

Brandywine

MERGERS & ACQUISITIONS

Metal Building Distributor / Installer Acquisition Opportunity

Client #10367

This company sources and installs metal buildings for an extensive and diverse customer base. End users can be found in the manufacturing, recycling, energy, timber, farming, and public sectors.

They had a very busy 2019 with Adjusted EBITDA over \$1.3M. They have remained busy through Q1 2020 and have a healthy backlog. Their 2nd half 2020 energy related projects may slow down but new municipal work is emerging that was previously not projected.

The company employs a highly skilled year-round staff but has kept fixed overhead down by augmenting their workforce using seasonal installation crews.

The owners have been looking for an opportunity to retire, but good work has continued to come in. They are now taking a serious run at retirement and are hoping to find the right acquirer to step in and take over.

2019 Actuals and Projections for 2020 can be found below. Note that the 2020 Projection is current as of March 25, 2020 and includes "contracts in hand" and "high-confidence" sales.

<i>(\$ Thousands)</i>	2019A	2020E
Sales	\$8,378	\$5,273
Cost of Goods Sold	<u>6,650</u>	<u>3,669</u>
Gross Profit	\$1,728	\$1,604
Operating Expenses	<u>355</u>	<u>370</u>
Adjusted EBITDA	\$1,373	\$1,234

The asking price for the business is \$1.6M. The opportunity has been reviewed by an SBA lender and it is expected that a qualified buyer could purchase the business at an attractive interest rate and with a down payment of \$165K.

To learn more about this opportunity, please contact us at 484-534-8600 or info@bma1.com.