

Opportunity

BN000041579 – Heavy Equipment and Tool Rental, Repair, and Sales Company

Location: Southeast US



The company is a heavy equipment, vehicle, and tool rental supplier. The company offers new and used equipment rental, sales, and repairs by certified technicians.

Bids Invited

Key Aspects

- Revenue and gross profit grew at a compound annual growth rate (CAGR) of 5.6% and 5%, respectively, between 2019 and 2022
- From 2019 to 2022, the company exhibited an average gross profit margin of 79.1%
- Three well-established business locations, each with additional capacity to grow the company's operations
- As of year-end 2022, the company has over \$24M in rental equipment inventory across its three locations and supplies equipment across the Southeast US for varied rental durations
- Total rental revenue was comprised of 18% single-rentals by residential consumers and 82% commercial activity
- No one customer generated more than 5% of overall revenue in 2022

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$8,173	\$6,395	\$2,758
12/31/2020	Internal	\$9,188	\$7,402	\$3,062
12/31/2021	Internal	\$9,968	\$8,019	\$3,524
12/31/2022	Internal	\$9,616	\$7,409	\$2,872

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Leverage the company's brand and name recognition in the Southeast US to support additional expansion in the region and country
- Increase affiliation with established manufacturers to offer a broad product offering of equipment through distribution partnerships
- Equipment leasing is favorable to price increases as the relative cost of equipment will remain high to the cost of raw materials and supply restrictions

Headquartered

- Southeast US

Current Markets

- The company provides equipment rental, sales, and repair services to commercial and private customers across the southeast US from three locations in the Southeast US. The company has a comprehensive inventory of tools and equipment, including specialized industrial tools such as forklifts, compaction equipment, and bulldozers.

Real Estate

- The company has three store locations across two states in the Southeast US. Two of the properties are outright owned by the company with the third being leased from an affiliated entity.

Shareholder Objectives

- The company is owned equally by two shareholders. One of the owners actively manages the daily operations and is open to remaining with the company for a transitionary period. The other owner is not active in the operations of the company and does not wish to remain with the company after a sale.

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