

CONFIDENTIAL SELLER PROFILE

Specialty Subcontractor

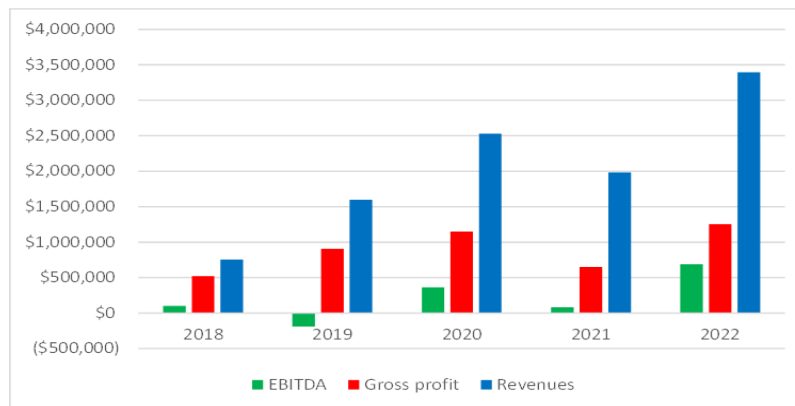
Gross Revenues: \$3.4 million
 EBITDA: \$687 K
 Trade Area: Continental U.S.

Asking Price: Reasonable multiple of EBITDA
 Terms: Negotiable
 Facilities: Leased

Acquisition Highlights

- Strong customer loyalty earned by consistently providing superior service and demonstrating expertise in deep support foundations, including expertise in soil foundation interaction
- Broad customer base with no customer concentration and continuous demand for services providing stable revenue sources
- Reliably generating an average gross profit margin approaching 36% with seller’s net earnings an average of 15%
- Diversified business model allows for growth opportunities in various areas
- Key employees that can continue to drive cash flow without constant supervision
- Excellent name and reputation in the marketplace
- Strong barriers to market entry

	<u>2018</u>		<u>2019</u>		<u>2020</u>		<u>2021</u>		<u>2022</u>	
Revenues	\$753,630	100.0%	\$1,599,828	100.0%	\$2,530,342	100.0%	\$1,984,033	100.0%	\$3,394,966	100.0%
Gross profit	\$521,082	69.1%	\$903,264	56.5%	\$1,151,231	45.5%	\$648,072	32.7%	\$1,254,345	36.9%
EBITDA	\$98,535	13.1%	(\$191,069)	-11.9%	\$362,514	14.3%	\$80,675	4.1%	\$686,636	20.2%



The Company is a specialty subcontractor providing vertical foundation supports (“piers”) for any type of building foundation or platform requiring subflooring stabilization. The Company has performed jobs across the continental United States. The Company is in a niche product line. Traditional vertical foundation piers are constructed by drilling deep vertical holes into geological stratum capable of supporting whatever the above surface structure is being built. Structural rebar is shaped and tied then lowered into the vertical hole after which concrete is poured to fill the hole. The concrete is then allowed time to cure before surface foundations can begin to be built. This is a very expensive process requiring a lot of labor, materials, and time. The Company provides a structurally sound alternative to this process which utilizes helical supports at a competitive cost and in a much shorter time frame to completion. This is not a new product or concept, but this methodology is becoming much more widely utilized in the construction industry.

Contact: Horizon Business Group, LLC.
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Our client requires a signed confidentiality agreement and indication of financial qualifications.

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