

<p>Transaction Type / Process</p>	<ul style="list-style-type: none"> • The owners are seeking to sell the business to a qualified acquisition candidate • Key owners who are responsible for most of the Company’s revenues plan to stay with the business to continue to serve the clients and would be interested in an equity position if the opportunity was available • Executive management shareholders are seeking to retire following a transaction; however, they would be willing to remain with the Company for a mutually agreeable period of time depending on the needs of the acquirer • Interested buyers are asked to advise Mr. A and Mr. B of their interest in the form of a non-binding Indication of Value
<p>Ownership</p>	<p>Retiring</p> <ul style="list-style-type: none"> • Mr. ABC, (President, CEO, Chairman of the Board) – Owner (x %) • Mr. DEF, (COO, Executive Vice-President) - Owner (x %) • Mr. GHI, (CFO, Vice-President, Secretary and Treasurer) – Owner (x %) • Mr. JKL, (Vice-President of Sales and Business Development) – Owner (x %) <p>Active</p> <ul style="list-style-type: none"> • Mrs. ABC, (Vice-President, Director, former COO) – Owner (x %) • Mr. DEF, (Vice-President, Director) – Owner (x %) • Mr. GHI, (Vice-President of Environmental Operations) – Owner (x %) • Mr. JKL. (Principal, CRM) – Owner (x %) • Mr. MNO (Vice-President, Director) – Owner (x %) • Mr. PQR (Vice-President of Site Development Operations) – Owner (x %)
<p>Company Overview / Business Model</p>	<ul style="list-style-type: none"> • Founded in YYYY, Company XYZ has now grown into a highly accomplished, broad-based engineering consulting firm • Environmental engineering, civil site engineering and geotechnical engineering are the three primary areas of its focus • Headquartered in XYZ with multiple regional offices • Provides services to clients nationwide in environmental consulting, geotechnical engineering, civil/site design, land planning, surveying, landscape architecture, wastewater engineering, & municipal services • Stable work force of civil, geotechnical, and environmental engineers licensed in x states as well as hydrologists, geologists, biologists, surveyors, and landscape architects • Environmental practice includes work on some technically complex superfund sites in the U.S, handling site investigations, risk assessments, feasibility measures studies, remedial design and construction oversight during remedial action

Revenue Model	<ul style="list-style-type: none"> • Follows a seller-doer model to generate revenue with x client relationship managers who are responsible for meeting the revenue goals of the business • Approximately x% of the professional revenues derived from repeat clients • Many of the projects for its clients have been in place for several years, also providing a stable backlog of predictable revenue <ul style="list-style-type: none"> – As a comparison, the YYYY backlog as of MM/DD/YY was \$x. The remaining revenue for YYYY of \$x was generated through new contracts signed in YYYY • Current backlog, or work under contract, as of MM/DD/YY for the quarter of YYYY is approximately \$x in professional fee revenues • Rigorous adherence to schedule for time and expense sheet entry and timely billing with a constant focus on cash flow so that revenue dollars do not sit unbilled • The revenues that are under contract beyond YYYY are presented below: <ul style="list-style-type: none"> – YYYY through YYYY: \$x per year – YYYY through YYYY: \$x per year – YYYY and beyond: \$x per year
Key Customers / Customer Concentration	<ul style="list-style-type: none"> • The top 10 customers accounted for x% of revenue in YYYY and x% in YYYY • Customer base tends towards large, international clients for its environmental consulting practice from various industries with projects located throughout the country • The top two clients have been with the company since its inception with work on multiple sites, while four since the past x years • XYZ are in place with its largest clients which simplifies the contracting process and facilitates further work with the clients • Bagged an environmental/geotechnical x year, \$x contract with the U.S Army Corps of Engineers
Growth Plan Overview	<ul style="list-style-type: none"> • Acquirer can leverage the long standing client relationships to increase the sales of the acquirer's services in the eastern XYZ, central and northern XYZ, mid-West and southern XYZ markets • Acquirer can benefit from the company's robust business infrastructure to manage additional acquisitions • Public sector growth can be expanded by utilizing the Army Corps of Engineers contract • Westward expansion of geotechnical and civil engineering offices • Hiring of additional client relationship managers can expand the client base • Recently entered into a multi-year, multi-site audit contract with a major utility

Industry Analysis	N.A.
Operating Locations	<ul style="list-style-type: none"> • XYZ– x square feet with a capacity of 80 (70% utilized) • XYZ – x square feet with a capacity of 7 (50% utilized) • XYZ– x square feet with a capacity of 3 (33% utilized) • XYZ – x square feet with a capacity of 2 (50% utilized) • XYZ – x square feet with a capacity of 9 (33% utilized)
Competition	<ul style="list-style-type: none"> • There are several players in the environmental/civil engineering industry in the mid-Atlantic region • The key differentiators for company, that help in withstanding tight competition are better client interaction and broad range of services offerings • A few of its competitors are: <ul style="list-style-type: none"> – XYZ: Environment consulting firm headquartered in XYZ – ABC: Civil/Site engineering firm, located in ABC – DEF: Geotechnical engineering firm, located in DEF
Investment Highlights	<ul style="list-style-type: none"> • Employs x people and generated over \$x in revenue in YYYY growing at a CAGR of x% • Registered profits for x years even during recession periods • Normalized EBITDA for YYYY was \$x growing at a CAGR of x% • Financially strong with little to no debt and has access to a significant line of credit • Holds multi-year contracts with numerous, long-term clients resulting in an identified multi-million dollar backlog through at least YYYY • Recent geographic expansion with offices in x locations in the Mid-Atlantic region • Expertise in metals contamination; groundwater contamination in fractured bedrock; urban redevelopment and storm water management in urban settings; an integrated approach to site engineering and landscape architecture; difficult subsurface conditions and alternative backfill materials provide competitive advantage • Operating platform of the business and the experience base of management capable of supporting a significantly larger organization

**Preliminary Questions /
Key Risks**

Preliminary Questions

- What competitive advantage does the company hold over its competitors?
- What are the industry growth drivers?
- How does the firm plan to deal with the increasing regulations in the industry?

Key Risks

- The top ten customers contribute to around two-thirds of the total revenue implying high concentration

**TresVista
Recommendation**

- Demonstrated consistent financial performance with a high backlog of predictable revenue for the next several years
- Gather further thoughts on industry, competitive landscape and ability to expand client base
- Projected figures of the company need to be analyzed.

Key Financial Statistics

	YYYY	YYYY	YYYY
Net service revenue	XX	XX	XX
<i>% Growth</i>	-	19.5%	15.0%
Gross margin	XX	XX	XX
<i>% Margin</i>	65.7%	66.5%	65.7%
Net Income before discretionary costs	XX	XX	XX
Net Income	XX	XX	XX
<i>% of Sales</i>	4.1%	9.7%	10.9%
Normalized EBITDA	XX	XX	XX
<i>% Margin</i>	21.1%	27.1%	28.3%

All figures in USD for fiscal year ending MM, YY