

The Business

- Based in the Rocky Mountain region, with entities in western states, Project Elevation (“The Company”) is a premier Window, Door, and Siding & Gutters company, founded in 1989
- The firm performs end to end installation services for its customers on all products and has strong relationships with several top suppliers in the region. Projects exclusively focus on retrofit work - no work on new housing builds
- The company has seen strong growth and positive consumer feedback across over three decades, including an expansion to two new markets in 2011 and 2014, both of which have been very successful and have helped grow the company
- A well-developed business model and sales approach positions the company well for geographic and product expansions
- Company is a largely recession resistant asset, with demonstrated demand during economic downturns, even the 2008 housing crisis

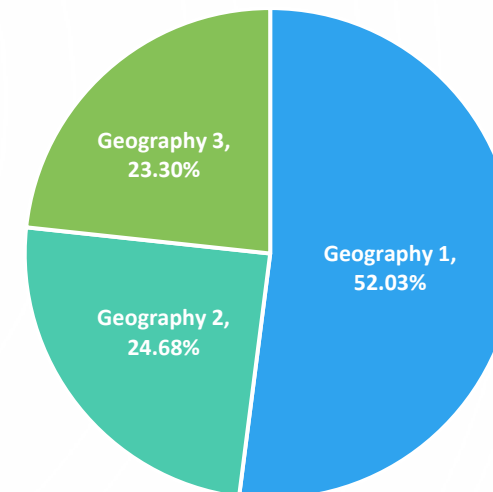
Owners’ Objectives

- The company consists of separate 4 entities
- Ownership of the entities is split between the Founder/ CEO, his wife, and the VP of Sales
- Post-transaction, the sellers are willing to stay on for a transition period to assist with the operations and hand-over to the new owner

Highlights

- Proven Track Record
- Strong reputation amongst customers
- Energy efficient Product offering
- Focus on retrofit projects
- Highly effective sales & marketing process
- Targeted use of data and analytics
- Poised for growth

Geographic Revenue Breakdown*



Historical Financials

	2018	2019	2020	2021
Total Revenue	19,811	20,499	20,320	20,518
Total COGS	16,346	16,101	15,541	15,808
Gross Profit	3,464	4,397	4,779	4,710
<i>Margin</i>	17.49%	21.45%	23.52%	22.95%
Total Expense	2,906	2,950	2,744	2,839
Net Ordinary Income	558	1,447	2,036	1,871
<i>Margin</i>	2.82%	7.06%	10.02%	9.12%
Net Other Income	(57)	(18)	(360)	1,121
Net Income	502	1,430	1,676	2,992
Adjusted EBITDA	1,318	2,227	2,755	2,904
<i>Adjusted EBITDA Margin</i>	6.65%	10.86%	13.56%	14.15%

* YTD September 2021