

A MESSAGE FROM THE FOUNDER

I speak to owners of propane, heating oil and HVAC businesses every day who are looking to safeguard their company's future. There are many avenues to building your company's value, whether you're planning to grow your business or you're thinking about a transition.

Bank lending, with its limited flexibility and restrictive approval process, is not always a viable option for companies in this industry. That's where Notch Capital comes in. We understand what makes your business uniquely valuable and have developed private capital strategies for small and mid-sized energy companies that few others can match.

With decades of experience in the heating, cooling, and retail-distributed fuels industry, we believe that we can be the right partner, no matter your goals. If you're a well-run, locally-owned business with a strong reputation in your market, Notch Capital is ready to invest in you, your business and your employees.

Jeffrey Simpson

Founder and Managing Member



Jeff Simpson has spent 25+ years building the value of businesses in the heating oil, propane and HVAC industries. His experience in operations, mergers and acquisition

negotiations, financial advisory support, and capitalization in this specialized industry is unparalleled. He's forged strong partnerships with industry dealmakers, trade associations and debt and equity providers.

Jeff began his career in operations with Shipley Energy Group. He most recently served as managing director of Angus Energy's Advisory & Finance Group and asset manager of Angus Fund, L.P. He previously held positions on the energy finance teams at RenRe Energy Advisors Ltd., Citizens Financial Group and UPS Capital Business Credit. **Jeff founded Notch Capital to bring a wider range of capital solutions to the historically underserved home heating and cooling services industry.**

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CAPITAL TO ELEVATE YOUR BUSINESS



Notch
C A P I T A L

FUELED BY EXPERTISE

Notch Capital is a private investment firm specializing in buyouts and recapitalizations for family-owned small and medium-sized businesses in the home heating, cooling and services industry. We've worked with over a hundred companies in the delivered fuels, HVAC and other in-home services sectors.

WE SAFEGUARD YOUR BRAND AND YOUR LEGACY

Notch Capital invests in trusted businesses with forward-looking, passionate teams. We want you to feel confident that your employees and customer base will be taken care of in your company's next chapter.

We look to retain management teams and provide continuity to customers. Our extensive experience and resources make it possible for heating and cooling service companies to achieve new levels of success.



OUR SERVICES

Notch Capital structures our investments to best meet the business owner's objectives. Our expert team is experienced in:

- ↗ Acquisitions
- ↗ Majority buyouts
- ↗ Recapitalizations
- ↗ Equity rollovers
- ↗ Corporate carve-outs
- ↗ Generational Transitions

Equally as important, we are committed to being a reliable, transparent partner through the transaction process.

MAINTAIN A STAKE IN YOUR BUSINESS'S FUTURE GROWTH

Unlike other acquirers, Notch Capital embraces the increasingly popular desire of owners to retain a minority stake in their business. This arrangement is called rollover equity, and it offers some major benefits like:

- ↗ Keeping a stake in a business with greater resources for growth.
- ↗ A "second bite at the apple" — a second payout that can match or exceed the initial transaction as business value grows.
- ↗ Deferring taxes until a future sale
- ↗ Avenues for avoiding capital gains taxes on future growth.

INVESTMENT CRITERIA

FINANCIAL

- Revenue of \$15 million+
- EBITDA of \$2 million to \$10 million.

OWNERSHIP

- Purchase of complete or majority stake.

INDUSTRY FOCUS

Retail Heating & Cooling and Home Services, including:

- Fuel Distribution (propane and heating oil)
- Renewables Distribution
- HVAC
- Other In-home Services

CHARACTERISTICS

- Founder or Family-Run Business
- Consistent Profitability
- Fragmented Industry
- Stable Customer Relationships
- Experienced Management Team

INVESTMENT HORIZON

- 5-10 years

GEOGRAPHY

- Preference for Companies Operating in the Eastern United States.