

# Opportunity

## BN000049761 – Full-Service Residential & Commercial Roofing Company

Location: Southeast US



The company provides full-service commercial and residential roofing services in the southeast market. The company has over 25 years of experience in the roofing industry.

## Bids Invited

### Key Aspects

- Revenue and adjusted EBITDA grew at compound annual growth rates (CAGRs) of 12.8% and 32.1%, respectively, from 2021 through the trailing-twelve-month (TTM) ending June 30, 2023
- Estimated backlog of \$20 million as of June 30, 2023
- Management notes that 75% of revenue comes from repeat clients
- The two operating facilities are strategically placed to cover the company's primary servicing regions
- Developed an in-house mobile application software that enables field reporting in real time
- Well-established and published as one of the premier roofing subcontractors in the southeast

**Financial Note:** According to management, there is a minimum amount of approximately \$200,000 of intercompany revenue and associated costs recorded in the financial statements presented throughout the CIM; additional adjustments to revenues and costs may be required

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2021	Combined	\$45,249	\$2,720
12/31/2022	Combined	\$49,405	\$3,129
6/30/2023	TTM	\$54,233	\$4,130

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

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## Opportunities

- Expand the service area to new geographies
- Bolster the company's service capacity and continue to diversify service offerings
- Pursue additional commercial opportunities within the company's existing operational footprint

## Headquartered

- Southeast US

## Current Markets

- The company serves customers through its two locations with an emphasis on residential and commercial-related roofing projects

## Real Estate

- The company operates from two locations totaling approximately 16,000 sq. ft.
- Both locations encompass office and warehouse space and are rented from unaffiliated third parties

## Shareholder Objectives

- The company is owned by three shareholders all of which are involved in day-to-day operations and are willing to remain with the company for a predetermined period to facilitate a smooth transition to new ownership

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