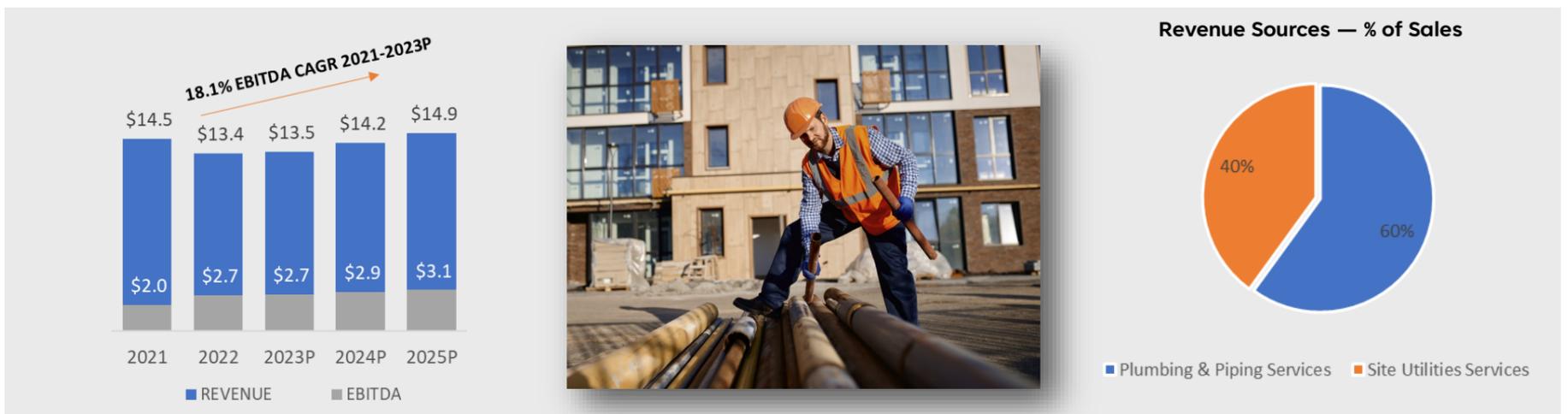


2023 Net Sales  
Est.  
**\$13,500,000**

2023 EBITDA  
Est.  
**\$2,749,000**

## BUSINESS HIGHLIGHTS

Founded five decades ago, the Company is a full-service commercial plumbing and site utility contractor located in Southern California. The Company's customers include schools, government, military, and commercial accounts. Plumbing and piping services consist of equipment installations for water, sewer, fire, storm, and gas, which collectively generate 60% of revenue. Site utilities services generate the remaining 40% of revenue and cover wet utilities that run from the street to the building. These systems include site storm drains, sewer, and water systems. The Company operates in a strong geographic market, benefiting from projects driven by new storm drain regulations, the passage of a number of school bonds, and its proximity to a major naval hub.



## OFF-BALANCE SHEET INTANGIBLES

- **Excellent Reputation** — The Company has an established name and excellent reputation with five decades of experience in the commercial plumbing industry.
- **Strong Client Relationships** — The Company has developed strong relationships with its clients due to its outstanding work and ability to complete projects in a timely manner. Management has excellent relationships with key general contractors and wins a high percentage of the projects it bids.
- **Diversified Customer Markets** — The Company has the expertise to handle projects from a variety of industries. Revenues are generated through state funded school projects, government and military projects, as well as the private commercial sector.
- **Stable Employee Base** — The Company experiences very little turnover as a result of excellent training, competitive compensation, and an outstanding company culture.
- **Strong Net Working Capital** — As of December 31, 2022, adjusted current assets equaled \$4,616,000 and current liabilities totaled \$2,610,000, resulting in net working capital of \$2,006,000 .

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