

# Medium & Heavy-Duty Truck Parts and Distribution

(Existing Operating Company Industry)

## Industry Overview

- Distributors of aftermarket parts for class 5-8 trucks sell to maintenance and repair shops, fleet owners, and operators
- US Market Size: \$12 billion<sup>1</sup>
- Estimated Projected Growth Rate: 2.2% CAGR<sup>1</sup> (2015-2030)
- NAICS Code(s): 423120

## Services & Segments

- Mechanical - Engine, driveline, hydraulics & PTO (power take off)
- Chassis - Brakes, filters, hoses, fittings & replacement parts
- Electrical - Sensors, lighting, batteries & rotating parts
- Trailers - Trailer parts, cargo control & maintenance

## Performance & Catalysts

- The average vehicle age is rising → increasing demand for maintenance and repair services
- Provides services to an extremely essential part of the economy
- Falcon currently possesses deep industry knowledge and expertise through ownership of Tidewater Fleet Supply/TNT Parts, and has numerous relationships with knowledgeable industry operators
- Highly fragmented industry with opportunity for acquisition

