

[IBEQ] – Leading HVAC Contractor with High Profit Margins

Corporation Type: Limited Liability Company Location: DFW Metroplex NAICS Code: 238220

The company specializes in both commercial and residential HVAC services. They offer comprehensive installation, repair, and maintenance solutions for HVAC systems tailored to the needs of businesses and homeowners. With a focus on quality and reliability, they have built a strong reputation for efficiently addressing HVAC equipment needs. Over time, their commitment to exceptional service has led to a high rate of referrals and repeat business. Their service history reflects a dedication to maintaining and improving HVAC systems, ensuring client satisfaction across a diverse client base.

ASKING
\$525,000

Top Details/Business Activity

- **Service Offering:** Specializes in the maintenance, repair, and replacement of HVAC equipment for both commercial and residential clients.
- **Industry Longevity:** Established in 1991, the company has maintained its leadership position for over 30 years.
- **Operational Efficiency:** Functions with minimal overhead, using only subcontractors and no office space or direct employees.
- **Revenue Stability:** Achieves consistent average gross revenue of over \$500,000 in the past two years.
- **Strong Financial Performance:** Reports robust cash flow exceeding \$225,000 in both 2023 and 2024. High Cash Flow Margins: Maintains an impressive average cash flow margin of 48.4% over the past five years.
- **Marketing Strategy:** Relies predominantly on referrals and repeat business for 90% to 95% of its revenue.
- **Workforce Structure:** Operates with a team of experienced third-party subcontractors and no direct employees.

Strengths

- **Exceptional Work Quality:** Delivers high-caliber HVAC services, ensuring reliable and efficient performance for both commercial and residential systems.
- **Strong Client Trust:** Builds strong, lasting relationships with clients through consistent reliability and professionalism.
- **High Rate of Referrals and Repeat Business:** Benefits from a high volume of referrals and repeat business due to exceptional service and client satisfaction.
- **Competitive and Transparent Pricing:** Offers competitive and transparent pricing, providing value while maintaining affordability.
- **Rapid Response Times:** Ensures prompt service and quick resolution of issues, minimizing downtime and maximizing client satisfaction.

Weaknesses

- **Shortage of Skilled Troubleshooters:** Faces challenges in addressing complex HVAC issues due to a limited number of highly skilled troubleshooters.
- **Insufficient Manpower:** Experiences constraints in handling high volumes of work or expanding service capabilities due to a shortage of available staff.
- **Underutilized Marketing Efforts:** Has potential for growth by enhancing marketing strategies and increasing visibility to attract a broader customer base.

Reason for selling:

- Retirement

Key Indicators (Cash Basis):

Year (Financial Year End: 12/31)	2024 Annualized \$'000	2023 \$'000	2022 \$'000	2021 \$'000	2020 \$'000
Revenue	600	512	343	315	441
Gross Profit	349	311	215	201	259
SDE*	300	229	165	167	205

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

Included in offering:

- Working Capital: \$25,000
- Assets: \$10,325

Business Days and Hours

- Monday - Friday: 8:00 am to 6:00 pm
- Saturday - Sunday: As Needed

Employees:

- The Company has no employees.

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 30 days. An additional consulting contract can be obtained.

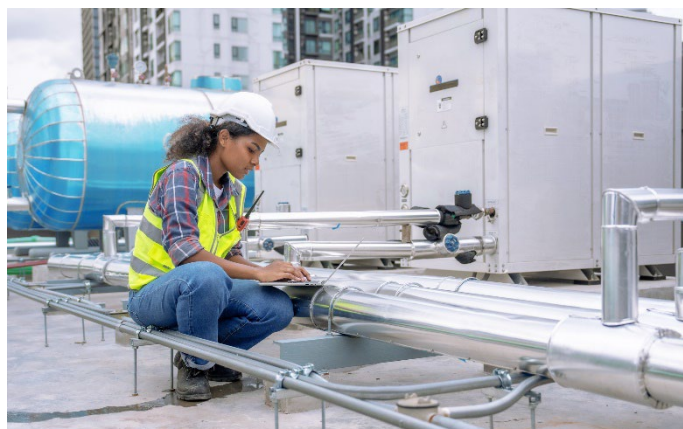
Next Steps

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

Ian Biggs, Managing Director

Ian@thevantgroup.com

(720) 289-8262



CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

Leading HVAC Contractor with High Profit Margins Sale Price & Down Payment: \$525,000

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