

A Few Words about Us...

Anderstore Ltd is the parent company of a group that acquires companies in the fire extinguisher/alarm servicing trades. Our group companies have been trading since 1947. In the fifteen years or so that the Anderstore Group has been focussed on growing through acquisition, however, we have taken on many companies and, in every case we have preserved the identity of the company in question, maintained customer loyalty and kept a high retention of existing staff.

From the point of view of selling your business, we've the finance to buy it if it's very large and we've the flexibility to buy it if it's very small - Whether you turnover £20m or £20k, you can speak to us.

For those nearing the larger end of the spectrum, banking references, confirmation of finance availability and other more substantive detail and documentation can be provided as negotiations proceed.

A Few Words about Confidentiality...

At Anderstore we take your confidentiality very seriously.

We have taken care to ensure that we have only asked for the absolute minimum of sensitive information. For example, we specifically ask for customer names not to be provided. However, we accept that in completing this form you may well pass information that is confidential and as such, we will:

- pass any confidential information only to senior management within the company and any third parties (e.g. financial advisors, financiers) as may be necessary to use in connection with this potential acquisition;
- also require any third parties to maintain appropriate confidentiality; and
- not use any confidential information provided in any other way to secure commercial advantage.

Correspondingly, by completing and returning this questionnaire to us, you also agree that you will keep confidential any negotiations that may take place, except as may be necessary to be disclosed to your professional advisors, key members of staff and, where applicable, any co-owners of the business. You also agree to ensure that any of the above parties are also required to maintain confidentiality.

A Few Words about this Form...

We've tried to keep the form as simple as possible, but hope you appreciate the need for the information we've requested. We also know that the questions may well appear more daunting when you're staring at a blank form!

The main point is, should you need any assistance with this form, please feel free to pick up the phone and ask us about it. You can call Alex on 0113 236 5358 and hopefully we'll be able to guide you through it.

Returning the Form

When you've finished the form please either:

- a) send a scanned copy to acquisitions@anderstore.com;
- b) use your smart phone to email a clear photo of each completed page to acquisitions@anderstore.com;
- c) fax it back to us on 0113 236 5359; or, if all else fails
- d) post it to us using 'snail-mail'. Please mark the envelope "FAO Mr A Goodwin, **STRICTLY PRIVATE & CONFIDENTIAL**" and address it to Anderstore Limited, 71 Harehills Road, Leeds, LS8 5HS.

You may omit this page from your return.

Next Steps

On receipt of the form, we'll review the information and be in touch soon afterwards.

Thank You

Thanks for your time and we look forward to speaking to you soon.

Section 1: Business Details

1.1 Name:

1.2 Address(es):

1.3 Main Tel(s):

1.4 Main Fax(s):

1.5 Main E-mail(s):

1.6 Web address:

1.7 Contact Details re Acquisition
(if different from the above)

1.8 VAT Reg No
(Mark "N/A" if not VAT reg'd)

1.9 Trade Memberships & Accreditations, etc:

Section 2: Legal Form & Structure

2.1 What is the legal form of the business?
 Sole Trader Partnership Limited Co, PLC or LLP Other (please provide details in Section 7 below)

2.2 What is the ownership of the business or, for registered businesses, it's shares? (NB use 100% for sole traders)

Name	D.O.B.	% stake	Notes (e.g. special shares, etc)

Section 3: Selling the Business

3.1 In the case of multi-ownership, do all the owners want to sell? Say yes if so, and if not, please provide details.

3.2 What are the plans for the owner(s) upon completion?

3.3 What timescales are being considered or are preferred for the sale?

3.4 If applicable, please detail any specific requirements for the nature of the business sale, along with brief reasons (see note 1)

Section 4: Related & Other Interests

For obvious reasons, **great care must be taken to ensure that this section is completed accurately and carefully.**

4.1 What, if any, are your related or other fire trade interests? Please do not leave this section blank – write “none” if none (see note 2).

