

# Available for Acquisition #210203

## Western US Steel Fabricator

The Company specializes in very large, complex and value-added fabrications and is the go-to steel fabricator for leading general contractors and end customers in the Pacific Northwest. Many of these projects support the rebuilding of marine and highway transportation infrastructure in a robust and growing market. The Company's reputation for quality and integrity has been earned through the successful completion of many highly technical projects, and repeat customers are a testimonial to consistently superior products.

### Investment Highlights

•**Market Leadership.** The Company is a regional leader in complex steel fabrication projects requiring expertise not provided by competitors. The Company is a "go-to" provider for General Contractors in the Northwest, often being included by multiple contractors bidding on the same project. Many Customers and End Users, including State and City Departments of Transportation, return to the Company for additional projects based on prior experience.

•**Well Positioned in Transportation Infrastructure.** The Company will benefit from the national and state need to replace marine and highway transportation infrastructure in coming years. The Infrastructure Investment and Jobs Act of 2021 has authorized the spending of almost \$140B in sectors in which the Company has high expertise.

•**Outsized Earnings based on Consistent Revenue.** Management has emphasized year to year consistency of revenue and focused on high quality projects that have delivered consistent earnings. In 2020 and 2021, EBITDA Margin averaged 12% compared to the industry average for steel fabricators similar size at 6.3%.

### Summary Financial Performance

	2018 CPA Review	2019 CPA Review	2020 CPA Review	2021 CPA Review	2022 Forecast
Sales	\$22,282,216	\$27,942,572	\$28,944,858	\$22,093,173	\$25,000,000
Gross Profit	\$1,742,617	\$5,874,520	\$6,130,152	\$3,255,575	\$5,250,000
EBITDA (adj.)	-\$421,008	\$3,308,788	\$3,179,379	\$2,968,292	\$2,653,281

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## 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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