



The Pave

Investment Opportunity



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Paving The Way to
America's Infrastructure

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By the Numbers

50K

Minimum Investment

4-7 Years

Projected Hold Period

25-35%

**Projected Annualized
Cash on Cash**

Monthly

**Preference is paid out
monthly & distributions
annually**

35-45%

Projected IRR

SDIRA

**Invest with your Self Directed
IRA**

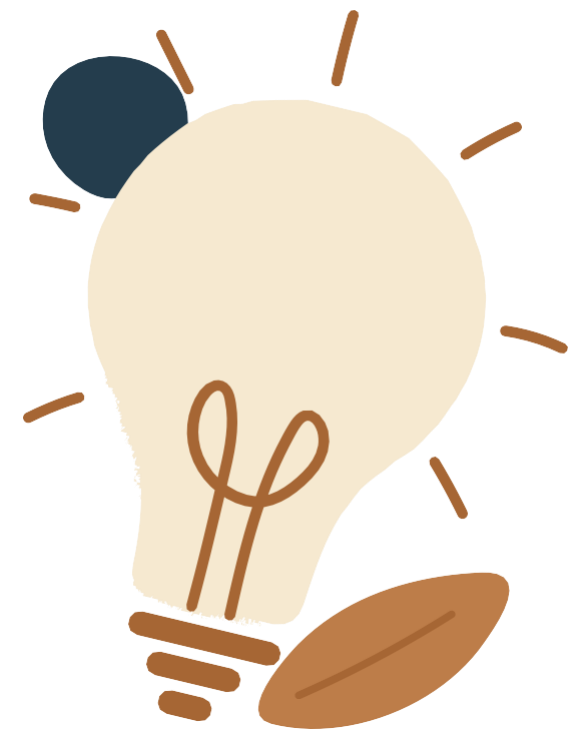
11.25%

Preferred Return

2-5X

**Acquisition
Equity Multiple on EBITDA**

Hi Pavers



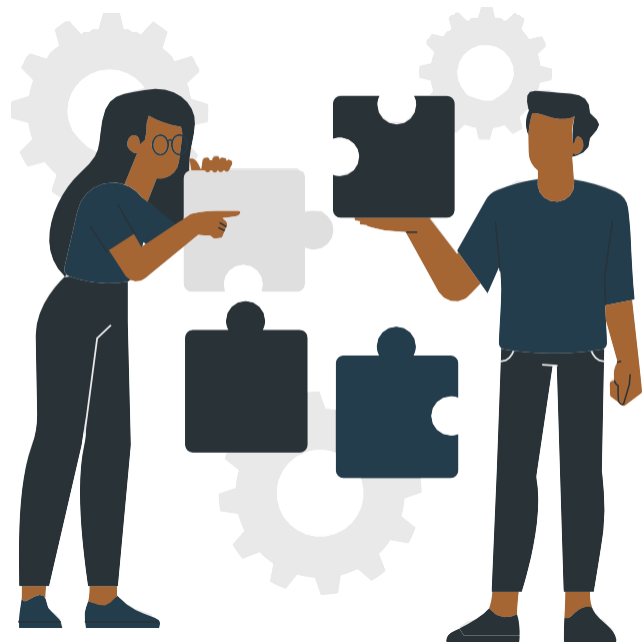
Introduction

We Are The Pave and we
buy paving companies in
the South West that build
America's economy.

The Market Opportunity

\$110 Billion is being spent on improving roads and bridges via the Bipartisan act till 2030.

While 50% of Paving Company Owners Will Be Retiring In The Next 6 Years.





Why Paving

We're seeing a huge change with autonomous vehicles, which means our current C-rated roads will need major improvements. This is backed by billions of dollars in municipal spending on America's roads.

Right now, lower middle market paving companies are fragmented, but have a level of scale when rolled up together.

