

# U.S. Based Equipment and Tool Rental Business

## Company Background

- The Company is an established equipment and rental company in the northeast. The Company has a vast young inventory and successfully competes with several national and regional competitors. The Company rents a variety of equipment. The equipment includes a large aerial fleet of booms and scissor lifts, telehandlers, forklifts, as well as earth moving equipment including skid steers, excavators, and mini loaders. In addition, they rent compaction and concrete tools, lawn and garden, and flooring equipment.

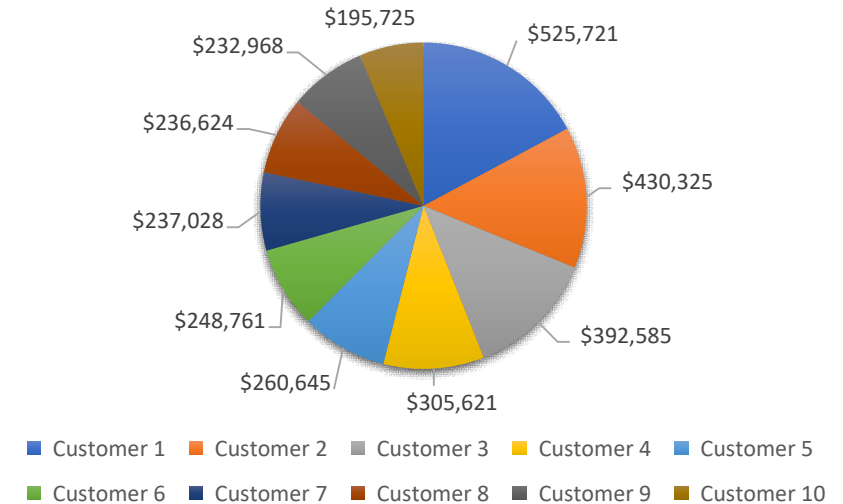
## Highlights

- The Company has grown consistently since it entered the large equipment rental business. One of the Company's principal competitive advantages is its extensive inventory of new equipment. The Company continues to reinvest in new equipment every year. New equipment purchases in 2022 are projected to be approximately \$8 million. With current global supply chain issues this gives the Company additional leverage over its competitors in winning new projects.
- The company has seen 18% compounded annual revenue growth and 25% compounded annual gross profit growth since 2018.

## Owners Objectives

- Owner is willing to stay post-transaction for a period of time if needed.
- Owner has a desire to retire and move to Florida.

## Top 10 Customer Breakdown for 2021



## Financials

	2020	2021	12 months ending 7/31/22	2022 Projected	2023 Projected
Revenue	\$10,218,000	\$12,738,000	\$14,196,000	\$15,600,000	\$19,500,000
Gross Profit	\$4,933,000	\$7,143,000	\$8,458,000	\$9,150,000	\$11,450,000
Gross Profit %	48%	56%	59%	59%	59%
Net Income	\$872,000	\$2,790,000	\$3,695,000	\$4,030,000	\$5,070,000
Adjusted EBITDA	\$5,521,000	\$7,637,000	\$8,615,000	\$9,455,000	\$11,895,000
EBITDA %	54%	60%	61%	61%	61%