



MAXIMIZING THE SALE OF YOUR COMMERCIAL ROOFING BUSINESS


WHY **NOW EXIT**?

- ✔ **Sell-Side QoE Leadership:**
Align financials with buyer expectations.
- ✔ **Strategic Positioning:**
Showcase contract stability and operational strengths.
- ✔ **Valuation Optimization:**
Address key concerns before going to market.
- ✔ **Targeted Buyer Outreach:**
Connect with strategic acquirers & private equity.
- ✔ **Future Growth Positioning:**
Demonstrate scalability to drive higher valuations.

Ready to Sell for **Maximum Value?**

Let's make it happen.
Contact Now Exit today.

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Selling a commercial roofing company (\$5M-\$15M EBITDA) comes with unique challenges, from revenue recognition to labor shortages. **Now Exit specializes in navigating these complexities to secure the highest valuation and smoothest transaction.**

KEY CHALLENGES & SOLUTIONS

- ✔ **Revenue Recognition & Financial Clarity**
Many firms misreport revenue due to improper accounting methods.
We lead a sell-side Quality of Earnings (QoE) review to standardize financials and build buyer confidence.
- ✔ **Labor & Workforce Stability**
Skilled labor shortages and subcontractor dependencies concern buyers.
We optimize retention strategies and labor structures to ensure long-term stability.
- ✔ **Customer & Contract Concentration Risks**
Heavy reliance on a few key contracts can deter buyers.
We document contract renewals and revenue diversification to reduce perceived risks.
- ✔ **Material Cost Volatility**
Price fluctuations in roofing materials impact profitability.
We highlight procurement strategies and cost pass-through mechanisms to protect margins.
- ✔ **Licensing & Compliance**
Incomplete permits or regulatory issues can delay or derail deals.
We ensure all compliance documentation is in order for a seamless transaction.