



INVESTOR PRESENTATION · INSTITUTIONAL REVIEW

Dump Masters™

Turnkey Dumpster-Rental Business
Infrastructure

Confidential Review Materials · Prepared for Prospective Owners and Their Advisors

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The mandate

A direct operating-business thesis

- ◆ Convert capital into an owner-operated local service business
- ◆ Begin with physical fleet capacity and a defined launch system
- ◆ Retain ownership, pricing control, and operating responsibility
- ◆ Evaluate the opportunity as a business acquisition decision—not a passive investment

OPERATING THESIS

The market need

Local demand is won through service execution

01

Contractors, remodelers, property managers, and cleanout operators require reliable debris capacity

03

Demand is market-specific and must be independently verified

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02

Local service quality depends on availability, speed, placement accuracy, and communication

04

No national market-size claim is required to underwrite one local operating territory

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The fragmentation problem

Operational inconsistency creates both risk and opportunity

- ◆ Many local providers compete on phone availability rather than operating discipline
- ◆ Lead response, quoting, dispatch, billing, and follow-up are often disconnected
- ◆ Fleet downtime and inefficient routing can erase attractive headline revenue
- ◆ New operators face simultaneous equipment, brand, systems, vendor, and execution decisions

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The Dump Masters solution

A coordinated launch stack governed by contract

- ◆ Equipment described in the applicable signed package schedule
- ◆ Brand or web deliverables only when specified by contract
- ◆ System configuration only when specified by contract
- ◆ Planning or vendor support only when specified by contract
- ◆ Owner retains responsibility for local execution, compliance, sales, and service

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What the buyer is acquiring

Contracted assets and launch services—not a financial security

- ◆ A business-launch package—not equity in Dump Masters
 - ◆ Equipment and implementation services defined in the signed agreement
 - ◆ Operating infrastructure intended to reduce setup complexity
- ◆ No pooled capital, managed account, franchise relationship, or guaranteed customer flow
 - ◆ Final inclusions, warranties, timing, and acceptance criteria are contractual

CAPITAL ARCHITECTURE

Three capitalization paths

LAUNCH

5

dumpsters

\$37,974

GROWTH

10

dumpsters

\$74,987

PORTFOLIO

20

dumpsters

\$147,964

Package price is not total required
capitalization

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Buyer should separately budget hauling,
insurance, permits, disposal, labor, fuel,

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Capital allocation framework

Purchase price is only one layer of capitalization

- ◆ Acquisition capital: contracted equipment and launch services
 - ◆ Mobilization capital: delivery, registration, insurance, permits, and initial marketing
 - ◆ Operating liquidity: payroll, fuel, hauling, disposal, repairs, software, and chargebacks
- ◆ Contingency reserve: downtime, claims, weather, customer concentration, and slower ramp
 - ◆ Verify every line item before commitment

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The operating flywheel

Five linked disciplines

- ◆ Acquire: targeted outreach and local intent capture
- ◆ Convert: rapid response, qualification, quote, and payment discipline
- ◆ Deploy: delivery, placement documentation, and route control
- ◆ Service: proactive communication, swaps, extensions, and issue resolution
- ◆ Retain: contractor accounts, property relationships, and referral loops

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Demand-generation architecture

Measured channels, not vanity traffic

- ◆ Local search presence and service-area landing pages
 - ◆ Direct outreach to contractors and property professionals
 - ◆ Fast quote handling with clear service boundaries
- ◆ Account development for repeat commercial demand
 - ◆ Channel performance measured by qualified lead, booked job, contribution margin, and repeat rate—not vanity traffic

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Fleet deployment discipline

Capacity becomes valuable only when controlled

- ◆ Match container availability to verified customer segments
 - ◆ Define delivery radius, service windows, and prohibited materials
 - ◆ Control turns, idle days, extensions, and unauthorized use
- ◆ Document condition at delivery and pickup
 - ◆ Maintain spare capacity and escalation procedures appropriate to fleet size

