



Residential Roofing Company - Acquisition Opportunity

Brentwood Growth has been retained to represent a leading, long-tenured roofing service provider serving residential customers in the affluent Lake Norman and greater Charlotte, NC area.

The Company

- The Company has served residential customers in the Lake Norman area since 2012. Revenues have grown at a 54% CAGR since 2021 to \$5.4M in '23.
- In addition to re-roofing, the Company offers roof repair, gutter work, and painting, though nearly all revenue is from insurance-driven re-roofing. There is zero exposure to new construction revenue.
- The Company has a very limited administrative footprint, with zero employees outside of the Owner. The Company contracts with individual sales representatives to drive revenue.
- The Company has highly efficient operations and a low capital intensity, with no inventory and limited working capital.
- The Company's key differentiator is in its sales rep training and operational processes, which the Owner has gleaned from 20+ years of experience.

Services Mix (FY23)



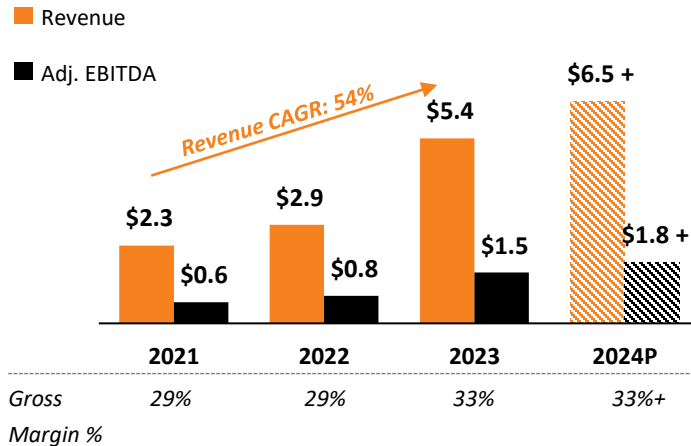
■ Re-Roof / Repair ■ New Cons. ■ Residential ■ Commercial

- Customer concentration is extremely low: In 2023, the top customer represented 1.5% of sales, with the top-10 customers representing 6.9% of sales in total.

Roofing Market

- US roofing contractor market at \$58.7 billion in 2022 and expected to grow at a 3-4% CAGR.
- Aging roofing infrastructure, extreme weather, demand for energy efficiency, and growing real estate market among reasons for growth.

Financial Trends (\$ in millions)



Opportunity and Ownership

- The Company represents an excellent platform or tuck-in opportunity for a buyer to grow organically or through accretive acquisitions.
- The Owner is looking to sell his interests in the Company and exit. However, he is willing to work with a buyer to provide support as needed to ensure a smooth transition.

For Qualified and interested Investors, please contact Jamie Weed at jamie@brentwoodgrowth.com or Tom Altmann by email at taltmann@brentwoodgrowth.com