

# Opportunity

## BN000041806 – Paving Company

Location: Southeast, US



The Company is a paving company that provides asphalt, concrete, and striping services, with a specialization in the construction of curb and gutter.

## Bids Invited

### Key Aspects

- Revenue and adjusted EBITDA grew at compound annual growth rates of 27.2% and 43.3%, respectively, from 2019 through 2023
- Average gross profit margin of 40.9% from 2019 through 2023
- The Company serves industrial, commercial, governmental, and residential customers
- Over 50 years of operating history
- Management estimates that 85% of revenue derived from repeat customers in 2023
- Accredited to bid on and perform work with Georgia and South Carolina's Departments of Transportation (DoT)

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$8,891	\$3,665	\$943
12/31/2020	Internal	\$8,203	\$3,557	\$512
12/31/2021	Internal	\$7,536	\$2,963	\$93
12/31/2022	Internal	\$11,985	\$4,735	\$430
12/31/2023	Internal	\$23,300	\$9,575	\$3,977

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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## Opportunities

- Expand residential offerings to gain additional clients
- Increase online visibility to reach more potential customers by making the company website search engine optimized (SEO)
- Capitalize on its local ports authority's expansion to gain additional projects
- Utilize newly purchased concrete batch plants to lower materials cost

## Headquartered

- Southeast, US

## Current Markets

- The company currently serves industrial, commercial, governmental, and residential customers throughout its home state and a border state

## Real Estate

- The company operates from a 2,500 sq. ft. facility on five acres of land leased from an affiliated entity
- The company leases an additional five-acre property from the affiliated entity and a three-acre property from an unrelated third party

## Shareholder Objectives

- The company is owned by a single shareholder
- The owner, who is the current president of the company, is seeking retirement but is willing to remain with the company for a predetermined period following a sale to ensure a smooth transition to new ownership

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