

[Company and Project Name]
[Deal Source and Individual's Name]
[Date Overview Completed]
[Name of Person Completing Review]

Overview

[Insert graphic chart including basic details of the company such as: Year Founded, Legal Entity, Type of Business, Ownership, Employees, Number of Locations, Geographical Footprint, etc.]

[Company Name] Overview

- Bullet points on what the Company does including brief overview of history, number of employees, sector, different product or service lines, how many customers served, value-add / differentiator, etc.]
- [Copy and paste helpful charts from CIM such as services, customers, types of services, etc.]

Deal Rationale and Request for Financing

- [Insert comments about the deal such as what the seller is trying to accomplish with the deal, why capital is needed, what type of capital is being sought, what funds will be used for, etc.]
- [Insert table for Sources / Uses and Capitalization Table if available]

Growth Opportunities

- The Company has grown from [insert number] facilities in [establish relevant range for customer growth: i.e. over a 2+ year period]
- The Company plans to...
 - o [Insert bullet points about how the company will grow: i.e. launching new services, opening new facilities, attracting new customers in existing markets, pursuing M&A, ramping sales team, etc.]

Acquisitions

- [Insert bullet points about previous acquisitions and brief details of each, and also acquisitions the company is planning]

Financials

- [Financial summary chart from CIM which displays summary income statement for past few years and projected periods. From Revenue to EBITDA]
- Revenue
 - o [Insert revenue figures not mentioned in the CIM/CIP chart on a historical and projected basis]
- Adjusted EBITDA
 - o [Insert EBITDA figures not mentioned in the CIM/CIP chart on a historical and projected basis]
- [Copy and paste charts from CIM summarizing revenue and EBITDA trends over time]
- [Insert basic observations of financial performance year over year such as typical gross margins, mix of revenue, what makes up majority of operating expenses, EBITDA margins, capital expenditures, industry relevant KPIs, etc.]

Industry

- [Insert comments about the industry such as size of market, forecasted trends, drivers of trends, mix of services, geographic concentration, state level regulatory differences, etc.]
- [Copy and paste charts from CIM that displays the competitive landscape including key players, size, capabilities, and services provided, etc.]

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SWOT Analysis

Strengths	Weaknesses
• Insert bullets	• Insert bullets
Opportunities	Threats
• Insert bullets	• Insert bullets

Running List of Questions

- [Include detailed bullet list of questions that need to be addressed that may include providing additional clarity on certain aspects of the business (i.e. contract terms, how certain products work, etc.), information not included in the deck (i.e. competitive landscape, customer concentration, etc.), industry level questions, etc.]

Category	Yes	No	Unsure
High Growth Industry (~10%)			✓
Large Addressable Market			
Market Leader			
Fragmented Market			
Scalability			
Low Customer Concentration			
Recurring Revenue			