



EXECUTIVE SUMMARY

Located in the Southeast, Client 782 (the "Company") operates as a manufacturer, sales and installer of custom exterior shutters and interior plantation shutters. Their skillful experienced team provides expertise in ensuring they provide consistent, high-quality products and service for every customer.

The Company provides their customers with the ability to customize their shutters with a durable, moisture resistant lacquer paint or a custom stain to fit any color specification that the customer desires.

The Company has a full in-house manufacturing plant where they can produce high quality exterior shutters and interior plantation shutters for their customers and have them installed at their home within four to six weeks.

The Company's owners wish to retire and have elected to sell the business. CAPSTONE Business Advisors, LLC is pleased to offer this excellent opportunity for sale, on an exclusive basis.

Summary Financial Performance

	2013	2014	2015	2016	2017
Revenue	\$ 1,043,118	\$ 947,503	\$1,177,981	\$1,172,192	\$ 928,571
Gross Profit	592,993	708,578	637,912	534,280	305,127
Gross Margin	56.85%	74.78%	54.15%	45.58%	32.86%

Opportunity

The company is an established performer in the industry and is well positioned for an increasing client base. The Company has an opportunity to easily expand through the addition of sales personnel and marketing efforts. These factors make it a very compelling acquisition opportunity when coupled with the dynamic and rapidly growing demand for interior and exterior shutters and the Company's:

- History of strong cash flow,
- Established reputation for providing quality products and services,
- Skilled and tenured team of manufacturing and installation specialists,
- Ability to provide finished products to their customers within six weeks of the initial consultation,
- In-house manufacturing plant that allows the Company to produce high quality shutters within a very efficient time, and
- Increases in demand for customization within houses.