Dave Cantin Group

COMPANY OVERVIEW

> "THE OPPORTUNITY IS THERE - YOU JUST NEED TO GO AFTER IT"

DAVE CANTIN
CEO | DCG

ADVANCING THE AUTOMOTIVE INDUSTRY

The Dave Cantin Group is an automotive holding company whose subsidiaries are focused on building prosperous futures for individuals and businesses in the automotive industry.

Our family of three companies—DCG Acquisitions, DCG Capital, and DCG Media—offers a powerful suite of services focused on amplifying profitability for automotive businesses across the country.

Our difference comes from our people. All team members were specifically chosen for their track records in operating, selling, and buying dealerships, as well as their work in the legal, financial and manufacturing sides of the industry.

www.davecantingroup.com

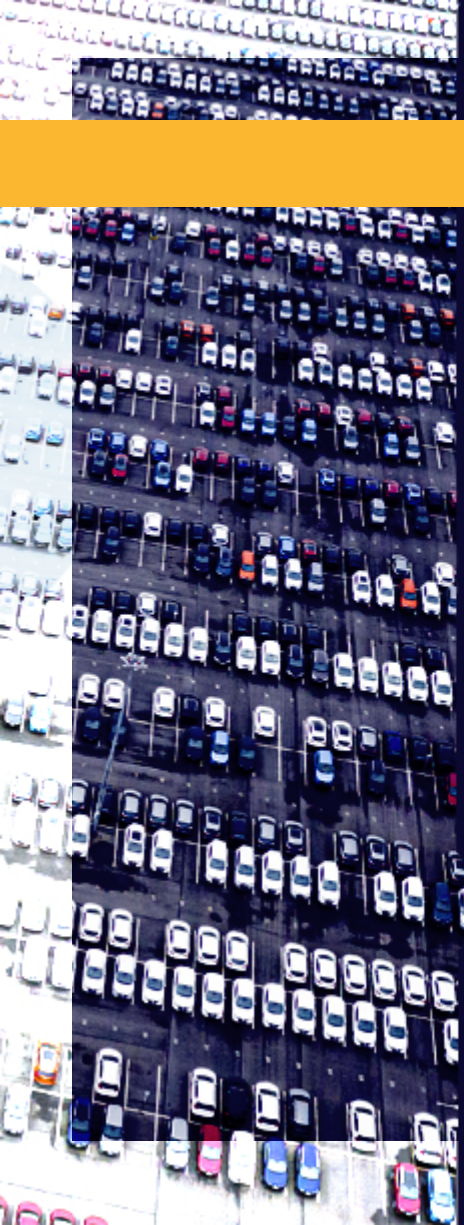
Dave Cantin Group

THREE COMPANIES, ONE PURPOSE

DCG ACQUISITIONS™
A Dave Cantin Group Company

DCG CAPITAL
A Dave Cantin Group Company

DCG MEDIA™
A Dave Cantin Group Company



DCG ACQUISITIONS™

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THE TEAM AT DCG ACQUISITIONS ARE END-TO-END EXPERTS

No acquisition is out of reach for our team of mergers & acquisitions growth specialists. They go beyond the transaction to handle every aspect, from valuation to future growth.

BUYERS –We utilize our decades of established resources and relationships to ensure the success of your new acquisition.

SELLERS – We pride ourselves on working with the industry's most qualified buyers that are financially and manufacturer approved for any size acquisition. We work with you to develop a succession plan that grows and secures your legacy.

When you have your eye on an automotive dealership for sale, you stand on the precipice of a life-changing moment. DCG Acquisitions makes this legacy-defining process easier than you thought possible. Our ability to work with both the buyer and seller has a proven result , to achieve higher closing ratios. With decades of experience in all aspects of the automotive industry, our team has built long-standing relationships with manufacturers, attorneys, lenders, accountants, and more, helping us ensure your deal's efficiency. These connections, combined with our wide-ranging expertise, are what distinguishes DCG Acquisitions as a truly full-service mergers and acquisitions firm. We go the extra mile to help your business thrive.

DCG's team is here to assist you in expanding your automotive portfolio. Our acquisition and growth specialists will find businesses that match your ideal cost, expansion goals, and vision for your legacy.

DCG ACQUISITIONS™

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DCG ACQUISITIONS SUCESSION PLANNING – SECURE YOUR LEGACY™

According to a recent study by NAADA, "While nearly 50% of the dealerships surveyed recognize that succession planning is important, they also admit they haven't dealt with it yet. For those who have a plan in place, 79% are looking at internal transition."

