

2019 Revenue
Est.

\$28,000,000

2019 EBITDA
Est.

\$6,700,000

BUSINESS HIGHLIGHTS

The Company provides equipment rentals for events, construction, and oil and gas projects, waste removal, and disaster relief as well as many related services including event planning, site design, site cleanup, waste removal, and demolition services across multiple states in the southern US.

Due to a wide selection of equipment, the Company serves customers across many different industries. During the historical period, customers were primarily in the event planning, disaster relief, education, construction, housing, manufacturing, and oil and gas industries.



Sales and Earnings



COMPANY STATS

Over 24 yrs of Operations

85% Utilization Rate

\$11M in Rental
Equipment

GROWTH OPPORTUNITIES

Service Expansion

Geographic Expansion

INVESTMENT APPEAL

- **Diverse Product Offering**— The Company is one of the few in its region that provides services and equipment in to event rental, construction and O&G equipment, waste removal, and disaster relief markets. With more than \$11 million (book value) in fixed assets and equipment inventory, the Company has an extensive array of equipment available for rent. These items include everything from cups and flatware, to generators and AC units, to portable restrooms and fork lifts. The Company's significant amount of equipment is heavily utilized.
- **Diversified Customer Base**— With nearly 550 active accounts, no single customer accounted for more than 10% of revenue during the historical period. In addition, many clients are signed to multi-year agreements. In 2018, 25% of revenue was tied to multi-year contracts.
- **Strong Management Team**— In addition to the principals' extensive experience in the industry, many of the Company's key employees and managers have long histories in the industry. This wealth of experience and expertise provides the Company with a significant intangible value and advantage over many competitors.
- **Strong Sales and Earnings Growth**—Sales grew from approximately \$10,500,000 in 2016 to \$22,000,000 in 2018, a compound annual growth rate of 45.7%. Over the historical period, EBITDA grew from 16.2% of sales to 23.1% over the same period.

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