4.2 What, if any, are your other interests? Please do not leave this section blank – write “none” if none (see note 3)

Section 5: Sales Makeup

5.1 Revenue Breakdown

Category	Figures (Last Year - per a/cs)		Figures (This Year - Estimated)		Notes
	Amount	%age	Amount	%age	
Portable Equipment - Servicing	£	%	£	%	
Portable Equipment - Sales	£	%	£	%	
Alarm Systems - Servicing	£	%	£	%	
Alarm Systems - Sales	£	%	£	%	
Signage	£	%	£	%	
Training	£	%	£	%	
Risk Assessment	£	%	£	%	
Other - please specify	£	%	£	%	
Other - please specify	£	%	£	%	
Other - please specify	£	%	£	%	
TOTALS:	£	100%	£	100%	These are your T/O figures After all costs and drawings
NET PROFIT ACHIEVED:	£	%	£	%	

Please note that we ask for *net*, rather than *gross* profit. This is the figure after all costs have been taken out; the figure AFTER you have taken out a reasonable salary for key personnel (or suitable replacement(s))

Section 6: Sales Pricing Structures

6.1 Extinguisher Pricing Structure '6.1' (Your main structure)

Maintenance fee: Formulaic (tick): £ /visit + £ /extinguisher + £ /blanker, subject to minimum of £
 OR other (tick): £

Above fee includes: Consumable Service Spares (pull tags washers) Extended Service/Overhaul Other (detail)

Other Items:

Item	Avg Price	Item	Avg Price
9l Water Extended Service	£	2kg CO Overhaul	£
4kg Dry Powder Extended Service	£	New 9l Water Extinguisher	£
Pull Tags	£	New 4kg Dry Powder Extinguisher	£
O rings, washers, etc	£	New 2kg CO Extinguisher	£

6.2 Extinguisher Pricing Structure '6.2' (any secondary pricing structure, if applicable)

Maintenance fee: Formulaic (tick): £ /visit + £ /extinguisher + £ /blanker, subject to minimum of £
 OR other (tick): £

Above fee includes: Consumable Service Spares (pull tags washers) Extended Service/Overhaul Other (detail)

Other Items:

Item	Avg Price	Item	Avg Price
9l Water Extended Service	£	2kg CO Overhaul	£
4kg Dry Powder Extended Service	£	New 9l Water Extinguisher	£
Pull Tags	£	New 4kg Dry Powder Extinguisher	£
O rings, washers, etc	£	New 2kg CO Extinguisher	£

6.3 Extinguisher Pricing Structure – Others (if applicable)

Section 7: Customer Base

7.1 Fire Extinguisher Customer Base - Breakdown by Pricing Structures, Volume & Contracts

Please detail the number of customer, sites & units under each pricing structure (i.e. '6.1', '6.2' and '6.3 - others' above) operated by your business. Please ensure that all structures are allowed for in the breakdown. For simple pricing structures, it may be necessary to only complete one structure.

Category	No of Customers	Sites & Units* (* i.e. extinguishers) under Contract							
		Written Contract			Informal Agreement			Total Number	
		No of Sites	No of Units*	Avg History	No of Sites	No of Units*	Avg History	No of Sites	No of Units*
Fire Ext's (prices '6.1)				years			years		
Fire Ext's (prices '6.2')				years			years		
Fire Ext's (6.3 - others)				years			years		

7.2 Fire Alarm/Emergency Lighting Customer Base - Breakdown by Volume & Contracts

Category	No of Customers	Sites & Units* (* i.e. FDAS points, E/Ls) under Contract							
		Written Contract			Informal Agreement			Total Number	
		No of Sites	No of Units*	Avg History	No of Sites	No of Units*	Avg History	No of Sites	No of Units*
Alarm Systems				years			years		
Emergency Lights				years			years		

7.3 Geographical Coverage

Please mark on the map the area in which your customer base typically resides. This should be as tight an area as possible, but include around at least 90% of your custom.



