

Acquisition Opportunity

Manufacturer of Window and Door Screens Atlantic Region, US

Est. 2017 Revenue: \$2.6MM

Est. 2017 EBITDA: \$413K

- **Multi-State Reach:** During 2013-2016, the Company performed work in 27 states.
- **Dominant Market Share:** Management estimates the Company holds at least a 75% market share in Philadelphia, Baltimore, and Buffalo, 50% in Chicago, and 20% in New York City.
- **Management Will Remain through Transition:** The owner is willing to stay with the Company during a transition period in order to ensure a seamless transfer of ownership.

Recast Historical and Pro Forma Statement of Income^(a)									
For the Fiscal Years Ended September 30									
(\$000)									
	Historical			Est.	Projected				
	2014	2015	2016	2017	2018	2019	2020	2021	2022
Sales	2,736	2,239	1,752	2,640	2,900	3,200	3,500	3,800	4,100
% Growth	--	-18.2%	-21.8%	50.7%	9.8%	10.3%	9.4%	8.6%	7.9%
EBIT	281	204	(1)	390	454	531	601	672	749
% of Sales	10.3%	9.1%	0.0%	14.8%	15.7%	16.6%	17.2%	17.7%	18.3%
EBITDA	347	236	136	413	481	568	654	739	824
% of Sales	12.7%	10.5%	7.8%	15.6%	16.6%	17.8%	18.7%	19.4%	20.1%

Client # 58513



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The Company manufactures quality window and door protection screens for many different environments such as schools, colleges, hospitals, urban commercial buildings, housing authorities, and residences. Key product lines are security screens, vandal resistant screens, durable insect screens, security doors, and air conditioning unit brackets and cages.

The majority of revenue is generated from the education market. The Company serves approximately 100 active contractor customers and enjoys a high rate of repeat business.

The Company's shareholder handles sales along with two staff engineers. In 2012 and 2013, the Company designed lighter products for the residential market and performed a variety of marketing activities with limited success. This represents an area for improvement, given additional expertise and resources.

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