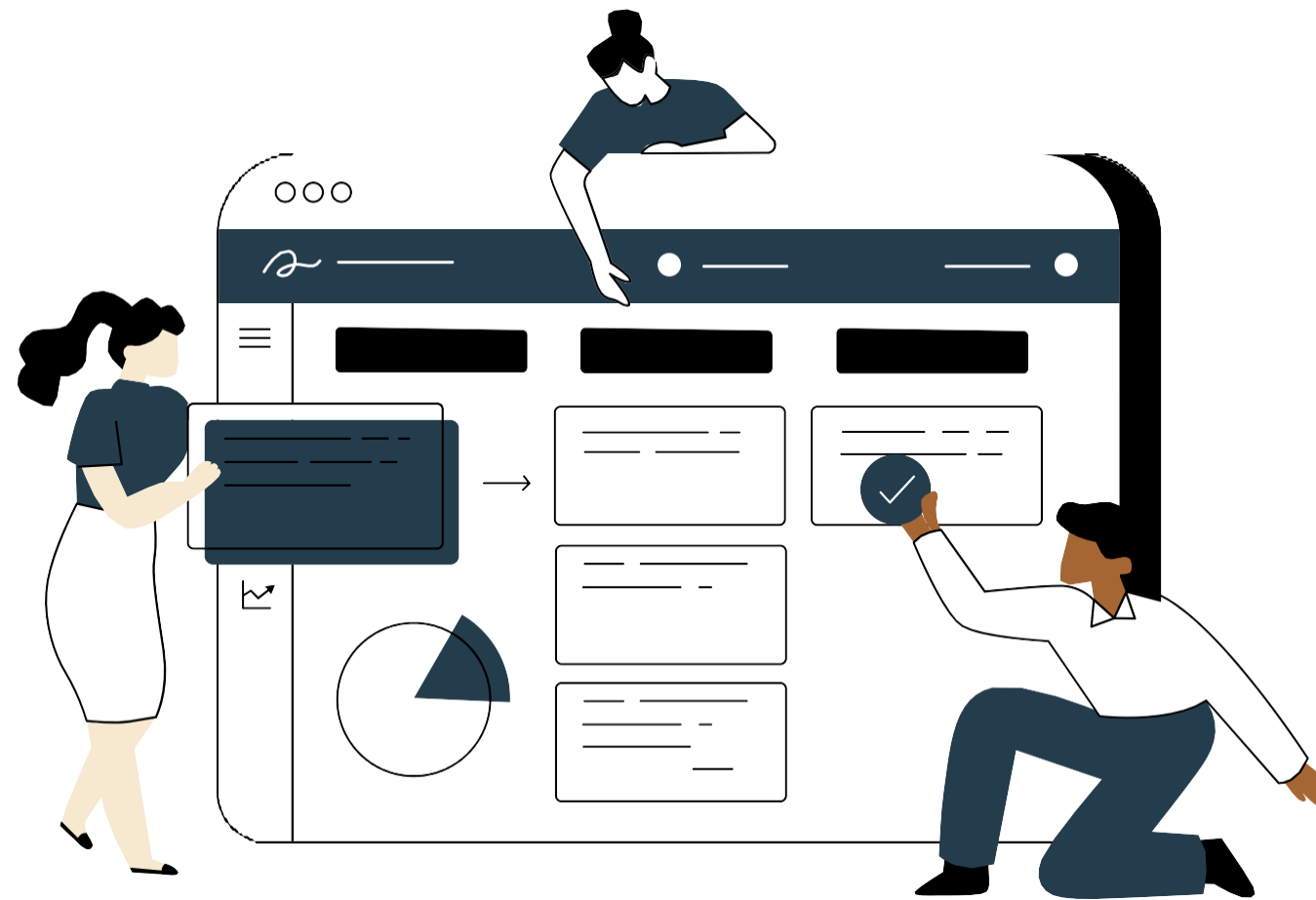
Why We Love The Pave

Essential

Paving is critical to America's infrastructure; without it, the roads would collapse.

Retiring Baby Boomers

50% of paving construction company owners will be retiring in the next 6 years creating an opportunity to acquire many companies that have a 30 year track record and great reputation.



High Demand

Large back log of work, \$110B being put in municipal road work over the next 5 years, to keep up with vehicle technology advancements

Barrier to Entry

Paving companies take decades to establish and millions of dollars of equipment in one of the highest barrier to entry industries.

AI Resistant

Focus line of work that can't be replaced by AI and will outlast us.

