Purchase Price of Business $ _____ Seller **Note (if any)** $ _____

Cash Equity from Buyer $ _____   **Loan Request** $_____

Personal Credit Scores of Buyer(s) _____ _____ _____

Is Buyer an Operating Company or an Individual? _____

Does buyer have direct experience with respect to the type of business being acquired and if so for how long? _____

The remainder of this worksheet is in reference to the _company to be acquired_:

What does this company do? Manufacturer _____   Wholesale/Distributor ____
Service Business ____   Retailer ____

Briefly descried the nature of the business-

Company to be purchased is located in what City/Town and
state_____

Acquisition of Operating Company

Year Company Began _____

Total Accounts Receivable Now $_____

Accounts Receivable over 90 days old $ _____

Total Accounts <u>Payable</u> over 90 days old $ _____

Approximately how much is billed per month $_____

Credit terms extended _____

Is the business seasonal? _____

What % of sales are performed under contract with progress billing? _____

What % of customer base is outside U.S.? _____

What is current company net worth $_____

Estimate the liquidation value of the company inventory (exclude work in progress)
$_____

Estimate the value of the equipment if it were liquidated
$_____
(Note- furniture and telephone/computer equipment is not acceptable collateral)

If equipment has been appraised, for how much, what type appraisal (FMV, OLV, FLV, etc.) and when?

$_____Type appraisal _____as of_____

Appraised/**estimated** value of business owned Real Estate $_____

Estimated value of any other business assets $_____

Total secured debt against company now $_____

Does any customer account for more than 25% of A/R? _____

2020 Revenue $ _____ 2020 net income $ _____

2019 Revenue $ _____ 2019 net income $ _____

2018 Revenue $ _____ 2018 net income $ _____

This Years Projected Sales Volume $ _____

Amount of backlogged orders now $ _____

Is the company currently making money? Yes_____   No_____

If making money for how many consecutive months? _____

Does Company have there accountant prepared financial statements? Yes_____ No___

If so, when does the accounting year end? _____

What type statement (audited, reviewed, compiled) _____

Who does the company typically sell to?

Additional Comments that could be relevant for a lenders consideration, if any:

_____
Date