



This Business Is On FIRE!

California Emergency Apparatus Company
ACT Client #201406
Available for Acquisition

ACT
CAPITAL
ADVISORS

Overview

ACT Capital Advisors is pleased to offer a fast-growing emergency vehicle apparatus seller and servicer for acquisition. The Company's core business is selling high quality emergency fire, law enforcement and EMS apparatus vehicles. The Company also offers comprehensive life cycle maintenance and repair services for these emergency vehicles and other associated heavy equipment. With the recent addition of a second maintenance facility in Southern California, service has become the fastest / highest growth segment of the business. The company is also a trusted provider for tools and essential supplies from over 145 vendors to ensure the safety and protection of first responders and other emergency worker personnel.

Key Value Drivers

Experienced Team with roots in the firefighting

Community: 90% of team members are either active or retired firefighters, EMTs, or law enforcement, giving them the industry knowledge, experience, and contacts needed to be successful in this business. This fraternal comradery allowed the company to enter a market and achieve an 85% CAGR over the first 4 years, but it is their quality of customer service and detail that has made them the trusted name in the industry. The management team is committed to the ongoing success of the business and would like to partner with the new ownership group and continue to conduct sales and customer management on an ongoing basis.

Quality Apparatus Vehicles from the leaders: The Company has partnered with the most trusted vehicle manufacturers in the emergency vehicle industry. Allowing the company to provide the highest quality vehicles and top-notch service to meet the exact needs of their clients. The company has delivered 100's of trucks and has 100's of services contracts and has become the trusted advisor to departments statewide.

Geographically-Positioned for Growth: The Company has built a sustainable market position across the entire state of California providing both equipment sales and lifecycle maintenance services both in Northern and Southern California. California alone provides for exceptional growth, however the demand for additional fire equipment and personnel is critical not just to California but also in surrounding states. State's are allocating hundreds of millions in new additional funding for fire response. The company has built the foundation to quickly capture market share in various markets.

New Services Centers: The Company operates state of the art service centers in Southern Ca (2018) and Northern Ca (2019). Services has become the fastest growing segment of the business. The service centers have transitioned from mainly Fire related apparatus to now capable supplying services for a full range of related heavy-duty equipment from fire, EMS, police, off road, buses, semi trucks, and even recreational vehicle maintenance. The company is the primary maintenance provider in California for several emergency vehicle brands recently receiving their Cummins Engine certification. The service business has exploded and an impressive list of signed new contracts will provide the platform for massive growth moving forward.

Highlights



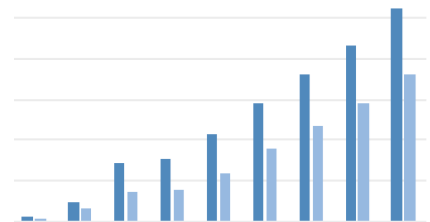
One stop shop for emergency vehicle sales, service & leasing



Two new/profitable California service centers with growing market share with Plans for additional centers



Strong reputation and relationships with leading fire departments and agencies



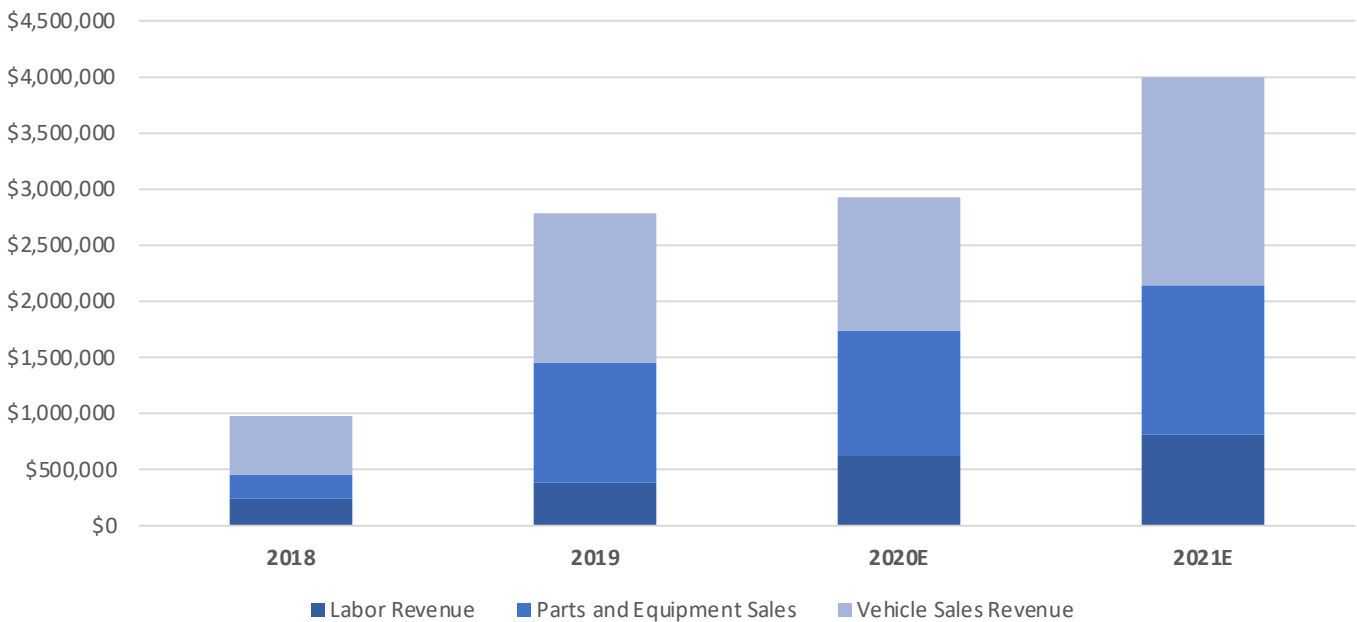
Robust sales pipeline with 85% CAGR over first 4 years

Financial Information

(In \$USD)	2017	2018	2019	2020E	2021E ¹	2022E	2023E
Revenue	\$200,295	\$982,127	\$2,889,935	\$3,073,079	\$4,284,461	\$5,784,022	\$7,230,028
Gross Profit	\$126,471	\$596,648	\$1,463,958	\$1,533,025	\$2,386,611	\$3,544,559	\$4,654,645
Adj. EBITDA	(\$62,030)	(\$119,278)	\$189,145	\$235,419	\$428,194	\$1,165,504	\$1,769,808

1. First half 2020 actuals are ahead of schedule and exceeding rev and profitability targets.
2. Pro-Forma revenue estimates based on company's sales pipeline and agreed upon contracts for future sales and service.

Pro-Forma Revenue Mix³



3. Only Includes three largest sources of revenue.

Contact Information and Next Steps

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 Jeff Zanardi, ACT Managing Director:

Email: jzanardi@actcapitaladvisors.com
Direct: 408.832.7241