



PERFORMANCE COLLISION CASE STUDY

Performance Collision Centers has been acquired by Classic Collision, LLC

PROCESS & OVERVIEW

Performance Collision Centers is a premier provider of collision repair services headquartered in Myrtle Beach, South Carolina. Owner and founder Lance LeHew, a 40-plus-year industry veteran, was looking to pursue other opportunities. The company has been in growth mode, adding three locations just in the last two years. Classic Collision, LLC, is a national collision repair operator based in Atlanta. It was looking to expand its footprint in the Southeast by acquiring an established, growing business. Even as he was focused on stabilizing the new stores and continued growth, LeHew was approached by multiple suitors who recognized Performance Collision Centers' strategic position across South Carolina. The company's premier reputation and workmanship were important considerations for Classic Collision.



17 Targeted Outreach



Multiple IOIs & Management Meetings



45 Days Due Diligence



90% Cash at Close

Four market rate leases with a nationally recognized credit tenant.

TRANSACTION RESULTS

With the acquisition of Performance Collision Centers' four locations, Classic has established a stronger presence in the South Carolina market with five shops to go along with its 70 centers in Georgia, Florida, Alabama, South Carolina, and California. Toan Nguyen, CEO of Classic Collision, said Performance Collision Centers provides the company with "a strategic position in South Carolina and a sizeable, well-run business primed for expansion." All parties involved in this transaction strongly felt that Classic was the closest match with Performance Collision's culture and the best fit for its organization.

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

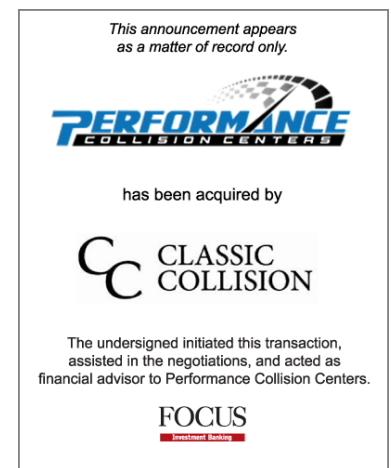
Performance Collision

- Premier provider of collision repair services
- Headquartered in Myrtle Beach, SC
- Founder: Lance LeHew

Sell-Side Transaction Info

EBITDA & Revenue

**Information to be provided upon signed NDA*



"I chose the team at FOCUS due to their unmatched experience in leading successful collision repair transactions, deep industry knowledge, and strong relationships with potential acquirers. In the end, we felt that Classic was the closest match with our culture and the best fit for our organization."

Lance LeHew

Performance Collision Centers, Founder