



# Focused Merger and Acquisition Solutions

## for Fuels and Convenience Retailers

**T**he Murphy Group LLC (TMG) is a privately owned, management consultancy with over 25 years experience in the global fuels and convenience retailing business. Our senior consultants have the expertise and knowledge necessary to help you make the right decision regarding acquiring assets.

- Buying Major Oils' Assets
- Deciding which Assets to Bid On
- Acquiring Other Distributor Businesses

**The Murphy Group LLC can assist you by offering a menu of services including:**

### Evaluating the Assets

- Provide advance market evaluation prior to bid publication
- Grade the sites' 'dirt', facility & operation
- Determine future capital and expense requirements
- Compare the assets to competition
- Project likely volume results

### Valuing the Assets

- Understand the Market (Competitors, Margins, Share)
- Develop Assumption Scenarios
- Develop a range of values
- DCF, NPV evaluations and cash flow projections

### After Acquisition Assistance

- Strategic Network Planning
- Pricing models
- Organizational structures
- Conversion strategies
- Fuels/Store Brand/Design development
- Grow faster than industry with custom new business growth programs related to open dealers, commercial fuels and/or lubes

### Client Feedback

*"TMG has recently provided our firm with a detailed analysis of asset valuations, scenarios and alternative action plans which assisted us in our M&A decision making. Their appeal to our firm includes rapid response time, value and expertise"*

*Ulice Payne, Founder and President,  
Esquire Petroleum, Chicago, IL, USA*

*".... We have learned about global, fuels and convenience retailing best practices through our relationship with The Murphy Group LLC. Primax has leveraged TMG's M&A expertise into asset acquisitions which have enabled our firm to grow and take advantage of strategic opportunities"*

*Marco Alvarez, General Manager  
Primax, Lima, Peru*

### Contact Information

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