## TNNNEL

## Proprietary partnerships & Coinvestment opportunities

Institutional deal flow for accredited individual investors seeking more.

Niche alternative investment strategies for accredited investors & qualified purchasers



## **TONNEL** Investor Portal

#### Email Address

example@email.com

Password

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Are you interested in generating wealth the same way that ultra high net worth family offices do?



## These generational wealth investors target annual returns above 33% by leveraging high profit margin, low risk businesses and assets.

## TUNNEL

The express car wash segment has become a high value target of their capital. Especially new development.

## TONNE

Why?... Because tech advancements in the car wash industry have transformed the operating model into a low labor, high profit, real estate based- cash making machine.

## TONNEL

Through Tunnel, now you can start making big returns in this exciting sector too. With total confidence. **Completely passive, and with** no risk of debt financing.

#### TONNE

Are you ready to start making cash returns of 30% or better while appreciating your capital by 200%>? We will show you how.

## TONNE

## **ABOUT THE FIRM**

Tunnel is an entrepreneurial investment firm that targets high profit margin businesses for investment. Tunnel's principals & directors have been professionally managing alternative partnerships in various asset classes for more than a combined 60 years. We are a collaborative team of entrepreneurs, operators, managers, and advisors that bring a diverse set of skills to the deal room. From scaling startups, to founder buyouts, to asset acquisitions, to development projects, our team has done it. Simply put, we identify attractive opportunities in various sectors, and develop actionable platforms to capture the value. In every deal we sponsor, we co-invest equity alongside our limited partners to align interests and incentivize strong performance.

## **OUR INVESTMENT PHILOSOPHY**

We have one paramount rule we live by at Tunnel that informs all of our investment strategies, decisions, interests, and pursuits:

#### **#1 NEVER LOSE OUR INVESTORS MONEY.**

We are committed to a disciplined approach that avoids unnecessary risk, while unlocking high returns through active management, creative structuring, and a keen sense for consistently identifying and seizing niche value added opportunities.

#### TUNNEL

## Investment Team





## **Derek S. Evans**

Tunnel CEO & Chairman of Captain Car Wash Co.

## Kevin Kottwitz

Director of Car Wash Operations & CEO of Captain Car Wash Co.



## **Morgan Thomas**

**Director & Corporate Controller** 

## **Executive Team**







Vice President

## **Jonnae Rodriguez**

**Executive Assistant** 





## **Col. Tom Connally**

**Director of Leadership** 

## Development Team





## **Tim Attlee**

**Director of Construction & Development** 

## **Veronica Attlee**

**Commercial Real Estate & Acquisitions Advisor** 



## **Drake Hitchcock**

**Director of Design &** Architecture

# Advisory Team





## Lt. Col Joseph Hansen

**Banking & Finance Advisor** 

## **Ken Judd**

**Investment Banking & M&A** Advisor





## **Keith Stewman**

**Equipment Design & Operations Advisor** 

## **Express Car Wash Value Drivers**



Industry is in an evolutionary growth phase. Active M&A environment. Emergence of private equity & other financial buyers. Trading at a 1.1x premium to other CRE verticals.



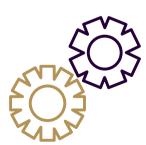
Cloud based point-ofsale tech for remote management & real-time reporting for management & investors.



Technology enabled operating model significantly reduces labor costs. 65-70% net operating income margin target.



No receivables. Virtually no inventory management. High demand from consumers



Unlimited monthly membership plans for subscription based recurring revenue.

# Express Car Wash in the news





Mister Car Wash, the 340 location chain, announced the pricing of its IPO on June 25th 2021. MarketWatch reported that the IPO values Mister at \$4.44 billion

Shaquille O'neal, famous NBA star turned business mogulwith an estimated net worth of \$400m- adds 150 car washes to his impressive investment portfolio.

TONNEL



Driven Brands (NASDAQ: DRVN) has acquired 50 car washes in 2021. Since acquiring International Car Wash Group in 2020, Driven has now acquired 67 new car washes.



Kansas City Chief's star Travis Kelce announces investment into Club Car Wash after learning of the car wash industry's trajectory. (2021)



has been recapitalized in partnership with



GOLDEN GATE CAPITAL

Golden Gate recaps Tidal Wave Auto Spa in a \$950m deal. Tidal has grown 50% annually since 2017, pushing its footprint north of 60 locations. (2021)

## **Our Car Wash Brand**





CLICK











# CAR WASH



# **Our Strategy Simplified.**



# Invest in the best tier 1a dirt

The base component of an express car wash is LAND. They aren't making any more of it. We will invest up to \$1.5m in high traffic retail corridor lots in dynamic growth markets. Potential appreciation is 1.5-2x

## **Construct & Operate for CF**

We develop the project through city P&Z, obtain bank financing to leverage equity, and manage the build. We open and operate the location. Profits are distributed quarterly to investors.



