

REVENUE / EBITDA
\$29.6M **\$8.3M**

2022 Revenue 2022 EBITDA

\$37.3M **\$9.6M**

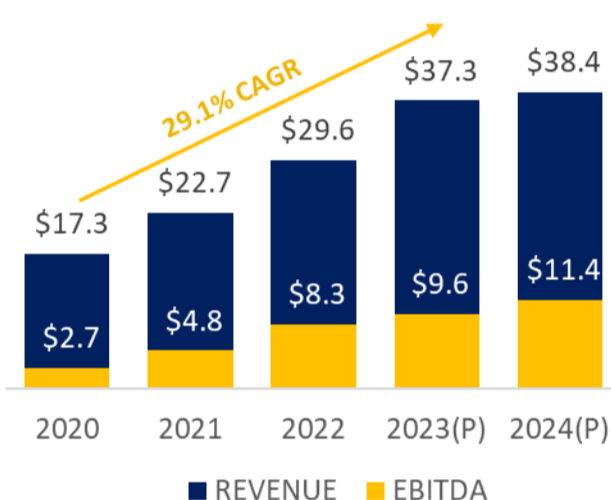
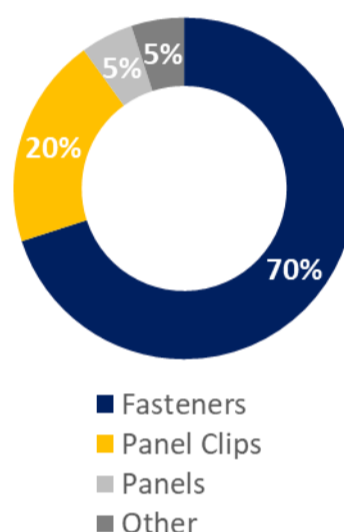
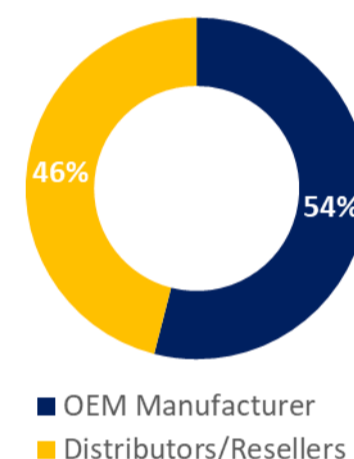
2023 Revenue (PROJ) 2023 EBITDA (PROJ)

BUSINESS HIGHLIGHTS

The Company, operating for over 50 years, is the leading US metal roofing fastener and accessory designer and master distributor. With over 1,500 distributors in the US, the Company's customer base is highly diversified and represents its consistent delivery of quality products, fast service, support and product expertise to OEM manufacturers and registered resellers.

The Company generates 99% of revenue from prior customers, with the largest account representing just eleven percent of total revenue. It serves the roofing industry through wholesaling to registered resellers and selling direct to OEM manufacturers. The Company uses tiered incentive pricing to reward loyal volume buyers and drive repeat business which led to sales growth of over 29% annually since 2020.

The Company owners, inactive in the business, are supported by an established management team and operation support of twenty full-time and twenty part-time independent sales people, operating from one of three facilities strategically located in the Southeast and Midwest.

FINANCIAL OUTLOOK (\$M)

REVENUE SOURCES

CUSTOMER MIX

ACCOUNTS

 Accounts 350
 Repeat Business 99%

TOP CLIENT (% REV.)

Client A 11%

MARKETS

 Southeast US 60%
 Rest of the US 40%

DISTRIB. CENTERS

 Southeast
 Midwest

STAFF OVERVIEW

 Managers 4 xFT
 Sales 3 xFT
 Admin. 3 xFT
 Warehouse 10 xFT 20 xPT

INVESTMENT APPEAL

- Strong Growth:** Sales have grown from \$17.3 million in 2020 to ~\$37.3 million in 2023, representing a compound annual growth rate of 29.1%. During the same period, gross profit rose from 29.6% to 37.3% and EBITDA margin grew over 10% from 15.3% in 2020 to 25.6% in 2023.
- Broad Product Offering:** The Company is a leading supplier of metal roofing fasteners and accessories, residential shingle roofing accessories, pipe flashings and vents, sealants, butyl tape and adhesives, metal roofing panel clips, steel stampings, translucent panels, polycarbonate and PVC panels, ventilation and foam closure products, reflective insulation - radiant barrier, doors, excess inventory clearance lists and misc. tools and products, post frame construction products, and concealed fastener panel accessories.
- Supplier Relationships:** The Company has deep established relationships with its suppliers, including SFS Intec, Aztec Washer Co International, Palram Americas, Bullet Boots, Edge Adhesives, Covertech, Lippert Components, and Marathon Companies. The Company leverages existing relationships for both resell products and private label manufacturing.
- Future Growth:** The Company has performed exceptionally over the historic period and expects this organic growth to continue. Additional areas of applied focus include; increasing the sales force and partnering with distributors, opening new distribution channels, selling products online through its website, investing in marketing and trade shows, and building deeper relationships with key customers.

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