When you think about your future, how does it look? Maybe it's a grand vision of an automotive empire, or perhaps it's a passing of the torch to the next generation. At DCG Acquisitions, making your vision a reality and securing your legacy, is our priority.

WHAT IS SUCCESSION PLANNING?

Think about it as a stress test for your company, determining whether it's ready for a leadership transition. If a member of your leadership suddenly left, you wouldn't want your business thrown into directionless chaos. You would want detailed plans in place. But this process includes much more than worst-case scenario ownership changes. An automotive dealership business plan from DCG Acquisitions doesn't just prepare your company for a single moment of change, but for long-term growth and operational excellence.

WHY IS SUCCESSION PLANNING IMPORTANT?

Two-thirds of auto dealer principals don't have a succession plan in place. In events that force sudden ownership or leadership changes, these dealers would need to reorganize on the fly, likely without success. Through succession plAnning with DCG Acquisitions, you're not only protecting against unforeseen events, you're also empowering the operational excellence necessary to help your dealerships prosper in current market environments.

EXPANSION

At DCG Acquisitions, our dealership experts will work with you to identify your core values, goals and vision for your legacy and assess internal and industry data creating alignment points for the foundation of your legacy. This wil be used to develop a comprehensive succession plan that directly addresses the needs of your organization, and secures your legacy for the future.

FIRST TIME BUYER?

The GM Accelerator Program provides all the connections you need to own a dealership—with lenders, manufacturers, and dealerships for sale—plus business guidance via CFO Services, as an added value.

DCG CAPITAL™

CAPITAL FOR EVERY PURPOSE

Your business needs capital. It doesn't matter if you're acquiring a new car dealership or updating current platforms. The terms for business loans can significantly impact your long-term cash flow. So why wouldn't you want the best terms on the market? Go with the first lender you find and you'll get what they offer. Go with DCG Capital and we will have numerous lenders competing for your business.

EMPOWER YOUR DEALERSHIP

Don't get handcuffed right from the start by bad terms and conditions. When venturing into ownership, you want capital sources that facilitate future stability and flexibility. You'll need a working capital loan, a real estate mortgage, and potentially a blue sky business loan for a new car dealership. DCG Capital analyzes your business to determine the best loan type for you – including goodwill financing and capitalization loans for dealers – then compiles options with the best terms.

Our acquisition and growth specialists guide you through the financing process, from application to acquisition and beyond, ensuring your deal's efficiency and your car dealer's long-term success.

ACQUIRE WORKING CAPITAL FOR YOUR GROWING BUSINESS

Day-to-day expenses can restrict your cash flow, but not when you have working capital at your disposal. Working capital for dealers is the lifeblood of business operations, but you don't want capitalization loan terms that will hinder your growth. We keep up with market conditions and trends so you don't have to. When you need to keep your dealership running, we can leverage our many lender relationships to help you get the working capital you need, so you can continue growing your business and establishing your legacy.

FINANCE YOUR INVENTORY

When customers walk into your showroom, you want to wow them. You want stunning new cars and design that leaves them speechless and still thinking about you 24 hours later. But that type of experience doesn't come free. You'll need effective floor plan financing for your new car dealership with advantageous terms. This line of credit will allow you to fill your car dealership with top-quality new and pre-owned vehicles. DCG Capital will contact numerous banks to evaluate your financing options, then walk you through the application process. Soon, you'll have the manufacturer's newest models rolling onto the lot, financed with the **best terms and conditions available.**

DCG MEDIA™

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CUTTING EDGE AUTOMOTIVE INDUSTRY INSIGHTS

DCG Media is an automotive media company dedicated to delivering relevant, cutting-edge, and actionable insights to professionals in the automotive industry, in various forms across our media brands.

Through partnerships with Cox Automotive and our parent company, the Dave Cantin Group, we create and disseminate a wide variety of content to help the automotive industry move forward.

OUR MEDIA BRANDS:

DEALER NEWS TODAY

Partnered with Cox Automotive and the Dave Cantin Group, Dealer News Today is one of the automotive industry's most popular podcast shows. Regularly providing automotive news to over 50 countries and thousands of cities across the globe, Dealer News Today is a syndicated show available on every major podcast platform and

DCG GIVES BACK

About 11,050 children in the United States under the age of 15 will be diagnosed with cancer in 2021. Fortunately, there is a national coalition of organizations committed to creating hope for children with cancer and putting an end to this terrible disease.

Through DCG Gives Back, we do our part, proudly donating a percentage of all acquisition revenues to childhood causes with organizations local to the acquired dealership. This giving is tied to all the work we do. It is a core part of our motivation and purpose at DCG.

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