



CASE STUDY: PROJECT HAMPTONS

STS EXCEEDED THEIR CLIENT'S EXPECTATIONS AND MARKET MULTIPLES BY MORE THAN DOUBLE

STS Capital Partners has successfully closed another deal, achieving an offer that exceeded the Client's expectations and market multiples by more than double. STS was engaged due to its proven expertise in running multi-bidder, soft auctions, and its ability to obtain maximum value for the deal.

EXCEEDED
MARKET MULTIPLES
BY MORE THAN **2x**

ABOUT THE CLIENT

The Client was a leading provider of home services, with a specialized division for sales and installation services for residential roofing in the Northeast. They had a goal of capitalizing on the consolidations occurring in the roofing industry.

STS developed effective marketing materials to attract interest from key strategic buyers specifically in the roofing sector. Their recommendation for the Client to complete a Quality of Earnings (QoE) process before going to market added confidence in the financials when they were presented to potential buyers. Through the deal process, STS issued a process letter and received 2 pre-emptive offers.

THE END RESULT

The successful acquirer was a platform roofing company who was looking to expand further into the Client's geographic regions. The combination of a high number of interested buyers, the tailwinds in the industry, and the effectiveness of the STS process resulted in an offer that exceeded expectations by double the industry average. Following the transaction, the minority shareholder, who served as the CEO, continued to manage the home services company under the new ownership, benefiting from greater resources and support.

For more information on how STS Capital Partners can assist in selling your business and make an Extraordinary Exit possible, please contact ExpertGuides@stscapital.com or visit stscapital.com.