Our Team

SAM MAHMOOD **GENERAL PARTNER**



Chief Executive Officer

As a CEO and serial entrepreneur, Sam has successfully scaled companies to eight-figure revenues. Leading a holding company with ownership in six businesses, Sam plays a pivotal role as the CEO working closely with management teams and C-level executives to drive growth and operational excellence.

CHRIS WIRTHLIN **GENERAL PARTNER**



Chief Investment Officer

Previous to joining The Pave, Chris managed a private holding company that invested in construction and real estate. He serves as the Chief Investment officer and manages the investment strategy and risk of the portfolio.

SAM SILVERMAN **GENERAL PARTNER**



Head of Capital Markets

Sam has extensive experience across multiple investment sectors including both real estate, debt and private equity. In his role as the Head of Capital markets, he will be working closely with our legal and acquisitions teams, in addition to serving our investors on a daily basis.

Our Advisory Board

SHAWN GODWIN

ADVISOR



Shawn took Palmetto Corp from 15 employees to 1,000 employees and more than \$300,000,000/yr revenue and 45M EBITDA. Through both organic growth and acquisition, Palmetto Corp has successfully grown over the last 20+ years. Shawn will play an integral role in helping share best practices, share key team members and help the team design the most well rounded, vertically integrated portfolio. He will also be supporting the Pave on the acquisitions and due diligence front.



Jeff Greenberg CEO of Synergetic Investment Group



Jeff Greenberg is the CEO and Founder of **Synergetic Investment Group**.

With nearly 20 years in real estate, including 13 years as a multifamily syndicator. Jeff currently manages two customizable, diversified private equity funds, SIG Wealth Funds. These funds are invested in over 2,000 multifamily units, 500 mobile home park spaces, 74 short-term rental homes, a debt fund, and more than 5,000 Bitcoin miners. Jeff is dedicated to sourcing and presenting high-quality investment opportunities, managed by top-tier operators, to Synergetic's investors.



Synergetic
INVESTMENT GROUP

The Buying Opportunity

Limited Buyers

Many of these companies are too small for large private equity firms to purchase but are too large for the average buyer, limiting the number of competitive bidders.

Great Acquisition Terms

Many of the owners do not have a succession plan in place and are planning on simply selling their equipment and shutting down, giving us a competitive advantage when negotiating acquisition terms.



Low Equity Multiple

Due to being one of the only competitive buyers we are able to negotiate the purchase of these companies at low equity multiples.

Organic Growth

Demand for these companies services are at an all time high and many companies are turning down work creating a compelling growth opportunity.

