fax _____

Home Address _____ Home Phone _____

City _____ State/Prov _____ Zip/Postal _____ Country _____ Home Fax _____

Email Address _____ Company Fed ID# _____

Referred By _____ Individual's SS# _____

BUYER: This Agreement is made on behalf of the company the individual both parties

IDENTIFICATION: Copy of Driver's License (for identification purposes only)

CONTACT: Where may we contact you? work address work phone home address home phone

1) **CURRENT INDUSTRIES:** Indicate the industries you are engaged in now.

Basic (agriculture, mining, etc.) Manufacturing Retail Utilities

Finance Real Estate Services Wholesale

Note details of business you are engaged in now. (Indicate SIC# if known.) _____

2) **TARGETED INDUSTRIES:** Indicate the industries in which you would consider making an acquisition. Please number in priority.

Basic (agriculture, mining, etc.) Manufacturing Retail Utilities

Finance Real Estate Services Wholesale

Indicate any other industry preference or specific SIC#'s that are of interest. _____

3) **DISTRIBUTION AREA:** What geographic market area(s) are desirable for the company's distribution? Please number in priority.

Local (Grand Rapids) Regional (West Michigan) Sectional (Great Lakes) National

International Other

4) **HEADQUARTERS:** What geographic area(s) would be acceptable for the company's headquarters/ Please number in priority.

Local (Grand Rapids) Regional (West Michigan) Sectional (Great Lakes) National

International Other

5) **MANAGEMENT:** Do you require management to stay after the sale? Yes Preferred No
 Maybe Doesn't matter

You intend to be: _____ An Active Manager _____ A Passive Manager

- 6) **TURN AROUND:** Will you consider purchasing a turn-around business? Yes Preferred No
 Maybe Doesn't matter
- 7) **UNIONS:** Will you consider a company with unions? Yes Preferred No
 Maybe Doesn't matter
- 8) **EMPLOYEES:** What is minimum employees the company should have? _____ Employees Doesn't matter
- 9) **COMPANY AGE:** What is the minimum age of company you will consider? _____ Years Doesn't matter
- 10) **REVENUE SIZE:** Revenue range you will consider: _____ Minimum _____ Maximum
- 11) **PROFIT:** Recast EBIT range you will consider: _____ Minimum _____ Maximum
- 12) **PRICE:** Purchase price of Business you will consider: _____ Minimum _____ Maximum
- 13) **CASH:** Out-of-pocket you currently have available: _____ Minimum _____ Maximum

ACQUISITION CRITERIA

- 15) **HOW LONG** have you been seeking an acquisition? _____
- 16) **HOW SOON** is acquisition desired? _____
- 17) **PURPOSE** for acquisition: _____
- 18) Have you ever owned a business or offered to buy a business? Yes No
- 19) **PURCHASE TERMS:** Indicate terms you require. Please number in priority, leave blank those not applicable.
 Cash Lender Financing Owner Financing Stock Exchange Trade
 Other (explain) _____
- 20) **REFERENCES:** Please provide the following references:
 Banker _____ Bank _____ Phone # _____
 Accountant _____ Firm _____ Phone # _____
 Attorney _____ Firm _____ Phone # _____
- 21) **PRINCIPALS:** Please list other officers, investors or partners who may participate with you on an acquisitions.
 Name _____ Title/role _____ Phone # _____
 Name _____ Title/role _____ Phone # _____
 Name _____ Title/role _____ Phone # _____
- 22) **FINANCIAL RESOURCES:** If you are a **Company**, please include your most recent financial statement. If you are an **individual**, please include a current net worth statement. **OR**, in the alternative, you may include a letter explaining your net worth, or the financial resources under your control. This is required.

 Buyer's Signature

 Date

 Please Print Name