

Target Details					Source Data	
Transaction ID	45393-1	Name	Target Type	Private	Contributor Company	Touchstone Advisors, LLC
Business Description					Contributor Name	Rich, Jeff
Location			Hartford, CT, United States	Target Region	New England	Contact Broker
Age	30	Structure	LLC	Employee Count	22	
SIC		NAICS				
4214 - Local Trucking with Storage		484110 - General Freight Trucking, Local				
Transaction Data						
Sale Initiation	02/15/2018	Sale Date	05/24/2019	Days To Sell	463	
Percentage Acquired	100.0%	Asking Price			Transaction Type	Stock
MVIC Price	\$4,800,000	Debt Assumed			Amount Down	
Income		Balance Sheet		Purchase Price Allocation		
Income Statement Type	Latest Full Year Income					
Tax Return/P&L	Yes	Date	12/31/2018	Date	05/24/2019	
Restated Income	Date					
No	12/31/2018					
Net Sales	\$13,264,000	Cash and Equivalents	\$0	Cash and Equivalents	\$0	
COGS	\$9,428,000	Accounts Receivable	\$1,325,000	Accounts Receivable	\$0	
Gross Profit	\$3,836,000	Inventory	\$0	Inventory	\$0	
Rent	\$672,000	Other Current Assets	\$0	Other Current Assets	\$0	
Owner's Compensation	\$300,000	Total Current Assets	\$1,325,000	Total Current Assets	\$0	
Other Operating Expenses	\$1,318,000	Fixed Assets	\$30,000	Fixed Assets	\$100,000	
Depreciation and Amortization	\$246,000	Real Estate	\$0	Real Estate	\$0	
Total Operating Expenses	\$2,536,000	Total Intangibles	\$0	Identifiable Intangibles		
Operating Profit	\$1,300,000	Other Noncurrent Assets	\$0	- Customer Related	\$0	
Interest Expense	\$42,000	Total Assets	\$1,355,000	- Backlog	\$0	
Interest Income	\$0	Current Liabilities	\$175,000	- Developed Technology	\$0	
Other Expenses	\$0	Long-Term Liabilities	\$800,000	- In-Process R&D	\$0	
Other Income	\$0	Total Liabilities	\$975,000	- Trade Names/Marks	\$0	
Earnings Before Taxes	\$1,258,000	Stockholder's Equity	\$380,000	- Non-Compete	\$1,000,000	5 Years
Tax Expense	\$0			- Other Intangibles	\$0	
Tax Benefit	\$0			Total Ident Intangibles	\$1,000,000	
Net Income	\$1,258,000			Goodwill	\$4,700,000	
				Total Intangibles	\$5,700,000	
				Other Noncurrent Assets	\$0	
				Total Assets	\$5,800,000	
				Interest-Bearing Liabilities	\$0	
				Total Liabilities	\$0	
Future, Current and Historical Earnings						
Net Sales FY+1	\$13,650,000	SDE FY+1		EBITDA FY+1		
Net Sales	\$13,264,000	SDE	\$1,543,303	EBITDA	\$1,343,303	
Net Sales FY-1	\$11,342,313	SDE FY-1	\$1,382,230	EBITDA FY-1	\$1,182,230	
Net Sales FY-2	\$10,925,592	SDE FY-2	\$1,428,152	EBITDA FY-2	\$1,228,152	
Net Sales FY-3				EBITDA FY-3		
Net Sales FY-4				EBITDA FY-4		

Additional Transaction Information					
Deal Terms					
Consideration: Cash payment of \$4,220,000, seller financing of \$1,000,000 payable over seller 5 years at 5.5%, and an equity rollover of \$580,000. This is the consideration which includes the value of the employment agreement (the employment agreement value is not included in the MVIC price).					
Was there a Note in the consideration paid?	Yes	Was there a personal guarantee on the Note?	No		
Was there a Noncompete Agreement?	Yes	Non-Compete Length (months)	60		
Was there an Employment Agreement?	Yes	Employment Agreement Value	\$1,000,000		
Lease Terms					
Details regarding the lease terms were not provided.					
Non-Compete Description					
Employment/Consulting Agreement Description					
The seller will work full-time for the owner for 5 years at \$200,000 per year.					
Additional Notes					
Valuation Multiples		Profitability Ratios		SDE and EBITDA Profitability Ratios	
MVIC/Sales	0.36x	Net Profit Margin	9.5%	SDE Margin FY+1	
MVIC/Gross Profit	1.25x	Operating Profit Margin	9.8%	SDE Margin	11.6%
MVIC/EBITDA	3.6x	Gross Profit Margin	28.9%	SDE Margin FY-1	12.2%
MVIC/EBIT	3.7x	Return on Assets	92.8%	SDE Margin FY-2	13.1%
MVIC/Discretionary Earnings	3.1x	Return on Equity	331.1%	EBITDA Margin FY+1	
MVIC/Book Value Invested Capital	4.1x			EBITDA Margin	10.1%
				EBITDA Margin FY-1	10.4%
				EBITDA Margin FY-2	11.2%
				EBITDA Margin FY-3	
				EBITDA Margin FY-4	
Leverage Ratios		Liquidity Ratios		Activity Ratios	
Fixed Charge Coverage	30.95	Current Ratio	7.57	Total Asset Turnover	9.79
Long-Term Liabilities to Assets	59.04%	Quick Ratio	7.57	Fixed Asset Turnover	442.13
Long-Term Liabilities to Equity	210.53%			Inventory Turnover	
Future and Historical Annual Growth Rates		Compound Annual Growth Rates		Real Estate Performance	
Sales Growth FY+1	2.9%	Net Sales 2Y CAGR	10.2%	EBITDAR	\$2,015,303
Sales Growth	16.9%	Net Sales 3Y CAGR		Rent/EBITDAR	33.3%
Sales Growth FY-1	3.8%	Net Sales 4Y CAGR		Rent/Sales	5.1%
Sales Growth FY-2				Sales Per Square Foot	
Sales Growth FY-3					