



SPRING 2018

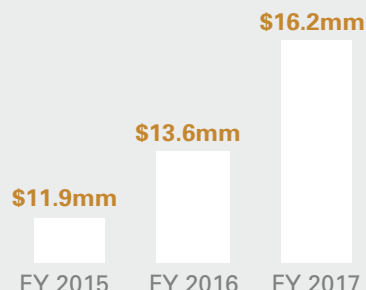
Class "A" Electrical Services Provider Seeks Acquiror

GEOGRAPHIC LOCATION:

MID-ATLANTIC



ANNUAL REVENUE:



INDUSTRY: Electrical Contracting

UNIQUE SELLING PROPOSITION:

- Market Leader
- Strong Financial Performance
- 50 Year Reputation
- Committed Management Team
- Merit Shop

COMPANY OVERVIEW

Three Twenty-One Capital Partners has been exclusively retained as the investment banking firm representing this Class "A" electrical services provider ("The Company").

The Company offers services that include electrical wiring, installation and service, as well as installation of standby generators, safety testing for electrical hazards and 24/7 emergency service. The Company services a well-populated metropolitan area of the Mid Atlantic.

The company benefits from a 50-year track record of reliable service and a reputation for being one of the most trustworthy names in the industry.

The company also benefits from a senior management team with an average of 19 years of experience. Longstanding relationships between sales managers and clients have ensured satisfied repeat customers.

Revenue has grown at a 16.5% compound annual growth rate (CAGR) from \$11.9 mm to \$16.2 mm during the 2015 to 2017 period. The Company grew EBITDA at a 43% CAGR over the same period.

The Company delivered \$1.8 million in adjusted EBITDA for 2017.

KEY CUSTOMER TYPES

- Residential Home Builders
- Commercial Builders
- Commercial Landlords
- Residential Home Owners
- Businesses
- Municipalities
- Other Government Facilities

DEAL HIGHLIGHTS

- 2017 EBITDA (Adj.) \$1.8mm
- FYE '15 -'17 CAGR 16% Revenue 43% EBITDA

BACKGROUND AND RATIONALE FOR SALE

After 50 years of operating as a family-owned company, the shareholders have decided to responsibly transition the business.

The full management team is committed to supporting both the transition and the long-term success of the business post-transaction.

FOR MORE INFORMATION

Please sign and return the Confidentiality Agreement on the next page: Email: CA@321capital.com or Fax: 443-320-9225

DEAL CONTACTS

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PLEASE COMPLETE AND RETURN AGREEMENT VIA EMAIL: CA@321CAPITAL.COM OR FAX: (443) 320-9225

This Non-Disclosure Agreement (hereinafter "Agreement"), which shall be regarded as a mutual and reciprocal contract between the Parties, is made and entered into as of this _____ day of _____ 2018 by and between Three Twenty-One Capital Partners ("Investment Banker") and _____ ("Recipient").

WHEREAS, the Parties hereto are desirous of establishing a mutually-beneficial business relationship for the entirety sale, refinance, investment, joint venture partnership, or other related transaction of our client, herein referred to as "The Company". The Parties hereto are prepared to disclose information or data of a confidential nature, including but not limited to financial information, client information, business concepts, business strategies, business opportunities, business relationships and sources of capital and financing.

NOW THEREFORE, in consideration of the mutual agreements contained herein,

1. Except as otherwise required by law, the Parties agree to hold all confidential or proprietary information or trade secrets ("Information") in trust and confidence and agrees that it shall be used only for the contemplated purpose, and shall not be used for any other purpose or disclosed to any third party under any circumstances whatsoever except as may be necessary to complete the desired results above.
2. When requested in writing, all materials are to be returned or destroyed and no copies may be kept. Notwithstanding the foregoing, one copy of the materials may be kept for legal, compliance, or other internal document retention policies, including electronic copies made during automated back-up procedures.
3. This Information shall not be disclosed to any employee, consultant or third party unless the said party agrees to be informed of and act in accordance with the terms of this Agreement.
4. Information excluded from these confidentiality obligations shall include any such information which: (i) is or becomes generally available to the public other than as a result of a disclosure by Recipient, (ii) becomes available to Recipient on a non-confidential basis from a source other than the Company or Investment Banker, (iii) was already in Recipient's possession prior to the date hereof and which was not obtained from the Company or Investment Banker, or (iv) was independently developed by the Recipient.
5. The Parties acknowledge the Information disclosed herein is proprietary or trade secrets and in the event of any breach, either Party shall be entitled to seek injunctive relief as a cumulative and not necessarily successive or exclusive remedy to claim for monetary damages.
6. This agreement shall be binding upon and inure to the benefit of the Parties, their successors and assigns.
7. Each Party acknowledges that this Agreement is a valid and legally binding obligation that has been executed by an authorized representative. A copy of this Agreement transmitted via facsimile, bearing the signature (or e-signature) of one or both Parties shall be deemed to be of the same legal force and effect as an original of the Agreement bearing such signature(s) as originally written by such one or both Parties.
8. This agreement expires upon one year of the date of execution of this document.

In witness of this, the Investment Banker and the Recipient have executed this Agreement as of the day and year first written above.

Signature: _____

Three Twenty-One Capital Partners: _____

Print Name: _____

Date: _____

Date: _____

Email: _____

Phone: _____

