

Opportunity

BN000048071 – Siding Installation Contractor

Location: Southeast US



The company is a collection of specialty siding installation contractor subsidiaries. The company focuses on single-family and multi-family new construction within Southeast US.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA grew at compound annual growth rates (CAGRs) of 46.8% and 61.0%, respectively, from 2020 to 2022
- Average gross profit margins of 25.0% from 2020 to 2022
- Management notes that approximately 80% of revenue in 2022 was generated from repeat customers
- Strong reputation of top-quality services and a well-crafted brand identity

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Consolidated	\$12,229	\$3,058	\$1,014
12/31/2021	Consolidated	\$18,748	\$5,109	\$2,532
12/31/2022	Consolidated	\$26,355	\$6,034	\$2,628

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

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Opportunities

- Expand market share and customer base by diversifying product and service offerings
- Geographic expansion into other areas of the U.S. with high rates of construction activity
- Focus on building connections with general contractors, national and regional builders, architects, and real estate developers
- Continue to grow the company's commercial projects portfolio

Headquartered

- Southeast US

Current Markets

- The company serves single-family and multi-family builders and general contractors throughout the Southeast US. The company provides products and services for residential and commercial projects.

Real Estate

- The company operates from a 2,000 sq. ft. facility leased from an affiliated entity. There is room to grow in the current location. Management notes that the real estate may be included in the sale or leased long-term.

Shareholder Objectives

- The company is equally owned by two shareholders. Both shareholders are willing to remain with the company following a sale and are open to different responsibilities and positions.

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