

## ***Natural Gas Utilities Infrastructure Company***

Strong, Growing Revenue Streams In High-Growth Regions

Growth Opportunities

Superior Team & Seller Willing To Remain For Transition Period

### **CONSIDERATIONS TO BUYING THIS BUSINESS**

- 2011 Revenue - \$30.0M (est.)
- 2011 EBITDA - \$9.5M (est.)
- Stellar reputation
- Strategically positioned in high-growth areas

- Not dependent on current owners.
- Customers are large, stable companies
- Excellent profitability
- Low debt

This acquisition represents a unique opportunity for a buyer to acquire a turn-key natural gas infrastructure company growing in a strategically desirable location with significant growth prospects.

- ★ **Excellent Profitability:** The Company will post over a 30% EBITDA margin in 2011, as it did in 2008. 2009 and 2010 produced 20% EBITDA margins.
- ★ **Low Debt Ratio:** The Company's debt ratio was 0.28 per books for FYE 2010.
- ★ **Capital Expenditures:** With the current performance near \$20M for 2011 year-to-date, the Company will invest \$2.5M in capital expenditures to allow for increased capacity and to support revenue growth
- ★ **Adverse Weather Conditions:** The Company has the proven ability to work around the difficult weather conditions their geographic regions are known for. The Company's reputation for on-time project delivery reflects this ability.
- ★ **Network of Relations:** The Company has developed a contact network comprised of major gas companies as a result of the Company's excellent performance. •
- ★ **Benefit from Expansion Opportunities –** The strategic regions the Company operates in represent a great source of demand for years to come.

### **A TREMENDOUS OPPORTUNITY TO ACQUIRE A WELL-ESTABLISHED & WELL-RUN BUSINESS POISED FOR GROWTH!**

#### **Company Highlights**

- ★ **First-Class Operations and Work Force.**
- ★ **Seasoned, Non-Owner Management Team in Place:** The owners have built an excellent organization that does not require their involvement in day-to-day operations.
- ★ **Long-Standing Operating History:** The Company benefits from an enviable, long-standing (1998) history characterized by remarkable operational success.
- ★ **World-class customer base.**

This company operates in the oil and gas industry and installs natural gas compressor stations, meter stations, flow lines for gathering systems and anomaly work on cross country pipelines.

For further information regarding **Client # 36156** you are invited to contact: