

## SDR VENTURES – RESIDENTIAL SERVICES DIVISION PLUMBING / HVAC M&A OVERVIEW



### PLUMBING/HVAC BUSINESS VALUATION GUIDEPOSTS

#### BEST-IN-CLASS BUSINESS ATTRIBUTES

- Primary Focus on Residential Services
- Diverse Revenue Mix Between Plumbing and HVAC
- Owners Willing to Stay On for a 1+ Year Transition or Retain Equity in the New Company
- Proven Customer Loyalty and Service Record
- Located Near Large Metropolitan Area

#### LEADING INDUSTRY ACQUIRERS



### RECENTLY COMPLETED TRANSACTION

#### DONE PLUMBING & HEATING



- Initially received an unsolicited offer from a large Plumbing/HVAC group
- Engaged with SDR to ensure they were maximizing value and fit
- SDR hosted a targeted search identifying a select group of highly-qualified buyers
- The efficiency of the process resulted in a **start-to-finish time frame of 5.5 months**
- Leveraged multiple offers to drive up the valuation of the business
- Selected a buyer that was the right cultural fit and shared a strategic vision
- SDR's process **increased the valuation 118%** from the initial unsolicited offer

### CONTACT THE RESIDENTIAL SERVICES TEAM



**Scott Mitchell**  
Managing Director  
Residential Services Team  
720.221.9220  
[smitchell@sdrventures.com](mailto:smitchell@sdrventures.com)



**Logan Bohlender**  
Vice President  
Residential Services Team  
720.221.9220  
[lbohlender@sdrventures.com](mailto:lbohlender@sdrventures.com)