

## **Class-A Licensed HVAC Company**

Serving both residential and commercial customers. Capabilities include complete HVAC system design, fabrication and installation. Strong contractual customer relationships providing value-added services with an established, tenured non-union workforce.

**Est. 2023 Revenue \$6.3 MM    EBITDA \$484K**

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### ***Investment Highlights***

Factory trained technicians have been certified to repair, maintain or replace a wide variety of residential and commercial systems. The Company's technicians are also experts in repairing or replacing walk-in freezers, coolers, ice machines and ice cream boxes.

- **Market Leader:** In operation for over 60 years, the Company continues to evolve in order to meet the changing needs of its customers earning a reputation as a leader in the maintenance and installation of high-end heating and cooling systems. The Company maintains a 99% rate of repeat business.
- **Consistent Historical Growth:** Revenue increased at a CAGR of 4.9%. and Net Income increased at a CAGR of 9.6% during the historical period. These growth numbers reflect the strength of both the Company's market niche as well as the operational strength of the management team.
- **Market Niche:** The Company has adopted a refined and specialized marketing strategy that focuses on affluent customers. Locking these customers into annual service contracts reduces the potential for competitive bidding for replacement contracts. It also subdues the potential for collection problems for systems and services that have already been delivered.
- **Capacity for Increased Revenue:** The Company currently maintains systems in 5.6% of the homes valued at over \$6,000,000 and 42% of the Commercial customers in its target geographic market. There is strong potential for growth including expansion to other affluent areas outside of the current target market.
- **Strong Management Team and Experienced Employees:** Experienced, dedicated technicians and a full second tier management team provide a true competitive advantage due to their extensive knowledge. The second-tier management team is expected to stay post-transaction.

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