

# Engagement Summary

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## Overview

The equity holders (the “Clients”) of a privately held ready mixed concrete business in the southeast (the “Company”) were considering strategic alternatives for the Company. The Clients had previously considered a sale of the Company during the early stages of the industry downturn in 2008, but ultimately opted to continue operating the Company until market conditions improved. With the Company’s volumes and earnings increasing steadily since 2011, the Clients sought to understand what the current value of the Company might be, and whether it might be optimal to continue operating the Company or offer it for sale to a strategic or financial buyer.

The Clients engaged Inlet Capital Group to estimate the current value of the Company, assess conditions in its current markets and the sustainability thereof, and evaluate the industry M&A environment to determine whether a potential sale of the Company might be feasible.

## Engagement Approach

Inlet Capital Group engaged as strategic advisor to the Clients, initially developing a detailed analysis of the Company and its historical performance. Relying on 3<sup>rd</sup> party data, in-market interviews, and information from its own proprietary databases, Inlet Capital Group separately assessed overall conditions in the Company’s served markets, including the potential growth projected therein. The firm also evaluated recent trends in M&A activity broadly and within the industry, and identified and profiled select prospective purchasers of the Company.

Inlet Capital Group utilized this information to estimate the current value of the business based on its historical and projected earnings. The firm also made recommendations regarding the potential for a successful transaction, relying on its assessment of the Company’s markets and the M&A environment. The firm summarized its findings in a detailed report, allowing the Clients to make a decision regarding strategic alternatives.

## Results

The Clients utilized the analysis to conclude that the Company’s strengthening results, coupled with favorable market conditions and a strong M&A environment, made a sale worth considering. The Clients re-engaged Inlet Capital Group to provide transaction advisory services for a sale process, commencing in the new year.

## Additional Information

Inlet Capital Group provides strategy consulting and transaction advisory services exclusively to the construction materials and mining industries. Its clients include publicly traded companies, family businesses, and independent sponsors, as well as private equity and family office investors. For more information, please contact Greg Dayko at (561) 529-5569 or via email at [gdayko@inletcapitalgroup.com](mailto:gdayko@inletcapitalgroup.com).