UNIT ECONOMICS

Underwriting the unit

Model contribution from local evidence

REVENUE

**Completed rentals ×
realized price**

VARIABLE + FIXED + RESERVE COSTS

**- Complete local cost
evidence**

CONTRIBUTION

**= Underwritten operating
result**

Contribution economics must be modeled using local quotes—not website examples

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UNDERWRITING DISCIPLINE

Scenario analysis—not a forecast

DOWNSIDE

slower demand ramp,
lower realized pricing,
higher disposal
expense, and more idle
days

BASE CASE

assumptions supported
by written local
evidence and
conservative conversion
rates

UPSIDE

higher turns or repeat
accounts only after
operating proof

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Stress every case for working-capital needs
and fleet downtime

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**No scenario represents typical or
guaranteed performance**

OPERATING THESIS

Control environment

Operating cadence

01

Daily: leads, quotes, scheduled moves, exceptions, and cash collection

02

Weekly: turns per unit, utilization, realized price, variable cost, complaints, and receivables

03

Monthly: channel ROI, contribution margin, maintenance reserve, concentration, and

liquidity runway

04

Quarterly: pricing, service radius, vendor terms, insurance, compliance, and

expansion gates

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Key risks

Capital loss is possible

- ◆ Demand and competitive pricing risk
- ◆ Vehicle, hauling, disposal, and vendor dependency
- ◆ Damage, theft, prohibited materials, injury, and environmental exposure
- ◆ Permitting, zoning, tax, insurance, and employment compliance
- ◆ Customer concentration, bad debt, seasonality, weather, and execution risk
- ◆ Capital loss is possible

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Risk-mitigation playbook

Controls before scale

- ◆ Independent market validation before launch
- ◆ Written vendor quotes and backup-provider coverage
- ◆ Deposits, payment authorization, prohibited-material terms, and condition evidence
- ◆ Appropriate insurance reviewed by a qualified broker
- ◆ Preventive maintenance and incident-response procedures
- ◆ Expansion only after KPI thresholds and reserve requirements are met

OPERATING THESIS

90-day implementation framework

A gated operating sequence

01

Phase 1 · Validate: entity, insurance, compliance, market, pricing, vendors, and budget

02

Phase 2 · Mobilize: accept equipment, configure systems, test workflows, and prepare launch channels

03

Phase 3 · Launch: controlled service radius, measured acquisition, daily exception

04

Phase 4 · Stabilize: repeat accounts, pricing refinement, maintenance cadence, and

review

operating dashboard

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The owner profile

Execution capacity matters as much as capitalization

- ◆ Financially able to fund acquisition plus reserves
- ◆ Prepared to manage or supervise local operations
- ◆ Comfortable with physical assets, field exceptions, and customer accountability
- ◆ Willing to sell, measure, document, and improve
- ◆ Uses professional legal, tax, insurance, and accounting advice
- ◆ Does not mistake infrastructure for guaranteed performance

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Institutional diligence checklist

Resolve material unknowns before signing

- ◆ Confirm package schedule, equipment specifications, title, delivery, warranties, and acceptance
- ◆ Validate local pricing, competitors, disposal options, hauling, permits, storage, and insurance
- ◆ Build downside/base/upside models with complete cost assumptions
- ◆ Review entity, tax, employment, environmental, contract, and financing implications
- ◆ Identify decision rights, reporting cadence, reserve policy, and expansion criteria

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Decision framework

Evidence before commitment

- ◆ Proceed only if local evidence supports the operating thesis
 - ◆ Select the smallest fleet that fits verified demand, management capacity, and liquidity
 - ◆ Require signed-document clarity on every material deliverable
- ◆ Preserve contingency capital after purchase
 - ◆ Next step: complete diligence with your advisors and resolve open items before signing
 - ◆ No earnings or investment outcome is guaranteed