

### Company Highlights

- Renewable Natural Gas Transportation & Shipping Business For Sale.
- Multiple long-term contracts with multiple large Public & Private Companies.
- Business is set to experience tremendous growth over the next 3-years after winning multiple multi-million-dollar contracts with some of the largest manufacturers in the US & Europe.
- Projected Revenue: 2024: \$19,399,469 | 2025: \$56,727,740 | 2026: \$92,927,740
- Projected EBITDA: 2024: \$3,494,533 | 2025: \$11,537,977 | 2026: \$19,593,377

	2023	2024	Projected		2026
			2025		
<b>Revenue:</b>					
Contracted Total Income	\$ 4,915,190	\$ 12,279,469	\$ 30,007,740	\$	\$ 66,207,740
<b>Contracts In Work</b>					
Projected Income	\$ -	\$ 7,120,000	\$ 26,720,000	\$	\$ 26,720,000
<b>Total Combined Revenue</b>	<b>\$ 4,915,190</b>	<b>\$ 19,399,469</b>	<b>\$ 56,727,740</b>	<b>\$</b>	<b>\$ 92,927,740</b>
<b>COGS:</b>					
Total Contracted	\$ 1,626,562	\$ 9,676,222	\$ 23,646,099	\$	\$ 52,171,699
Total Contracts In Work	\$ -	\$ 5,610,560	\$ 21,055,360	\$	\$ 21,055,360
<b>Total Combined COGS</b>	<b>\$ 1,626,562</b>	<b>\$ 15,286,782</b>	<b>\$ 44,701,459</b>	<b>\$</b>	<b>\$ 73,227,059</b>
<b>Gross Profit:</b>					
Total Contracted	\$ 3,288,628	\$ 2,603,247	\$ 6,361,641	\$	\$ 14,036,041
Total Contracts In Work	\$ -	\$ 1,509,440	\$ 5,664,640	\$	\$ 5,664,640
<b>Total Combined Gross Profit</b>	<b>\$ 3,288,628</b>	<b>\$ 4,112,687</b>	<b>\$ 12,026,281</b>	<b>\$</b>	<b>\$ 19,700,681</b>
<b>Operating Expense:</b>	<b>\$ 2,984,661</b>	<b>\$ 635,304</b>	<b>\$ 635,304</b>	<b>\$</b>	<b>\$ 695,304</b>
<b>Net Operating Income:</b>					
Total Contracted	\$ 303,967	\$ 1,967,943	\$ 5,726,337	\$	\$ 13,340,737
Total Contracts In Work	\$ -	\$ 1,509,440	\$ 5,664,640	\$	\$ 5,664,640
<b>Total Combined NOI</b>	<b>\$ 303,967</b>	<b>\$ 3,477,383</b>	<b>\$ 11,390,977</b>	<b>\$</b>	<b>\$ 19,005,377</b>
<b>Adjustments:</b>					
Plus: Fuel Rebate	\$ -	\$ 17,150	\$ 147,000	\$	\$ 588,000
Plus: Add Backs	\$ 625,696	\$ -	\$ -	\$	\$ -
<b>Net Income:</b>	<b>\$ 929,663</b>	<b>\$ 3,494,533</b>	<b>\$ 11,537,977</b>	<b>\$</b>	<b>\$ 19,593,377</b>
<b>Margin</b>	<b>18.91%</b>	<b>18.01%</b>	<b>20.34%</b>		<b>21.08%</b>

### Executive Summary

Topsail Capital Advisors is thrilled to present an exceptional opportunity to acquire or partner with a rapidly emerging RNG Transportation & Trucking business. Over the past 12 months, The Business has undergone significant transformation, redirecting its focus to become one of the premier RNG-focused transportation providers in the Southeast.

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## Executive Summary Continued

This strategic shift towards RNG has yielded remarkable results, with the Business securing multiple large, multi-year transportation contracts from some of the most prominent public and private companies in the United States & Europe. Among these contracts are agreements with industry players such as Company A (Household Name), Company B, Company C, and Company D. Notably, The Business has additional contracts pending, including a \$8,000,000 contract with Company E (Household Name) and an additional \$18,000,000 contract with Company C. The cumulative value of these contracts is projected to exceed \$92,900,000 by FY 2026, reflecting the bright future ahead for the Business.

What sets the Business apart is its commitment to Renewable Natural Gas (RNG) as a solution to the environmental challenges faced by large corporations. By introducing RNG trucks into its fleet, the Business has positioned itself as a sustainable transportation option, earning \$3,600,000 per year in the initial 7-year contract with Company A (Household Name). This agreement includes \$8,000,000 further per year allocation for FY 2025, contingent upon the addition of more RNG trucks. The Business's proactive approach to adopting alternative fuel vehicles not only aligns with the sustainability goals of its clients but also unlocks significant financial benefits. The Business stands to receive a rebate up to \$.35 per Diesel Gallon Equivalent. This will become highly profitable as the Business has committed to converting their entire fleet from diesel to RNG trucks over the next 24 months.

The Business currently is operating across three yards that are strategically located near the Charleston Port Terminals and major highways in the Southeast with services areas stretching from Norfolk to Savannah. With the partnership with Evans Transportation, they have access to 8000 tractors in network. Growth in RNG vehicles is a key focus of the Business moving forward with purchase goals of 3 RNG trucks in 2024, 12 RNG trucks in 2025, and 45 RNG trucks in 2026. This will help dramatically with gas rebates, tax incentives, and opportunities to win additional contracts not mentioned in this teaser.

The Business's forward-thinking strategy places it at the forefront of one of the largest transportation shifts in recent memory. With the integration of RNG trucks into its fleet and established partnership with Evans Transportation, The Business is well-positioned to capitalize on rapid growth opportunities. The Business' track record of securing previously unattainable contracts with major US corporations highlights its potential for continued success in the evolving transportation landscape.