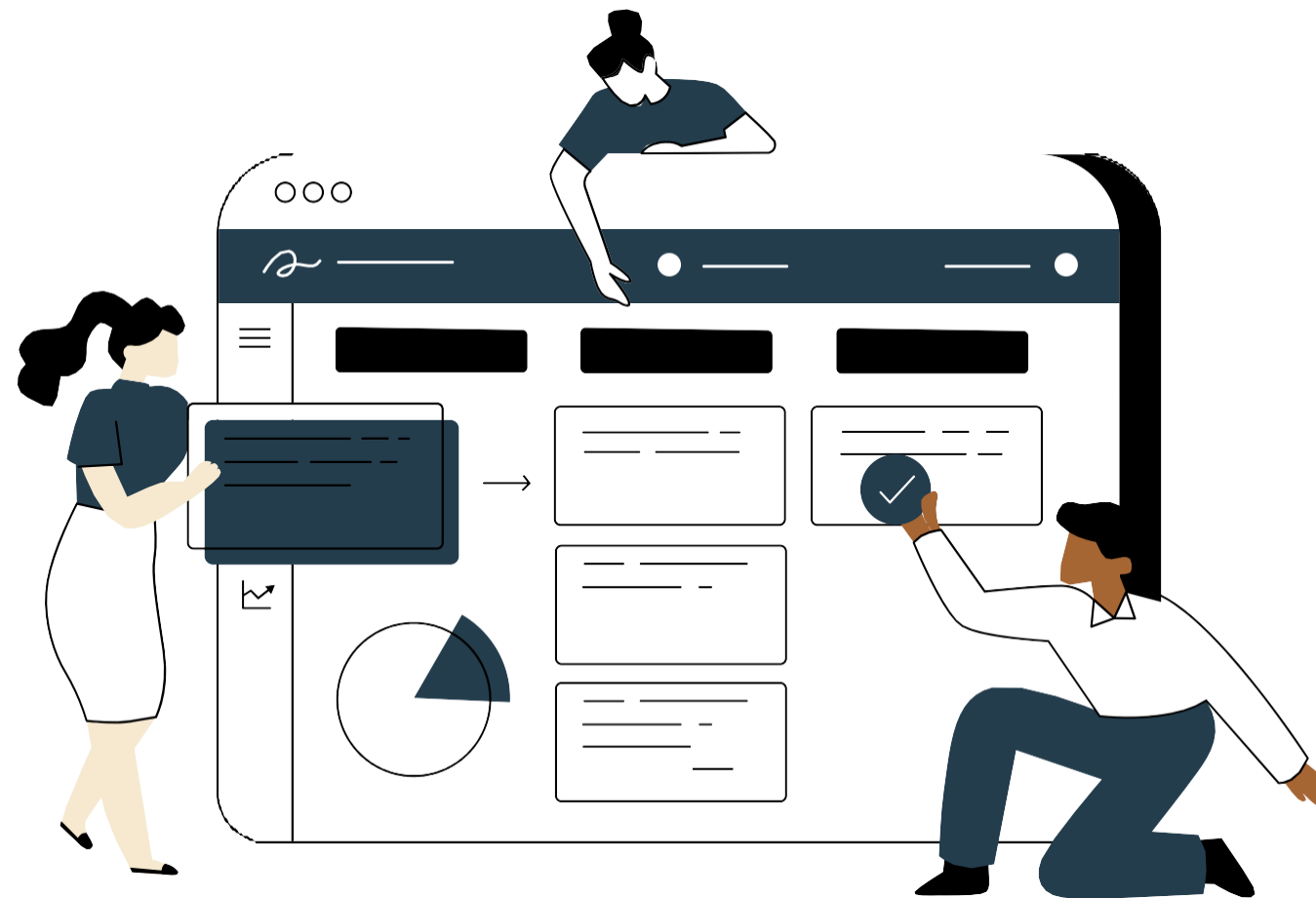
The Technology Play

Fragmented

These paving companies have low tech in the sales process. Minimal CRM's to maximize customer efficiency and throughput.

Marketing

Companies in this space do not spend dollars on marketing and exponentially benefit from proper marketing dollars spent.



Integrate Project Management Tools

Use cloud-based project management software to plan, schedule, and monitor projects in real-time. These tools can help in tracking progress, managing budgets, and ensuring that all stakeholders are on the same page.

Equipment Tech

Integrate sensors into paving equipment to monitor parameters like temperature, vibration, and operating hours. This data can be analyzed to predict maintenance needs, optimize equipment usage, and prevent failures

Our Strategy.

A

**Purchase paving
companies at 2-5x
multiples of
EBITDA**

B

Focus on
consolidating
systems and
reduce back end
expenses to
increase net
operating income

C

Repeat this process across
companies west of Texas
to later exit to middle
market private equity or
institutional buyer.

Industry Facts To Know

- Biden Bipartisan Deal is investing \$350B in roads, bridges, and highways.
- The overall rating for total US infrastructure is a C-
- 43% of the roads in America are in C condition.



Investment Criteria

- 2 - 5x EBITDA Multiple
- Strong Management Teams
- 1 - 10M of EBITDA.
- Established for 15+ years
- Exceptional track record
- Owner willing to partner strategically to transition the business to new management
- Creative financing



Due Diligence Process

- Market Research
- Deal Structure & Negotiation
- Company Analysis
- Financial & Tax
- Equipment, Technology & Patents
- Culture and Key personnel
- Customer and WIP Analysis
- Competitive Landscape
- Operational Process and Information Technology
- Sales & Marketing
- Legal, Litigation & Material Contracts
- Insurance
- Corporate Matters
- Environmental Matters
- Production Capabilities
- Government Regulations, licenses, Filings & Compliance
- Real Estate and Property

