



ACT
CAPITAL
ADVISORS

Pre-Engineered Metal Building Manufacturer

ACT Client #220103

Available for Acquisition

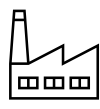
Company Overview

ACT Capital Advisors is pleased to offer a Pre-Engineered Metal Building Manufacturer for acquisition. The Company generates the majority of its revenues through the manufacturing of custom metal buildings for a wide array of industries. It provides a full-service offering from design and value-engineering, to detailing, fabrication, and finally shipping the building. In addition to its full-service design-manufacture offering, the Company also sells individual steel building components. While this division is currently smaller, it demonstrates a significant growth opportunity in the coming years. The Company is headquartered and does the vast majority of its work in the Pacific Northwest.

Industries Served:



Agriculture



Industrial



Commercial



Government



Aviation



Community

Investment Highlights

Strong Financial Metrics amid Growth: The Company has enjoyed consistent and solid revenues and profitability over the past four years, despite the COVID-19 pandemic and a fire that burned down its offices. In 2022, the Company was finally able to capitalize on investments, leading to its growth to over \$40MM in revenue and approximately \$11MM in Adj. EBITDA. Management estimates a go-forward baseline NOI of approximately \$7MM, with more than \$11MM of projects already booked for 2023.

Full-Service Offerings: Unlike the majority of competitors in the space, the Company – which is AC 472, IAS Accredited – offers a full-service suite of capabilities starting from design and value-engineering, to detailing, fabrication, and finally shipping of the building. This allows the Company to effectively execute on highly complex projects and maximize efficiencies for their clients.

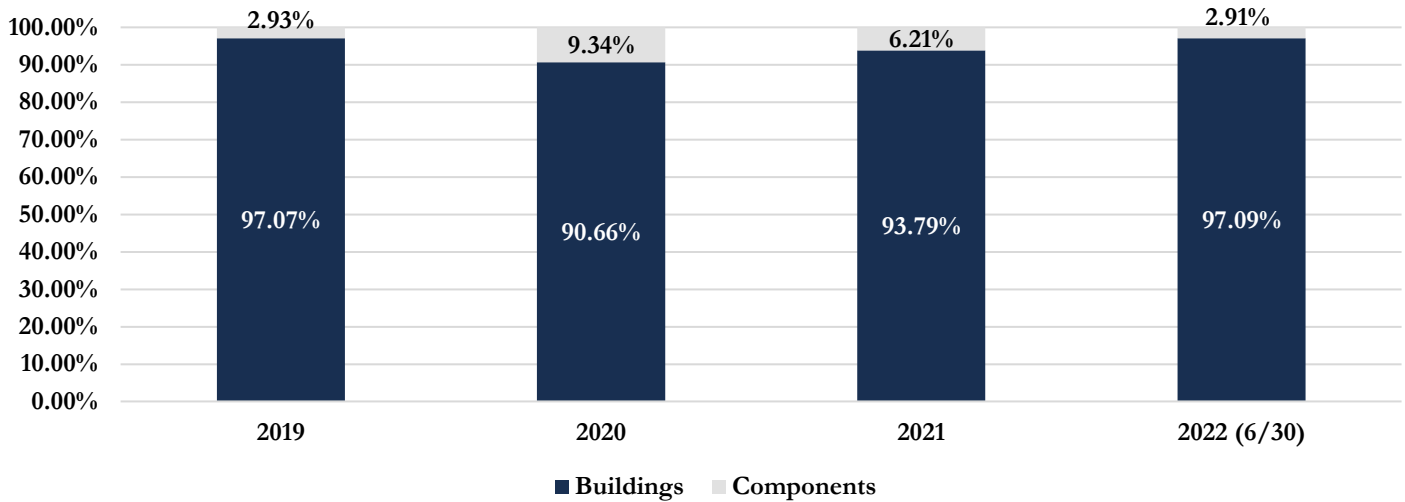
Diverse Sales Channels: The Company operates a diverse set of sales channels for its pre-engineered buildings, including sales to contractors and end-users. Additionally, the Company provides wide variety of steel building components for sale on an individualized basis.

Pre-Engineered Steel Building Market Growth: The Pre-engineered Steel Buildings industry is currently estimated at \$206.8 billion a year and is expected to grow to \$299.4 billion by 2027. The increased demand for durable, cost-efficient buildings both in the residential and commercial markets will continue to drive growth in the industry.

Deep, Talented Management Team: The Company's management team has a breadth and depth of expertise and knowledge that has been essential to its growth. Currently, the owners focus on the high-level, strategic direction of the company. Responsibility for daily operations and other key areas of necessity are actively being distributed across the Company's management team, which has positioned it for a smooth leadership transition.

Proven Track Record and Resilience: The Company brings with itself 60 years of manufacturing excellence and experience across many different industries. Despite a number of hardships, including multiple recessions, a global pandemic, and a fire burning down their offices, the Company has continued to thrive and grow.

Revenue Mix: Building vs. Component Sales



Financial Information (Historical & Pro-Forma)

FYE 12/31	2020	2021	2022	2023E	2024E	2025E
Revenue	\$13.24MM	\$18.50MM	\$41.63MM	\$37.26MM	\$40.99MM	\$43.04MM
Gross Profit <i>Margin</i>	\$3.26MM 24.60%	\$3.21MM 17.36%	\$12.91MM 31.03%	\$10.67MM 28.64%	\$11.74MM 28.64%	\$12.33MM 28.64%
Adj. EBITDA <i>Margin</i>	\$1.14MM 8.61%	\$1.54MM 8.34%	\$10.98MM 26.38%	\$8.02MM 21.52%	\$9.55MM 23.30%	\$10.41MM 24.19%

Contact Information & Next Steps

Interested parties should execute the attached Non-Disclosure Agreement (“NDA”) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (“CIM”).

NDA’s and CIM requests should be submitted to Ivan Trindev, ACT Senior Associate.

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