



Potential Buyers Profile

Select Buyer Profiles – Financial			Client Logo
Company	Overview	Portfolio Company	Rationale
Company 1 Logo	<ul style="list-style-type: none"> Company 1 seeks to invest in middle-market companies operating in the distribution, consumer, healthcare, technology and media sectors. Typical investment includes: <ul style="list-style-type: none"> Revenue: \$XXmm – \$YYmm EBITDA: \$XXmm – \$YYmm 	<ul style="list-style-type: none"> Company A: Acquired by Company 1 in 20xx. 	<ul style="list-style-type: none"> Company A is a leading roofing distribution company with over XX locations in XX states focused on serving the professional roofing contractor.
Company 2 Logo	<ul style="list-style-type: none"> Company 2 seeks to invest in middle-market companies operating in the Logistics, Value Added Distribution, Specialty Finance, Business Services. Typical investment includes: <ul style="list-style-type: none"> Revenue: \$XXmm – \$YYmm EBITDA: \$XXmm – \$YYmm 	<ul style="list-style-type: none"> Company B: Acquired by Company 2 in 20xx. 	<ul style="list-style-type: none"> Company B distributes heating and air conditioning products. The company offers heat pumps, air handlers, furnaces, coils, and comfort controls.
Select Buyer Profiles – Strategic			Client Logo
Company	Overview	Portfolio Company	Rationale
Company 5 Logo	<ul style="list-style-type: none"> Company 5 seeks to invest in middle-market companies operating in the building products, energy, distribution, materials, and telecom sectors. Typical investment includes: <ul style="list-style-type: none"> Revenue: \$XXmm – \$YYmm EBITDA: \$XXmm – \$YYmm 	<ul style="list-style-type: none"> Company E: Acquired by Company 5 in 20xx. 	<ul style="list-style-type: none"> Company E through its subsidiaries, offers home solutions heating, indoor cooling, and water heaters. The company is headquartered in St. Catharines, Canada.
Company 6 Logo	<ul style="list-style-type: none"> Company 6 seeks to invest in middle-market companies operating in the consumer products and services, specialized industrials, and business services sectors. Typical investment includes: <ul style="list-style-type: none"> Revenue: \$XXmm – \$YYmm EBITDA: \$XXmm – \$YYmm 	<ul style="list-style-type: none"> Company F: Acquired by Company 6 in 20xx. 	<ul style="list-style-type: none"> Company F provides HVAC and installation services for school districts, governmental agencies, municipalities, and private firms. The company was founded in 20xx and is based in Tucson, Arizona.
Company 7 Logo	<ul style="list-style-type: none"> Company 7 prefers investments in value-added distribution, niche manufacturing, and industrial and business services companies. Typical investment includes: <ul style="list-style-type: none"> Revenue: \$XXmm – \$YYmm EBITDA: \$XXmm – \$YYmm 	<ul style="list-style-type: none"> Company G: Acquired by Company 7 in 20xx. 	<ul style="list-style-type: none"> Company G distributes residential heating and cooling products including air conditioners, humidifiers, air purifiers, thermostats, and water heaters. In addition, it provides residential HVAC products installation and repair services.
Company 8 Logo	<ul style="list-style-type: none"> Company 8 seeks to invest in middle-market companies operating in the Energy, Financial Services, Healthcare, Industrial, Business Services, and Telecom sectors. Typical investment includes: <ul style="list-style-type: none"> Revenue: \$XXmm – \$YYmm EBITDA: \$XXmm – \$YYmm 	<ul style="list-style-type: none"> Company H: Acquired by Company 8 in 20xx. 	<ul style="list-style-type: none"> Company H is an energy and HVAC/mechanical services company that evaluates, designs, installs, and maintains buildings' mechanical systems in the United States. Its services include operational assessment, emergency repair, mission critical/data centers, and professional consultation.

Request and Guidelines Provided

- The team was asked to prepare short profiles of potential financial and strategic acquirers for a U.S. based retailer of HVAC and roofing products
- The client is a U.S. based middle market investment banking firm

Methodology and Final Deliverable

- Shortlisted the relevant financial and strategic buyers based on a screening process to select companies which invest in the distribution and retailing of HVAC or building products
- Included details of existing relevant portfolio companies or subsidiaries of the potential acquirers which operate in the HVAC or building products distribution space and the rationale behind selecting them

Screened a comprehensive list of potential financial and strategic acquirers for the target company along with providing a glimpse into their existing portfolio