

#### **Cambridge Partners Overview**

Multidiscipline consulting company serving the U.S. and international business communities. The firm specializes in valuation and appraisal consulting and M&A advisory. Clients served by the firm include members of the Fortune 500, closely held businesses of all size, private equity groups and their portfolio companies, accounting firms, attorneys, private family offices, financial institutions and many others.

## **Firm History**

- Founded 1992 in Barrington, IL
- Founders were senior level professionals from Deloitte by way of Arthur D. Little of Cambridge, Massachusetts
- Three Founding Partners
- Thousands of successful valuation opinions rendered

## Valuation Advisory

The valuation team at Cambridge Partners specializes in providing complex appraisal services including: business, stock and equity interest valuations, real estate appraisals, intangible asset and intellectual property valuations, market studies, machinery & equipment appraisals and cost segregation studies. Many of our professionals have backgrounds and experience from Big 4 accounting firms, national consulting firms and institutional investors.

### **Business Sales for Transactions Under \$100 Million**

Cambridge Partners has extensive expertise in mergers, acquisitions, and divestitures for clients. We provide senior-level investment banking service and attention on all transactions, middle market and smaller. Members of our M&A team have relationships with hundreds of client companies and financial buyers. We have the ability to identify the most likely and best suited parties to a transaction.

## **Our Service Focus**

Our firm serves businesses of various sizes, from large public and private companies to closely held family owned businesses. We are committed to building long term relationships by exceeding client expectations through personal service, rapid turnaround, reasonable fees and skilled techniques. Our techniques and methodologies are original, well documented, and are designed to withstand the scrutiny of the most discerning authorities.

#### Professionals

Senior members of Cambridge Partners have worked on, managed or defended valuation studies large and small. Cambridge Partners' consultants have the necessary academic and professional credentials required for their respective disciplines.

# Featured business valuation engagement:

Multi-million dollar company that is reinventing the chauffeur services industry through mobile technology & GPS.



# Cutting edge mobile app technology

Cambridge Partners is in the midst of performing a minority equity interest valuation of a company that provides chauffeur (limousine) services utilizing a secure, cutting-edge GPS enabled mobile app reservation technology system and mobile app for its vendors/drivers.

This international company (100 countries) has a first-class fleet and committed account management that enables the user to see where the chauffeur is through the duration of the trip.

The company has grown rapidly and currently generates substantial EBITDA. Industry members often compare the company's technology and path to prosperity business model to *UberBLACK*. The integrated technology and international driver network make this a very unique company in an fast changing and immense growth industry.

In valuing the company's common equity, we are utilizing two approaches: the Market Approach and the Income Approach. The Market Approach determined value based on direct comparison between the subject company and acquired companies in the same or similar lines of business (no public comparables exist at this time).

The Income Approach to value is based on projections of future free cash flow over an investment horizon. Two key factors which affect the valuation are: the projected cash flow available to shareholders and the required rate of return to discount these cash flows to present value.

To obtain information about Cambridge Partners & Associates, Inc., please visit the web at: <u>http://www.cambridge-partners.com/</u>

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Cambridge Partners & Associates, Inc. 500 N. Plum Grove Road Palatine, Illinois 60067 phone: 847-776-1976



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