

Pre-Valuation Questionnaire

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 <u>not</u> 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 I: Business Details

I.I Name:				I.5 Main E-mail(s):	
I.2 Address(es):				I.6 Web address:	
				I.7 Contact Details	
				re Acquisition	
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1.3 Main Tel(s):				J	
I.4 Main Fax(s):				I.8 VAT Reg No (Mark "N/A" if not VAT reg'd)	
1.9 Trade Membe	rships & Accred	itations, etc:			
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Section 2: Leg	al Form &	Structure	•		
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2.1 What is the legal	_				
Sole Tra	ider Part	tnership L	imited Co,	PLC or LLP Other	er (please provide details in Section 7 below)
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Name		D.O.B.	% stake	Notes (e.g. special shares,	etc)
Section 3: Sel	ling the Bu	siness			
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5.1 III the case of file	ind-ownership, d	lo all the owne	15 Wallt to	sell: Say yes il so, allu il	not, please provide details.
3.2 What are the pla	ins for the owne	er(s) upon com	pletion?		
3.3 What timescales	are being consi	dered or are pi	referred fo	r the sale?	
3 4 If applicable, plea	so dotail any sp	ocific requirem	onts for the	nature of the business	sale, along with brief reasons (see note 1)
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Section 4: Related & Other Interests

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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.

	No of		Site	es & Units* (* i.e. extin	guishers)	under Conti	ract	
Category	Customers	W	ritten Con	tract	Info	rmal Agree	ement	Total N	otal Number
	Customers	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

	NIf		Sites	& Units* (* i	.e. FDAS p	oints, E/Ls) under Co	ntract	
Category	No of Customers	Wı	ritten Con	tract	Info	rmal Agree	ement	Total N	Number
	Customers	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.



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		Price List(s)	
Letterhead			
	Service Contract(s)	Example Con	tract(s) of employment
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Notes

- I. Except where otherwise provided here, we will typically assume an Asset Transfer agreement for transactions. Please note that an asset transfer agreement is the only form of agreement applicable to sole traders and partnerships. Other types of agreements may be available for other forms of business most notably Share Transfer Agreements may be applicable for limited companies. Other forms of transactions are typically more complex and will have legal cost implications. There will also be taxation implications for both parties. Please seek advice from a qualified advisor if you are at all unsure.
- 2. Please include details of any and all other engagements or interests in the past six years in any capacity in any trade, business or occupation whatsoever in competition with the business or otherwise involved in any fire, electrical, health & safety or maintenance trade either direct or indirect (through any member of his or her family or household) of the Owners, Partners, Shareholders and Directors and any member of the their family(ies) or household(s) in the past six years. Continue in section 7 if so required.
- 3. Excluding any details included in 2.3 above, please provide details of all other engagements or interests either direct or indirect (through any member of his or her family or household) in any capacity in any trade, business or occupation whatsoever of the Owners, Partners, Shareholders and Directors other than stakes not exceeding 3% of the shares or stock of any class of any company listed on a recognised stock exchange or the Alternative Investment Market.