

IBA Transaction Data Submittal Form

Do you wish to have your name and firm associated with the reported information? Yes No Date of this report: _____

*This information submitted by: _____ *IBA member? _____ *Phone: _____

Name of Company Sold: _____ Location of Company Sold: _____ *State: _____

*Product/Service Description of Company Sold: _____

*SIC Code: _____ Sub-SIC Code: _____ NAICS: _____

Please provide as much of the following information as available. Note: All dollar items are in **THOUSANDS**

Asterisked (*) items are **REQUIRED** for "Short Form" awards (see next page).

Income Data (Current Year)	Asset Data	Transaction Data
Date of statement: _____	Date of statement: _____	Date of statement: _____
<input type="checkbox"/> Data is "Latest Full Year" Reported	<input type="checkbox"/> Data is "Latest Full Year" Reported	Income Statement Date: _____
<input type="checkbox"/> Data is Restated	<input type="checkbox"/> Data is "Purchase Price Allocation agreed upon by Buyer and Seller"	Balance Sheet Date: _____
*Annual Gross (Sales): _____	Cash and Equivalents: _____	Date Sale Initiated: _____
Less cost of goods sold: - _____	Trade Receivables: _____	*Date of Sale: _____
Gross Profit: = _____	*Inventory: _____	Asking Price: _____
Yearly Rent: _____	Other Current Assets: _____	*Selling Price <u>excl. real estate</u> : _____
*Owner's Compensation: _____	Total Current Assets: _____	*Inventory incl. in this price: _____
Other Operating Exp.: _____	Fixed Assets: _____	*Amount of Down Payment: _____
Noncash Charges: _____	*Real Estate: _____	*Stock or Asset Sale: _____
Total Operating Exp.: _____	Intangibles: _____	Company Type: (C or S corp., LLC, LLP, Sole Prop., etc.) _____
Operating Profit: _____	Other Noncurrent Assets: _____	Was there an Employment/Consulting Agreement?
*EBIT <u>before</u> owner's comp. _____	Total Assets: _____	Yes <input type="checkbox"/> No <input type="checkbox"/>
Interest Expense: _____	Liabilities Assumed: _____	Was there an Assumed Lease in the sale?
Taxes: _____	Emplymnt/Conslt.Agreemnt: _____	Yes <input type="checkbox"/> No <input type="checkbox"/>
Net Income: _____	Noncompete Value: _____	Is there a Renewal Option with the Lease?
Net Cash Flow _____		Yes <input type="checkbox"/> No <input type="checkbox"/>

Notes: "Selling price" = Total consideration including cash, notes, liabilities assumed, etc. but excluding real estate.

Additional Transaction Information:

Did the "Selling Price" include a note? Yes No Was there a personal guarantee on the Note? Yes No

Terms of note: (Length, Rate, Payment, Balloon Payment, etc.) _____

Balance of Assumed Lease: (Months) _____ Terms of Lease: _____

Noncompete Length: (Months) _____ Non-complete Description: (Miles Radius, etc.) _____

Employment/Consulting Agreement Description (Obligation, Length of Time, Services Required, etc.): _____

Income Data – Previous year

Data is “Latest Full Year” Reported

Data is Restated

Gross (Sales): _____

Less COGS: _____

Gross Profit: _____

Yearly Rent: _____

Owner’s Comp.: _____

Other Op. Exp.: _____

Noncash Chgs: _____

Total Op. Exp.: _____

Oper. Profit: _____

EBIT: _____

Interest Exp.: _____

Taxes: _____

Net Income: _____

Net Cash Flow: _____

Income Data – 2 years prior

Data is “Latest Full Year” Reported

Data is Restated

Gross (Sales): _____

Less COGS: _____

Gross Profit: _____

Yearly Rent: _____

Owner’s Comp.: _____

Other Op. Exp.: _____

Noncash Chgs: _____

Total Op. Exp.: _____

Oper. Profit: _____

EBIT: _____

Interest Exp.: _____

Taxes: _____

Net Income: _____

Net Cash Flow: _____

Income Data – 3 years prior

Data is “Latest Full Year” Reported

Data is Restated

Gross (Sales): _____

Less COGS: _____

Gross Profit: _____

Yearly Rent: _____

Owner’s Comp.: _____

Other Op. Exp.: _____

Noncash Chgs: _____

Total Op. Exp.: _____

Oper. Profit: _____

EBIT: _____

Interest Exp.: _____

Taxes: _____

Net Income: _____

Net Cash Flow: _____

Income Data – 4 years prior

Data is “Latest Full Year” Reported

Data is Restated

Gross (Sales): _____

Less COGS: _____

Gross Profit: _____

Yearly Rent: _____

Owner’s Comp.: _____

Other Op. Exp.: _____

Noncash Chgs: _____

Total Op. Exp.: _____

Oper. Profit: _____

EBIT: _____

Interest Exp.: _____

Taxes: _____

Net Income: _____

Net Cash Flow: _____

IBA Rewards:

Submit one fully-completed IBA Transaction Data Submittal Form and get 50 IBA Bucks to spend on IBA education or publications. Submit EIGHT fully-completed IBA Transaction Data Submittal Forms and get a one-year IBA membership free!

Short-form rewards [(*) marked fields only] are:

Number of transactions	IBA Bucks
1	10
2	20
3	35
4	50
8	100

Please fax this completed form to IBA at 954-584-1184 or mail it to IBA at PO Box 17410, Plantation Fl, 33318. If you have questions please contact us at 800-299-4130 or by email at data@go-iba.org, or visit www.go-iba.org.