

Deal Teaser



Submitted by

Jack Chang
DGP Capital

jackchang@dgpcapital.com
+ 1 713-955-1695, x801

Firm

DGP Capital

Email

jackchang@dgpcapital.com

Jurisdiction

Texas

Title

Project Edifice

Deadline

Manufacturer of pre-engineered structures, structural components / cladding used in façade, roofing & other building envelope applications.

Distressed Companies

No

Sector

Building Products

Active Regions

Do you have a direct mandate from the buyer or seller?

North America, Asia, MENA, Europe

Yes

of Employees

51-100

Reason For Selling

Retirement and transition to institutional ownership.

Main Products

Company's main products are:

- Structural Framing Systems and Trusses;
- Facades;
- Cladding;
- Roofing Systems;
- Building Envelope Systems;
- Pre-Engineered Structures;

Legal Constraints

None identified at this time

Revenue Target

\$15-20 Million USD

Business Description & Market Information

Global award winning, tech-enabled manufacturer of structural components and cladding used in façade, roofing and other building envelope applications, and pre-engineered structures for commercial and industrial end markets.

• Project Edifice (“Edifice” or the “Company”) represents a unique opportunity to acquire a company that specializes in designing and manufacturing pre-engineered structures and architectural building components, offering proprietary technologies to build complex structures

•Edifice’s project portfolio includes some of the world’s largest pre-fabricated building envelope solutions and structures

• The Company manufactures a proprietary structural framing system and associated cladding panels for facades, engineered roofs, skylights, domes, and other building envelope systems

Key Financials (in '000\$)

	2022	2023
Sales	15100	20000
EBITDA	4070	5600
Net Income		

Net Financial Position

Transaction types considered

Type	Yes	No
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- Edifice also offers complete, pre-engineered structures using its proprietary product lines
- The Company has a proprietary design and modeling software suite compatible with industry-standard protocols, and unique design and manufacturing technology. These technologies enable significant cost efficiencies, flexible designs, and faster delivery than alternative solutions for the most challenging new construction and renovation applications
- End market is evenly split between industrial and commercial applications, such as sports stadiums, event centers, houses of worship, storage, warehouses, manufacturing facilities and civic buildings
- 30+ year track record delivering award-winning structures and components across 40+ countries in North and South America, Europe, Asia, and Africa

Buyout	No
Majority recapitalization	No

The ideal buyer should provide the business with

Type	Yes	No
Strong capital position		No
Industry expertise		No
Track record to growing similar businesses		No

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The Piggery
Woodhouse Farm
B92 0DJ
United Kingdom

+44 1675 443396
Info@irglobal.com