



GUARANTY CHEVROLET CASE STUDY

Guaranty Chevrolet has been acquired by CFO Auto Group

PROCESS & OVERVIEW

Guaranty Chevrolet, a family-owned Chevrolet dealer in Lane County, Oregon, has been acquired by CFO Auto Group, Inc. Shannon Nill, Dealer Principal and owner of Guaranty, researched the best dealership marketing firms in the nation and narrowed down his search to the top three. FOCUS Investment Banking stood out when presenting to the Nill family and regularly attended family board meetings to offer market and buyer candidate updates. The Nill family felt that between FOCUS's excellent track record and careful explanation of the process and fees, they made the right decision to go with FOCUS as their investment banker. The FOCUS team introduced the parties and consistently guided discussions while everyone became better acquainted throughout the process.

TRANSACTION RESULTS

This acquisition is the perfect financial and strategic fit for both Guaranty Chevy and CFO Auto Group. The team at CFO Auto Group is thrilled to add Guaranty Chevy to its growing network of dealerships, and after over 40 years the Nill family is excited to be passing on their legacy to Joel Olsen and his team of professionals at CFO Auto Group.

NEXT STEPS

FOCUS Investment Banking offers an investment banking process designed to deliver great outcomes to clients embarking on the most important and complex transactions of their lives.

To learn more about our Automotive Aftermarket investment banking services or to discuss your specific situation with no obligation please feel free to call:

Nancy Rolland
Managing Director
Direct: 954-610-3410

We are happy to share our knowledge and help you understand your options. All conversations are strictly confidential.

AT A GLANCE

Guaranty Chevrolet

- Family-owned
- Chevrolet dealer
- Headquartered in Lane County, Oregon

Sell-Side Transaction Info
EBITDA & Revenue are not disclosed

*This announcement appears
as a matter of record only*

GUARANTY
LOCALLY OWNED CHEVROLET

has been acquired by

CFO Auto Group, Inc.

The undersigned initiated this transaction,
assisted in the negotiations, and acted as
financial advisor to Guaranty Chevrolet.

FOCUS
Investment Banking

"After much research and deliberation, we found that FOCUS was the right firm to help us find the perfect buyer. Nancy [Rolland] and her team at FOCUS were patient, professional and knowledgeable and allowed us to build a relationship with Joel [Olsen] and his team at CFO Auto Group. Nancy and her team made it personal, which we appreciated, and we are thrilled with the result of this transaction."

Shannon Nill
Guaranty Chevrolet, Owner