

Profitable Underground Infrastructure Contracting Business for Acquisition

Financial Summary

Year end March 31	2021	2022	2023 (YTD-9mo)	2023F	2024F
Revenue	2,496,155	5,439,111	5,797,674	7,887,000	9,464,000
% Increase in Revenue		117.9%	N/A	45.0%	20.0%
Gross Profit	1,135,922	2,928,701	2,983,060	3,918,000	4,899,000
Margin %	45.5%	53.8%	51.5%	49.7%	51.8%
EBITDA (Normalized)	633,764	1,038,790	950,905	1,380,000	1,656,000
EBITDA Margin %	25.4%	19.1%	16.4%	17.5%	17.5%

Company Overview

Underground infrastructure contractor serving the utility industry specialized in telecommunication services.

Capable of taking any project from design to completion, the Company offers a versatile scope of services to meet customer needs including hydro-excavation, horizontal directional drilling, underground civil construction, and fiber optic/5G construction.

Highlights of this acquisition opportunity include:

- High quality, non-union labor force, comprised of dedicated office and field staff including technicians, laborers, and equipment operators certified beyond industry standards.
- Strong growth regardless of economic cycles (\$2.5M in 2021 to forecasted expectations of \$7.9M for 2023; CAGR 77.8%)
- Strong operating margins; 22% normalized EBITDA margins (average 2021-2022)
- Strong, growing customer base of global and independent energy and construction infrastructure leaders.
- Reputation for integrity and quality.
- Established service footprint in Calgary and surrounding greater metropolitan region to benefit from growth.
- Positioned for future growth with continued expansion initiatives and increasing fiber optic and related telecommunication infrastructure requirements.

This Company is seeking a qualified acquirer. The owners are prepared to work with an acquirer to promote management continuity and preserve ongoing strategy for a transition period to be negotiated for the benefit of all parties.

The Company currently leases its operating facilities.

Transaction Considerations

The MAXIMA Group has been exclusively retained by the owner of the company to complete a sale of the business.

A full Confidential Information Memorandum (CIM) is available upon the execution of a Confidentiality Agreement.



Company Quick Facts

Industry:

Utility

Company Offerings:

Underground Infrastructure Contracting

Headquarters Location:

Alberta

Customer Geographic Location:

Alberta (Calgary and Edmonton)

All monetary amounts expressed in Canadian dollars.

Seller Contact

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Prospective purchasers are required to undertake their own due diligence and review of the affairs described in this summary, and can do so with the assistance of MAXIMA and the Company after entering into such Confidentiality Agreements as required.