

Beacon Roofing Case Study



Details

Beacon Roofing Supply, Inc. (NADAQ: BECN) is a leading North American distributor of commercial and high-end residential roofing products and related accessories. The company is headquartered in Somerville, Massachusetts. www.beaconroofingsupply.com

Investment Merits

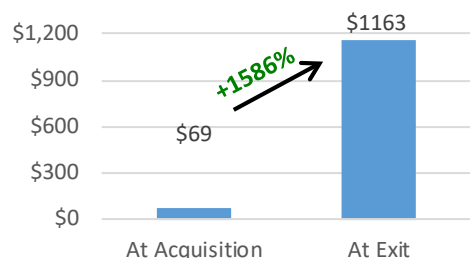
- Market leader in their geographic region
- Strong management team with significant industry experience
- Fragmented industry with geographic expansion opportunities
- Stable demand given significant re-roofing component (80% of revenues)
- Strong history of profitability and growth through economic downturns

Key Accomplishments

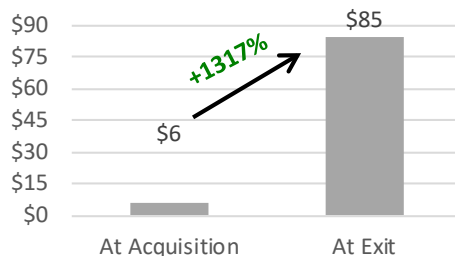
- Organized Independent Board of Directors and governance best-practices
- Executed on a planned leadership transition from the founder to a new CEO
- Opened 22 new branches filling in the company's geographic footprint
- Completed 10 add-on acquisitions expanding throughout the East coast, the Midwest and into Canada
- Facilitated the company's migration to an enterprise-wide, commercial distribution software package
- Executed IPO and secondary offerings which generated 9.5x cash-on-cash return

Company Performance & Value Creation

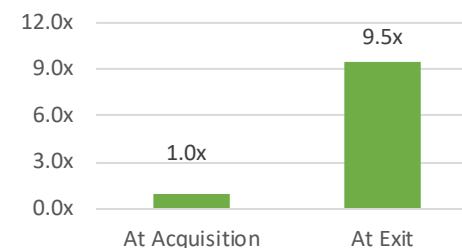
Revenue



EBITDA



Equity Value (MoIC)



(\$ in MM's)