

Summary Fact Sheet

Introduction

Company ABC (“ABC” or the “Company”), headquartered central Florida, is a premier provider of high-quality ready-mix concrete (“ready-mix”) and concrete block to the Nature Coast and surrounding area. Initially formed in 2002 as a ready-mix producer, the Company erected a state-of-the-art block plant in 2007, and has reliably served this rapidly growing region ever since.

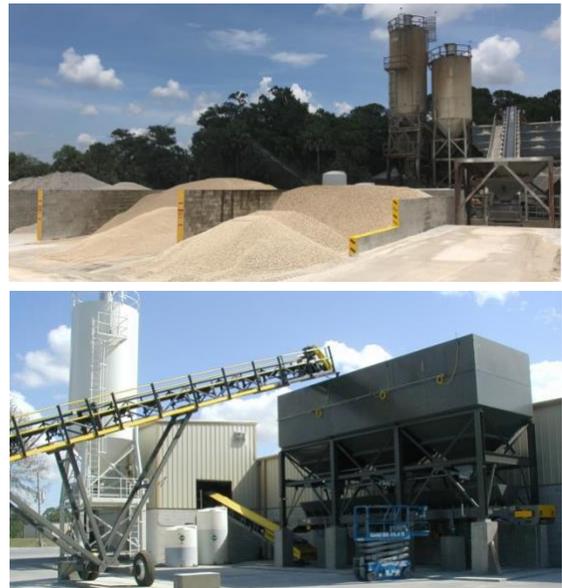
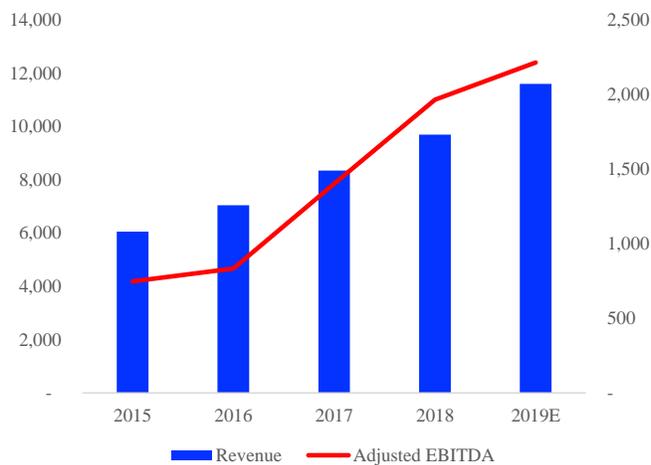
ABC has made sustained investments in its plants, trucks, and software to establish and maintain its position as a leading supplier to the residential and commercial segments in its served markets. Today, ABC operates a fully-automated, highly efficient block plant and dry-batch ready-mix plant, as well as a fleet of 15¹ mixer trucks, nearly half of which are less than 2 years old.

With its plants co-located on a single 18-acre site, ABC is the only provider supplying both block and ready-mix from within its served market. Maintaining impressive shares of both the ready-mix and block markets on the Nature Coast, ABC also serves portions of the Tampa MSA, consistently ranked by the U.S. Census Bureau as one of the fastest growing metro areas in the nation. The Company also supplies concrete block to The Villages, which has seen the largest annual percentage population growth in the country in 4 of the last 5 years.

ABC is led by a seasoned Management team with extensive experience in ready-mix concrete, concrete block, and the broader construction materials industry. The Company’s financial results reveal the merits of its dynamic market, consistent re-investment in the business, and sound approach to management. From 2015 through 2018, ABC increased its revenues from \$6.1 million to \$9.7 million, a 60.2% increase, with the Company’s ready-mix and block volumes reaching 59,160 cubic yards and 1,265,992 units, respectively, in 2018. The Company’s earnings growth has been even more impressive, with Adjusted EBITDA nearly tripling from \$0.7 million in 2015 to \$2.0 million in 2018. Operating in a market exhibiting excellent short and long-term fundamentals, Management expects the Company’s strong results to continue in 2019 and beyond.

Historical Revenue and EBITDA

For the Years Ended December 31, 2015 – 2019E
(\$ in 000s)



¹ Thirteen mixer trucks in current fleet with two additional scheduled for delivery in Q3-2019

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Investment Considerations

Modern Plant & Equipment – ABC is committed to consistent investment in its plants, trucks, and other equipment to ensure its assets are modern and reliable. From 2015 through 2018, the Company's capital expenditures totaled ~\$2.1M, including \$1.0M in 2018, and ABC is investing an additional \$0.4M in 2019. As a result, ABC operates highly efficient plants and a reliable mixer fleet.

Highly Efficient Operations – ABC strives to be one of the most efficient producers in the industry. In 2018, the Company's ready-mix division generated unadjusted EBITDA margin 600 basis points higher than the average U.S. ready-mix producer. ABC's overall Adjusted EBITDA Margin of nearly 21% is similarly remarkable, and is higher than the margins generated by numerous publicly-traded producers.

Well Structured Market – ABC has a well-established market in which it operates the only concrete block plant in its served market and one of only two ready-mix plants in that same area. Further, the Company's focus on the residential / commercial segments and relentless commitment to service drive fierce customer loyalty and a strong stable market share.

Attractive Market Poised for Growth – ABC's served markets include the northern portions of the Tampa MSA, as well as The Villages, both of which have historically been among the fastest growing in the U.S. With the Nature Coast now experiencing unprecedented investment in its highway infrastructure, ABC's core market is also poised for explosive growth.

Built-In Ready-Mix Growth – With ready-mix demand in its markets still below pre-recession averages, ABC is poised to benefit as market growth persists. The Company has ample capacity in its ready-mix plant, and the pending delivery of two new mixer trucks in Q3-2019 ensures that ABC can easily accommodate this pending growth with no incremental investment.

Block Expansion Opportunities – ABC has discreet opportunities to increase block production and distribution with minimal capital investment, with the Company considering an investment in increased kiln capacity to support additional sales to The Villages and the establishment of a new distribution yard.

Additional Information

Inlet Capital Group, LLC has been engaged as the exclusive strategic and financial advisor to the Company. ABC is interested in exploring a sale of 100% of the capital stock in the Company. A Confidential Information Memorandum can be made available to qualified investors upon execution of a Confidentiality Agreement. Interested parties are invited to contact Inlet Capital Group for additional information about the Company.

Gregory A. Dayko | Inlet Capital Group | Principal

110 Front Street, Suite 300 | Jupiter, FL 33477

O: (561) 529-5569 | C: (561) 529-1469 | GDayko@InletCapitalGroup.com

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