SOFLO ACQUISITIONS

YOUR FUTURE IS LOOKING COOL

www.sofloacquisitions.com

sofloacquisitions@gmail.com

305-699-4501

WHO'S NEXT?

- **Each of these companies was taken over by Private Equity. All have gone bankrupt.**
- **Wall Street Private Equity is now after Main Street companies - especially the Trades.**

WHY HVAC?

- Year-round in Central/South Florida
- Recession resistant
- $6.4 billion in Florida
- Model expandable to other territories

- Over 12 million businesses for sale over next 10 years
- $6 billion market in Central/South Florida alone
- Fragmented market = Plentiful target acquisitions

MORE THAN JUST AN INVESTMENT

- **ALIGNMENT**
  - Long-term focus
  - Prioritize customers & employees
- **ADVISORS**
  - Acquisition Structure
  - Strategy
  - Navigate Challenges
- **NETWORK**
  - Business Owners
  - Banking
  - Legal, Accounting, etc.

KEY OBJECTIVES:

$36 million in acquisitions over 2 years

$8 million+ Operating Income acquired

$15 million Operating Income after 5 years

Investor Exit: ESOP (Employee Retirement Plan)

EBIDTA GROWTH PLAN

YEAR 3 AND BEYOND

FACTOR	SOURCE	FACTOR CONTRIBUTION TO GROWTH TARGET
New PortCo Acquisitions	Brokers, Networking, Cold Calling	10%
New Marketing for PortCos	AI, Social Media, Maps, SEO	6%
Market Growth	Population Growth Estimates	5%
Economies of Scale	Centralized Systems, AI Implementation	3%

Target: 20% Net Annual Growth Rate

Expected growth in valuation

- Company valuation is based on a multiple of earnings
- Acquisitions valued 3 – 4 times earnings
- Consolidated valuation 8 – 12 times earnings

- **At 10x multiple, $6 million investment projected over $20 million* at exit**

(In addition to annual distributions. Results not guaranteed.)

THE TEAM

Dean Jensen, Founder
As a multiple-exit founder (including HVAC space), 35 years of experience implementing systems in small business, and leadership experience, Dean brings the company vision to life.

Rob Dippold, Operations
30 years of HVAC experience, including successful exits, makes Rob an ideal fit to implement SOPs and lead a high-quality service team.

Rich Hein, Finance
Having overseen the growth and successful exit of a $250 million commercial landscaping business, backed by over 30 years of finance experience, Rich is perfectly poised to repeat his success.

Private equity returns
with a social conscience

$6 Million total raise
$100k minimum entry

SoFlo
ACQUISITIONS

SOFLO ACQUISITIONS
YOUR FUTURE IS LOOKING COOL

www.sofloacquisitions.com

sofloacquisitions@gmail.com

305-699-4501