



## Available for Acquisition: Full-Service Residential Solar Installation Company

### Company Overview

ACT Capital Advisors is pleased to offer for acquisition a full-service residential solar installation company in the mountain-west region of the United States. The Company, founded over 10 years ago, manages the entire solar process in-house from initial sales contact to design, installation and post-install maintenance. It recently built out an in-house sales team, significantly reducing its reliance on outside sales sources and putting the company firmly in control of its sales funnel. Additionally, the company has a well experienced executive team in place that is prepared to continue operating and growing the company. The current owner and CEO seeks to sell a substantial majority stake, up to 100%, and is open to remaining with the company for several years under the right circumstances.

### Investment Highlights

**Experienced Management Team.** The company's executive team has been in place since the company's founding and has overcome many obstacles together. They are now well positioned to lead the Company into its next stage of growth.

**Improving Margins.** The Company has increased adjusted EBITDA margin from 2.7% in 2024 to 12.2% in the first half of 2025. There have been several factors that have contributed to this, including ending an unprofitable relationship in a non-key geography and developing an in-house sales department.

**All In House Operations.** Unlike many competitors, the company uniquely conducts all core operations internally. Its teams handle every aspect, from sales, design, permitting and installation. This helps ensure quality control and an excellent customer experience throughout the process.

**Great Reputation.** The Company is one of the most experienced organizations in the industry and has a strong brand presence in its region.

### Growth Opportunities

#### Expand into New Service Lines

Using current resources, the company can expand recently added services, which include roofing and HVAC.

#### Expand Maintenance Offerings

The Company currently services systems which it has installed and does some outside repairs. There is a large opportunity to enter into service agreements and repair systems that were installed by companies that are now out of business.

#### Establish Channel Partnerships

Creating partnerships with new home developers or firms in similar industries would help increase low-cost inbound sales.

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### Summary Financial Information

FY 12/31	2023	2024	TTM (6/30/25)	YTD (6/30/25)
Revenue	\$108,730,975	\$60,422,890	\$49,932,404	\$20,463,940
Gross Profit	\$10,190,335	\$13,885,691	\$14,911,257	\$7,217,531
(Margin)	9.4%	23.0%	29.9%	35.3%
Adj. EBITDA	-\$1,529,747	\$1,608,875	\$3,888,719	\$2,502,991
(Margin)	-1.4%	2.7%	7.8%	12.2%

### Contact Information

For more information, please contact:

ACT Capital Advisors, LLC  
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Mercer Island, WA 98040

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDAs and CIM requests should be submitted to Garrison Glisson, ACT Associate.



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