

LOCATED IN NEVADA

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### REVENUE | EBITDA

**\$38M**

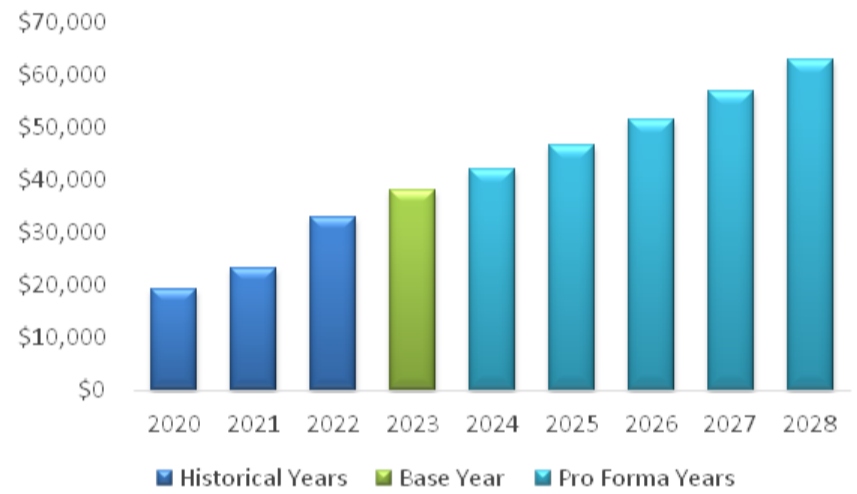
2023 Revenue  
(PROJ)

**\$5M**

2023 EBITDA  
(PROJ)

### BUSINESS HIGHLIGHTS

Headquartered in Nevada, the Company provides trucking and transportation for the petroleum industry, primarily for one Company that is experiencing explosive growth and readying itself for an aggressive national expansion. It serves petroleum markets clients, which account for 100% of the 2022 revenues for California (85.0%), Nevada (9.0%), Arizona (4.0%), and Utah (2.0%). Historical sales have grown consistently from \$19.1 million in 2020 to \$33.0 million in 2022. The Company has also experienced strong growth in EBITDA, from \$1,829,000 in 2019 to \$4,286,000 in 2022. Sales growth was mainly driven by expansion of the customer base and growth in its largest customer, which directly impacts the Company. The Company works closely with its largest customer and projects significant growth.



### COMPANY STATS

Over 15 Years of Operation

High Growth

21 FT Employees and 65  
Contractors

### GROWTH OPPORTUNITIES

New Customer Acquisition

Geographical Expansion

### INVESTMENT APPEAL

**Multi-Year Contracts:** The Company has contracts renewing or extending over multiple years that offer recurring revenue streams.

**Significant Projected Growth:** During the 2024 through 2028 time period, its revenue is expected to increase from \$38.1 million to \$62.8 million; the Company's EBITDA is expected to grow from \$4.9 million in 2023 to \$10.3 million in 2028.

**Established Management Will Remain Through Transition:** The active owner is willing to remain through the transition period, in order to preserve operational cohesiveness. Additionally, all key employees are expected to remain with new ownership beyond the sale of the Company.

**Strong Client Relationships:** The Company is proud of its strong ties to clients and its reputation for quality work and client service. Evidence of these relationships is shown in the 100.0% rate of repeat business. Its top 5 clients have been working with the Company from a minimum of 10 years to a high of 17 years.

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