

# Acquisition Opportunity

AVCP – Well-Established Windows and Doors Installation Company

Corporation Type: S-Corp Location: DFW Metroplex NAICS Code: 238350

**T|V|G** THE VANT GROUP

Fast growing and well-established company that specializes in the installation and replacement of high-quality windows and doors. The seller acts as a semi-absentee owner with a strong management team in place that oversees operations, onboarding process of new clients, talent acquisition, and ensures the standard for quality and service expectations for the company.

**ASKING**  
**\$7,000,000**

## Top Details/Business Activity

- Longevity: Established in 2002, the company has been an industry leader for 20 years
- Strong Revenue Growth: 37.8% in average revenue growth over the past 3 years
- Strong Cash Flow: \$1.60M in cash flow in 2021
- Robust Cash Flow Margins: Has averaged over 20% cash flow margins over the past 2 years
- Average Order: \$14,670
- Established Brand: Excellent reputation for outstanding work
- Extensive Marketing Campaigns: Google, SEO, SEM, Social, Billboards, Brochures, Radio
- The company's Revenue is up 38.20% (January to May) compared to last year.

## Strengths

- Proven Marketing Strategy and Process
- Proven Selling System that is detailed and teachable
- Front office and Production Systems in place that are easy to follow and teach.
- Great People that enjoy working together and want the best for the customer.

## Weaknesses

- The company does not have a home show or canvassing program.
- Local manufacturers do not meet the quality standards of the company. The company receives products out of state which adds to lead times.
- The company cannot currently buy direct from one of their door manufacturers, so the cost is more on that product.

## Marketing Strategy

- There is both an outside and inside sales force. There are five full time outside salespeople. There is one inside salesperson.

## Reason for selling

- The owner underwent brain surgery and the passing of his father in 2019. He desires to retire and spend more time with family and grandkids. He feels the business is prepped and ready to be taken to the next level by a new owner.

## Key Indicators (Cash Basis):

Year (Financial Year End: 12/31)	2022 Annualized \$'000	2021 \$'000	2020 \$'000	2019 \$'000
Revenue	8.66MM	7.74MM	5.07MM	3.31MM
Gross Profit	6.00MM	5.10MM	3.20M	2.26MM
Adj. EBITDA*	1.77M	1.67M	1.07M	569K

\*Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses.

## Included in offering:

- Assets: \$120,000

## Business Days and Hours

- Monday - Friday: 7:30am to 5:00pm
- Saturday - Sunday: Closed

## Employees:

- The Company has a total of 13 full time employees. The key employees are a Sales Manager, Operations Manager, and Office Manager.

## Support and Training

- The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 3 to 6 months. An additional consulting contract can be obtained.

## Next Steps

- In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

Alex Vantarakis, President

alex@thevantgroup.com

972.458.8989 – Ext. 102



**T|V|G** THE VANT GROUP

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# CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

## Well-Established Windows and Doors Installation Company

Sale Price & Down Payment: \$7,000,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.

2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.

3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.

4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.

5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.

6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.

7. A facsimile transmission of this document is legal and binding.

8. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.

9. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

### RECIPIENT:

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Street

\_\_\_\_\_  
Signature

\_\_\_\_\_  
City State Zip

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Phone

Date: \_\_\_\_\_

\_\_\_\_\_  
Fax