



ATL Automotive Group

ATL Acquisition Comparison (**\$1 Million Sale Price**)

<u>Conventional Method:</u>	<u>ATL Automotive Group Method:</u>
<ul style="list-style-type: none">• 2.5x-3x Cashflow	<ul style="list-style-type: none">• 3x-5x Cashflow
<ul style="list-style-type: none">• Broker Fees: 8-10% of sales price• Payable in cash	<ul style="list-style-type: none">• Broker Fees: None
<ul style="list-style-type: none">• Employees: Status Quo	<ul style="list-style-type: none">• Employees: Become Owners

Cash Flow	\$300,000	Cash Flow	\$300,000
Sale Price	\$750,000-\$900,000	Sale Price	\$900,000-\$1,500,000
Broker Fees	\$75,000-\$90,000	Broker Fees	\$0
Total Cash to Seller	\$323,000-\$387,000	Total Cash to Seller	\$826,000-\$1,340,000
Sales Price % Retained	53%	Sales Price % Retained	91%