# Position for strategic exit

Strategic & financial buyers are actively acquiring express facilities for 10x ebitda. We maintain relationships with the top acquirers and buy out firms. 7 year exit strategy.

#### TONNEL



invested.

Tunnel invests 2.5-10% equity alongside Limited Partners. Tunnel guarantees debt financing. Bank financing is nonrecourse to limited liability investors.

Limited liability investors receive 100% of net income distributions as a preferred return. Upon payout, Tunnel earns a 20% promoted carried interest.

#### **CAPITAL STRUCTURE PER LLC SERIES**

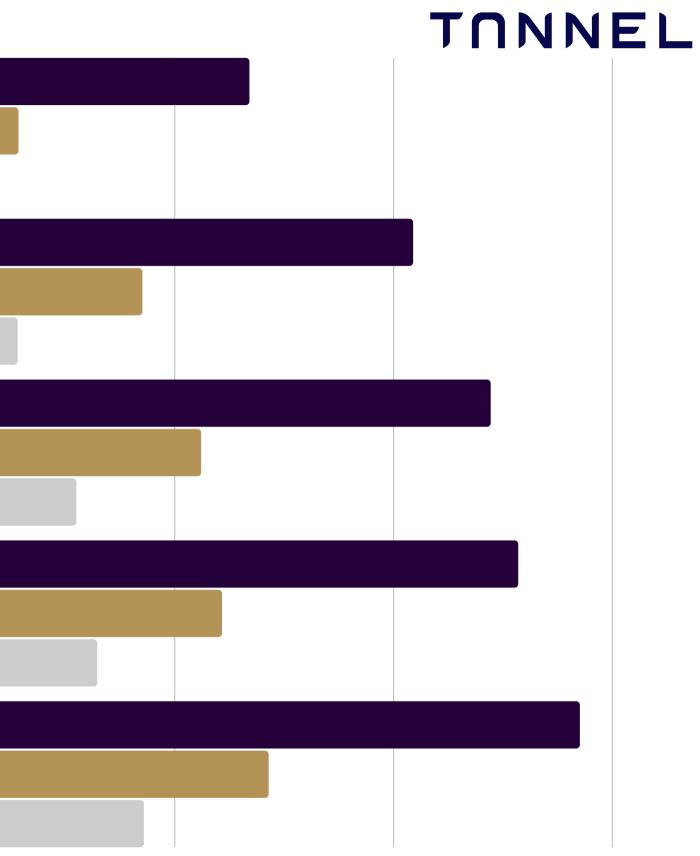
## Moderate leverage allows for amplified return on equity



5 YEAR FINANCIAL PROFORMA EXPECTATIONS PER LOCATION	Year 1			
Tunnel takes a disciplined approach to express car	Year 2			
wash site selection criteria. We expect to capture between \$1.5-2m	Year 3			
in topline revenue per location based on our	Year 4			
criteria.	Year 5			
Dark blue = Gross revenue Gold = EBITDA	\$	0	\$500	D,00

Grey = Net income

Based on independent site analysis & financial proforma from trusted 3rd party consulting firms



#### 00 \$1,000,000 \$1,500,000 \$2,000,000

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#### **TECHNOLOGY ENABLED INVESTOR PORTAL**

"At Tunnel, we strive to bring transparency to private placement investments. Our portal allows investors to stay up to date with investment activity & new offerings, instantly communicate with management, keep track of cash distributions, connect to real time sales data from your facilities, and keep your investment and tax documents organized and at your fingertips"

## TONNEL

## At Tunnel we believe technology should support our relationships with investors, not replace them.

# Steps to Get Started

01

#### Register an account on our investor portal

02

Review the active offering 03

Schedule a call with our investment team

All of Tunnel's investment offerings are distributed through our user friendly online investment portal Once registered you are free to browse through current and past investment offerings. Click the "Invest" button if you are ready to invest. If you have any questions use the chat feature to schedule a call.

## TONNEL

04

Execute sub docs & verification form

#### 05

Sit back and relax. We have the rest covered.

Once you are ready to invest you can either download sub docs from the portal or our team will send eSign You will receive periodic updates and reports as the project goes through development stages.

# Can you really call yourself diversified if you don't own this evolved asset class ?

<u>Click here to register a Tunnel portal account</u>

