

## PROJECT BREAKWATER



### Industry-Leading Marine, Heavy Highway and Deep Foundation Specialty Construction Services



**Overview:** Our Client is a Florida-based heavy marine construction contractor, delivering specialized infrastructure solutions throughout the southeastern United States and the Caribbean. For 40 years, the Company has built a strong reputation for technical expertise, a safety-first culture, and consistent on-time, on-budget execution. Its proven performance in high-stakes environments has earned the trust of customers, including the U.S. Navy, U.S. Army, U.S. Coast Guard, Port Authorities, municipalities, and developers.

**Expertise:** As established industry leaders in marine construction, our Client has played a pivotal role in advancing critical waterfront development, port infrastructure, water control structures and coastal resiliency initiatives. The Company's core capabilities include the construction of eco-friendly seawalls and bulkheads, concrete and timber piers, pile driving, fender systems, marina facilities, bridges, ports, shipyards, fishing piers, and shoreline stabilization, serving both public and private sector clients. The Company helps municipalities and commercial property owners address rising sea levels with elevated seawalls, jetties, and erosion control systems. Supported by a results-driven executive team and specialized fleet, it delivers precise project estimation, disciplined budget control, and deep operational expertise.

#### Key Highlights

- Strong financial performance
- Loyal customer base and industry-wide reputation
- \$91M backlog; significant pipeline and growth opportunities

| Metric                   | Forecast 2025 | Y-o-Y Δ |
|--------------------------|---------------|---------|
| Sales                    | \$41.2M       | +30%    |
| EBITDA                   | \$11.0M       | +72%    |
| EBITDA margin            | 26.6%         | +31%    |
| 2024 Contracts Completed | 25            | +39%    |

**Market Dynamics:** The U.S. marine construction market is expected to grow at a 4.8% CAGR to reach \$15.2B by 2030. Growth is driven by offshore wind, coastal infrastructure, climate resilience, and defense investment. Advancements in materials and automation are boosting efficiency, while stricter environmental regulations are driving demand for sustainable solutions. Rising sea levels ensure a steady pipeline of future projects, and the Company's client relationships and innovation reinforce its position as a trusted partner in complex marine construction.

**Opportunity:** Our Client offers industry-leading marine, heavy highway, and deep foundation specialty construction services, backed by a profitable, proven, and scalable competitive advantage. Led by a world-class executive team and supported by a highly skilled workforce, the Company is seeking a strategic acquirer or financial partner that can provide the additional infrastructure needed to build on its momentum and accelerate growth. Kensington Park Capital has been engaged to lead that search.