

## Appendix A: Sale Assets

*Instructions: The information in Appendix A shall be completed by the Client or completed with the Finder via interview. The Client shall then review Appendix A for accuracy once completed via either method and attest if accurate, if indeed accurate below.*

I attest the completed Appendix A information and data is true and accurate to the best of my ability on this page. I acknowledge Appendix A is governed by all terms of the executed Finder's Fee Agreement with Route Authority.

Client Signature: \_\_\_\_\_

Date: \_\_\_\_\_

### General Asset/Business Information

Data Element	Value (per Client)
Location/Terminal	
Year Established	
Number of Managers	
Number of Drivers	
Level of Involvement of Owner (FT, PT, etc)	
<b>P&amp;D Only</b>	
ZIP Codes Serviced	
Number of P&D Vehicles used in Daily Operations	
Full ISP Agreement Transfer or Carve Out of CSA?	
<b>Linehaul Only - Specify Number of Linehaul Runs</b>	
Solo Assigned	
Solo Unassigned	
Team Assigned	
Team Unassigned	

Data Element	Definition	Value (per Client)
Asking Price	Total Asking Price of All Assets for Sale	\$
Reason for Selling	The stated reason for selling	
Is Seller Financing Available?	Enter amount of any seller financing offered	\$

### General Financial Information

Data Element	Definition	Client Forecasted Value (per Client)
Forecasted Annual Gross Revenue for current year	Forecasted Annual Income before any costs or expenses have been deducted	\$
Forecasted Annual EBITDA for current year	Forecasted Net Earnings before Interest, Taxes, Depreciation, & Other Amortized Items	\$
Forecasted Annual Cash Flow for current year	Forecasted EBITDA plus any payments made to the owner	\$

### Items Available to Potential Buyers

*Denote if Item Available & Will be Provided by Client*

Item	Available & Will be Provided? Yes or No
Current FXG Agreement (all pages)	
FXG Settlement Sheets (YTD)	
FXG Settlement Sheets (Last Full Yr)	
YTD P&L or Income Statement	
YTD Payroll Records by Driver/Employee	
Tax Returns in Last 1 to 3 Years	
FXG 1099s in Last 1 to 3 Years	
Last PCAT (P&D Only)	
YTD Daily Svc Worksheets (P&D Only)	
At least One Month of Current Vendor Invoices	
Copies of Leases (Leased Vehicles Only)	

### Appendix A: Sale Assets [Continued]

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Client Signature: \_\_\_\_\_

Date: \_\_\_\_\_

### Vehicles Included in Sale

[illegible]