

Opportunity

BN000038801 – Exterior Wall Cladding Provider and Installer

Location: Southwest, U.S.



The Company is a provider and installer of exterior plaster materials, lath, scaffolding, and EIFS for general contractors and builders of new commercial buildings and residential homes. The Company also repairs and resurfaces exterior walls of existing buildings and residences.

Bids Invited

Key Aspects

- Experts in wall cladding systems with extended experience in various finishes, textures, and job types
- The Company achieved a compound annual growth rate (CAGR) of 49.0% from 2021 through 2023
- Over 2.4 million cubic meters of exterior plaster has been produced and more than 280 projects completed
- Regularly performs self-audits to ensure all employees are extensively trained and OSHA-compliant

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2021	Internal	\$4,008	\$1,623	\$479
12/31/2022	Internal	\$6,689	\$2,552	\$1,163
12/31/2023	Internal	\$8,899	\$2,666	\$1,175

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Implement an external insulation and finishing systems (EIFS) team for contracts on high-end projects
- Pursue projects with custom home builders, which provide increased margins with less volatility to interest rates
- Utilize industry knowledge to gain a competitive advantage and secure projects for light and medium commercial construction
- Expand product offerings to interior wall finishes

Headquartered

- Southwest, U.S.

Current Markets

- The Company serves commercial, municipal, and residential customers in need of exterior cladding solutions for new and renovation construction projects throughout the Southwest U.S.

Real Estate

- The Company operates from a 6,000 sq. ft. warehouse which is leased from a related entity and not expected to be part of a sale. The lease is assumable by new ownership and can be renewed upon expiration of the current lease.

Shareholder Objectives

- The Company is equally owned by two shareholders who are seeking an eventual full exit from the Company to pursue other unrelated business ventures. One owner is open to a negotiable transition period post-sale to ensure the future growth. A second owner is willing to accept a short-term transition period before making a full exit.

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