

# Engagement Summary

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## Overview

SDI Quarry, Inc. (“SDI” or the “Company”), located in Florida City, Florida, was a premium provider of high-quality construction aggregates and beach re-nourishment sand to Miami-Dade and Monroe counties. With an operating history of nearly 15 years, and a legacy presence dating to the 1960’s, the Company was a well known and reliable provider of construction aggregates, producing approximately 2 million tons per annum.

Its parent company, Atlantic Civil, Inc. (“ACI”), intending to focus on its real estate and farming platforms, sought to exit its construction materials business in the most value accretive manner. Accordingly, ACI engaged Inlet Capital Group to facilitate a sale of SDI.

## Engagement Approach

Inlet Capital Group initially engaged as strategic advisor to ACI, evaluating the Company’s strategic and financial position, the short and long-term potential of its markets, and the strategic actions the Company might take to maximize value in a transaction. Working side-by-side with SDI management over many months, Inlet Capital helped the Company implement virtually all of the recommended actions to increase the value of the Company. With these strategic investments complete, Inlet Capital Group reached out to a small group of carefully selected investors regarding their potential interest in an acquisition of the Company. Receiving strong interest from these investors, Inlet Capital developed a comprehensive set of materials describing the Company, its financial performance, and its future potential, and invited select groups to meet with management.

## Results

ACI entered an LOI with a private investor group at a price 60 – 80% above Inlet Capital’s estimated valuation of the Company prior to implementing the growth initiatives. Inlet Capital continued to play a key role through the remainder of the sale process, including due diligence, development of the transaction agreements, and closing.

## 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).