

Opportunity

BM011654 – Window & Door Solutions Provider

Location: Florida



The company, is a Florida-based supplier and installer of windows and doors. The company's window and door solutions include impact, non-impact, and energy efficient options.

Bids Invited

Key Aspects

- Combined net revenues and adjusted EBITDA grew at compound annual growth rates (CAGRs) of 38.1% and 151.2%, respectively, from 2020 through the trailing twelve months (TTM) ending October 31, 2023
- Gross profit margins averaged 59.5% from 2020 through 2022
- Strong relationships with local and regional manufacturers
- Minimal customer concentration with no customer accounting for more than 2% of revenue in 2023
- High brand loyalty through the offerings of high-quality products and superior customer service

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2020	Combined	\$2,812	\$81
12/31/2021	Combined	\$2,979	(\$111)
12/31/2022	Combined	\$4,442	\$381
10/31/2023	TTM	\$7,015	\$1,102

Financial Note: Revenues attributable to intercompany transfers provided by management have been eliminated. Additional adjustments may be required.

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

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Opportunities

- Continue to expand primary market to include surrounding counties, in addition to serving commercial customers
- Further develop the company's energy efficient product offerings, capitalizing on recent market trends
- Expand in-house installation team and reduce the use of subcontractors
- Continue to gain relationships with contractors and builders to increase project volume
- Expand product offerings to include other construction related products such as roofing materials

Headquartered

- Florida

Current Markets

- The company primarily serves the single-family and multi-family residential markets throughout the regional market within Florida.

Real Estate

- The company operates from an 11,700 sq. ft. facility comprised of office and warehouse space. The facility is leased from an unrelated third party.

Shareholder Objectives

- The company is fully owned by a single shareholder. The shareholder is the company's president, who is seeking retirement and willing to remain with the company for a predetermined period to facilitate a smooth transition to new ownership.

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