

Available for Acquisition #20607

Premier Drilling & Geophysical Contractors

ACT Capital Advisors is pleased to offer for acquisition two Companies that provide environmental, geophysical, and geotechnical site assessment services. Although separate corporations, the Companies are owned by the same group, provide similar services, yet serve two different geographic markets in the U.S. The Companies specialize in the acquisition of subsurface data for the environmental, geotechnical, and construction markets. Their core services range from Direct Push Technology, Sonic Drilling, Auger Drilling, Direct Sensing Acquisition, Air/Mud Rotary, and Rock Coring. Their geophysical capabilities include Ground Penetrating Radar, Magnetics, Electromagnetics, and Seismic Data Acquisition for both the scientific and utility locating communities.

Investment Highlights

- **Highly Diversified.** Both Companies have multiple sources of revenue, therefore, they are not reliant on a particular client or industry for survival. Both have broad client bases, spanning multiple industries, and providing services to the state, federal, and local markets.
- **Drilling Services.** Both Companies have pioneered and developed the use of direct push, rotary, and sonic technology in their respective markets.
- **Geophysical Services.** The geophysical service business segment is highly profitable and rapidly growing for both Companies. Both are leaders in their local markets, offering a higher quality of service compared to their competitors. They can almost double the amount of geophysical revenue by hiring additional personnel.
- **Strong Pipeline.** Both Companies have significant pipelines – with over \$9M in contracted work so far for 2022. The pipeline will remain strong due to the infrastructure bill and military shifts to their regions.
- **Strong & Improving Financials.** The Companies experienced a combined 23% revenue growth in 2021 and stable adj. EBITDA margin of about 18% in 2020 & 2021.

Growth Opportunities

- **Expand Service Offering.** Both are expanding into Sonic Technology, offering it at an affordable price for their clients, which has not been explored by their competitors.
- **Geographical Expansion.** Both Companies can target regions currently underserved. Additionally, military shifts out of the Middle East creates an opportunity for more federal projects and contracts.
- **Industry Expansion.** Both excel in the geotechnical and environmental markets but can expand more into construction.

23% Combined Revenue Growth in 2021.

38% Estimated Combined Revenue Growth in 2022.



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Summary Financial Information

	2019	2020	2021	2022E
Sales	\$7.33M	\$6.38M	\$7.82M	\$10.78M
EBITDA	\$0.91M	\$1.02M	\$1.51M	\$1.62M
EBITDA (adj.)	\$1.12M	\$1.13M	\$1.45M	\$1.98M

Contact Information

For more information, please contact:

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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDA's and CIM requests should be submitted to:



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