Key Assumptions + Data

- 5% revenue growth/year
- 9% expense growth/year
- \$1.5m/year budget for C-Suite and VP level hires The Pave companies
- 4.5x EBITDA multiple at exit
- \$10m/yr EBITDA trades at a far higher multiple than \$1m/yr EBITDA
- Flagger Force - \$10m/yr EBITDA, 12x multiple on exit

Select Recent Precedent Transactions

(\$ millions)

Date	Target	Acquiror	Enterprise Value	EV / EBITDA
Feb-23	Brothers National (Trilantic)*	Pavement Partners (Shoreline Equity)	CONF	11.0x
Jan-23	Flagger Force*	Blue Sea Capital	\$ 120	12.0x
Nov-22	Rose Paving*	Tenex Capital Management	245	11.0x
Oct-21	Northstar Recycling Company, LLC	Ridgemont Equity Partners	NA	14.0x
Aug-21	Helix Traffic Solutions*	Nonantum Capital Partners	338	13.0x
Aug-21	Crane 1 (Pfungsten Partners)	L Squared Capital Partners	NA	11.0x
Jul-21	Alliance Technical Group (Align Capital Partners)	Morgan Stanley Capital Partners	270	13.5x
Jul-21	TRP Construction Group, LLC (MSouth Equity)*	Arlington Capital Partners	360	12.4x
Apr-21	Stella Environmental Services (Hidden Harbor)	Leonard Green & Partners	280	12.0x
Apr-21	RoadSafe Traffic Systems (ORIX Capital Partners)*	Investcorp Holdings & Trilantic	470	11.8x
Dec-20	AWP, Inc. (The Riverside Company)*	Kohlberg & Company	650	13.0x
Dec-20	Golder Associates Corporation	WSP Global Inc.	1,165	10.4x
Nov-20	Sweeping Corp of America (Soundcore Capital Partners)*	Warburg Pincus	420	15.0x
Jan-20	Denali Water Solutions, LLC (The Firmament Group)	TPG Growth	NA	12.0x
Jan-19	Osmose Utilities Services, Inc.	EQT Partners AB	1,340	13.4x

Summary Metrics:

Mean	\$	514	12.4x
Median		360	12.0x

Portfolio Construction

Revenue Synergy

- Create fly wheel - each company is able to help grow the revenue of the others
- Vertical integration
- Able to compete as the lead general contractor for ground grating, dirt work, site prep, paving and ongoing maintenance

Expense Synergy

- Labor Efficiency – ability to have workers work on other jobs during “dead time”
- Equipment Efficiency – ability to leverage the machinery across multiple projects and companies

D & O Integration

- Successfully transitioned ownership of the platform acquisition firm
- Complete website redesign
- Upgrade account practices
- Recruited new CEO
- Implemented KPIs
- Embedded SOPs led by Shawn from Palmetto Corp
- Aligned on goal setting + revenue targets for the team
- Existing leadership team + Greg are coming back with their detailed plan to get to the target revenue number
- Made six recommendations to the existing leadership team to be implemented right away



Risks

A Cash Flow

B Project Delays

C Project Estimation



Acquisitions

D&O Contractors

Phoenix, AZ

Purchase Price:

6.5M

EBITDA:

