



Medium & Heavy-Duty Truck Parts Distribution & Services

Falcon Affiliates Target Industry

Industry Overview

- Distributors of aftermarket parts for class 4-8 trucks which are sold to maintenance and repair shops, fleet owners and operators
- Market Size: ~\$12 billion
- Growth Rate: ~3.5% CAGR (2017-2022E)
- SIC Code(s): 5531, 5013
- NAICS Code(s): 423120

Industry Highlights & Falcon Value Add

- Maintenance and repair activities create steady demand
- Highly fragmented industry
- Essential part of economy
- Industry tailwinds:
 - Increasing environmental regulations and safety compliance
 - Growing freight volume by trucking
 - Rising average vehicle age
- Industry knowledge and investment expertise through ownership of Tidewater Fleet Supply and TNT Parts
- VIPAR MOU
- Brings expertise through numerous relationships with knowledgeable industry operators

Key Products & Segments

Mechanical

Exterior

Electrical

- Engine
- Drivetrain
- Filters

- Windows
- Mirrors
- Bumpers

- Sensors
- Lights
- Batteries

