



Mergers & Acquisitions Specialists

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## **WILLIAM MARTIN & COMPANY, INC.**

*Mergers and Acquisitions*

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*We are pleased to present this business opportunity for your review. We specialize in representing manufacturing, distribution and service companies in the divestiture process. The Seller pays our fees; there is no monetary obligation to prospective purchasers. We encourage you to call the broker listed on this offering to obtain further information on this opportunity, and to review other companies that may be of interest.*

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### **EXECUTIVE SUMMARY # A279**

#### **Japanese Import Franchise Dealer**

This established new car auto franchise is positioned in the heart of the metropolitan Chicago area. Customers from the city or the collar counties can reach the location easily. With steady sales over the last three years in a difficult economy, the company is in a great position to capture market share from an improving economy and reduced competition in the area.

In business since 2004, the company has already built a loyal clientele with a dedication to customer service and quality workmanship in the service area.

This opportunity is expected to draw interest from both individual investors and strategic buyers looking to expand geographically.

#### **FINANCIAL HIGHLIGHTS**

	<b>2008</b>	<b>2009</b>
<b>SALES</b>	<b>\$17,612,088</b>	<b>\$15,000,000</b>
<b>EBITDAS*</b>	<b>\$585,688</b>	

EBITDAS: Earnings Before Interest, Taxes, Depreciation, Amortization and Owners Salary.

This information is provided for discussion purposes only. No representation is made as to the accuracy of the information provided or any other information supplied. Broker encourages the Prospect to thoroughly review and independently verify to his own satisfaction, that the information provided is substantially representative of the business activity.

## **DEAL STRUCTURE**

Price: "Open to Offer"

All the furniture, fixtures and equipment used in the business except for certain personal items will be included in the sale free and clear of all liens.

Also included in the price will be net working capital of \$ **TBD**. Net working capital is defined as accounts receivable and inventory less accounts payable.

Accounts Receivable: \$  
Inventory: \$  
Accounts Payable: \$

Net Working Capital: \$ **TBD**

At the closing, should the net working capital figure differ from the above amount, there will be a corresponding adjustment in the purchase price. Cash in the bank is specifically excluded from this sale and will be retained by the seller.

## **OTHER INFORMATION**

Location: Metro Chicago area.  
Established: 2004  
Ownership: "S" Corporation  
Facilities: Showroom and service area built new in 2004 on 4 acres.  
Hours of Operation: 7:30AM to 9:00PM 6 days  
Employees: 37  
Reason for Sale: Seller prefers used car business.  
Training: The owner will assist the buyer during a customary transition.

## **MARKETING AGENT**

**Bud Martin**  
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