1.7M

Seller Carry

1.5M

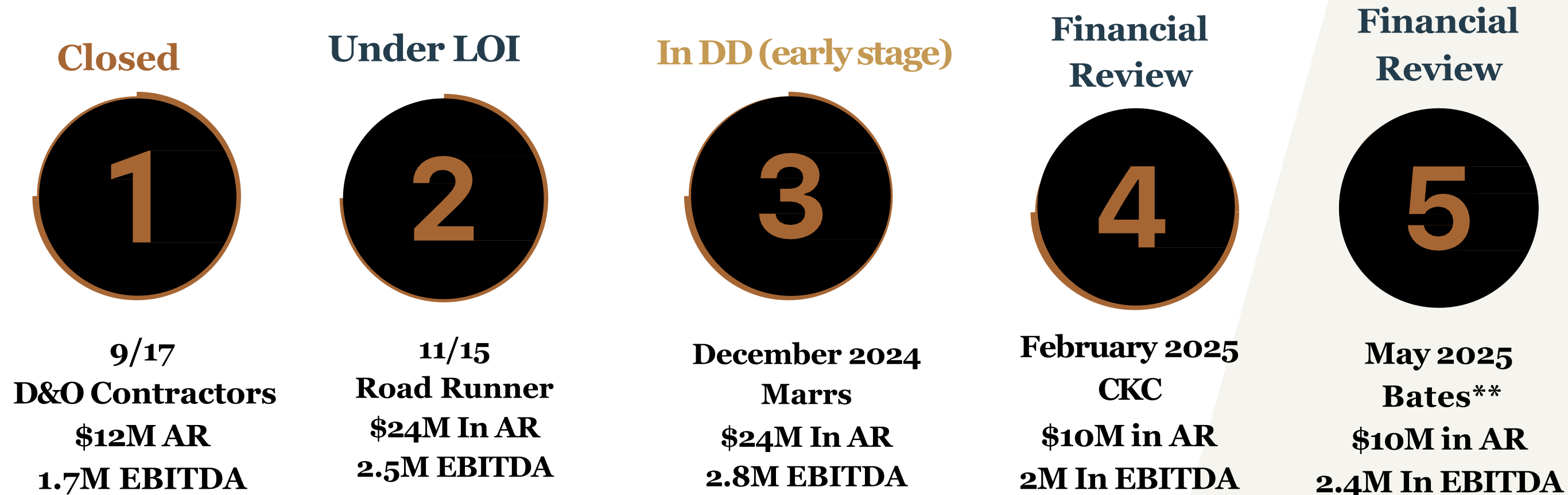
Equity:

1.15M

Senior Debt

3.8M

Current Pipeline



Our Target Markets

**South West with a
focus in Arizona.**

We have data to back it



West Coast Focus

The Financing

A

We use an accredited Private Credit Fund for all the debt

B

We use debt that collateralizes against the assets of the companies.

C

We borrow anywhere from 75-85% LTV with a 10% seller carry and equity roll over from the existing owner.



Financials and Projected Returns

Annualized Cash on
Cash: 25%-35%

Projected IRR:
35%-45%

Equity Multiple:
5X

Portfolio Revenue Projections

5 Years	
Revenue	\$108,104,221.57
Cost of Goods Sold (COGS)	\$85,510,517.26
Gross Profit	\$22,593,704.31
Marketing, Advertising & Promotion	\$0.00
General & Administrative	\$8,725,985.63
EBITDA	\$13,867,718.68
Depreciation & Amortization	\$449,334.60
EBIT	\$13,418,384.08
Interest Expense	\$124,208.94
Current Taxes	\$416,856.98
Net Earnings	\$12,877,318.16
Asset Management Fee	\$1,081,042.22
Additional Capital Invested	\$1,500,000.00
Cash Flow From Operations	\$10,296,275.94

By the Numbers

50K

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Projected IRR

SDIRA

**Invest with your Self Directed
IRA**

11.25%

Preferred Return

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**Acquisition
Equity Multiple on EBITDA**

Investment Timeline

Funding Deadline

November 11th

Target Closing Date

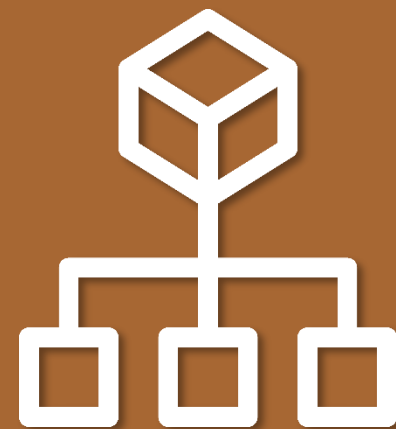
Week of
November 18th

Structure

506(c)

Only open to accredited investors

Distributions & Communications



Monthly
Distribution



Quarterly
Reporting

Scan for more information or to invest.



Invest Today

For information on how to invest.

Get more information

Jeff Greenberg

Set up an appointment

Jeff@synergeticig.com

