

**COMPANY OVERVIEW**

**Specialty Refrigerant Services (“SRS” not its real name)** provides a full range of refrigerant services and supplies a wide range of refrigerant products.

SRS serves high-end commercial companies, organizations and municipalities. Given its unique market position, it appears to have less direct competition than most businesses.

Revenues have grown at about 16% per year for the last four years.

**BUSINESS STRENGTHS**

**Summary.** Full management in place. The current manager is aware of this business going to market. He is expected to remain with the new owner. The founder spends minimal time in the day-to-day operation of this business. The founder is of age to retire and wants to focus on family & personal life.

This company has gained success by developing strong, long-term relations. SRS serves a unique niche in the refrigerants industry and has built a trusted relationship with significant companies and organization due to its expertise.

Real Estate / Facility available for acquisition. Buyer’s option.

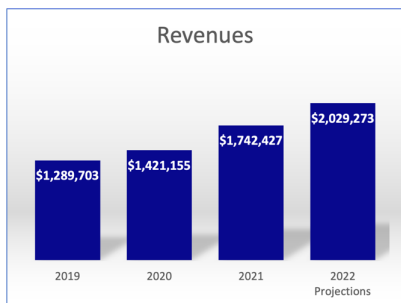
This company is renowned for its quick service when needed. While other companies wait until the next convenient time, this company has put in late hours and off-days to serve the customer’s needs.

They work to over-deliver to the competition. Working closely with and listening to their customers give the company a better perspective on how to serve and grow.

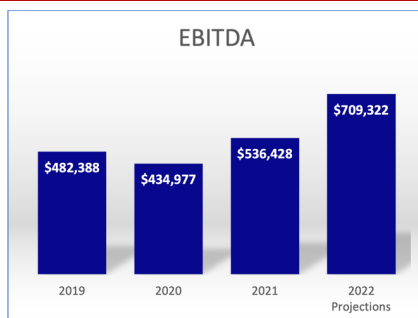
They have grown at a rate of about 16% over the last four years. Covid did not seem to damage the demand for their products and service.

**FINANCIAL OVERVIEW**

**REVENUE TRENDS**



**EARNINGS TRENDS**



**QUALITY NOTE**

Absentee Owner / Founder – poised for smooth transition  
 Services Clients Around the Southeastern US  
 Complete Technology and Proprietary Systems in Place  
 Well Trained Technicians  
 Supervisors / Managers In Place –Willing to stay on after sale

**Business: \$2,420,000**
**SBA Likely**
**Land Purchase - Available**
**HISTORICAL INCOME STATEMENTS**

Year	<u>2022</u>		<u>2021</u>		<u>2020</u>		<u>2019</u>	
Data Source	Annualized		Accountant Financials		Accountant Financials		Accountant Financials	
		%		%		%		%
<b>Income</b>								
Revenues	\$2,017,329	99.4	\$1,742,427	100.0	\$1,421,155	100.0	\$1,289,703	100.0
Other Income (Loss)	11,944	0.6						
<b>Total Income (Revenue)</b>	<u>2,029,273</u>	100.0	<u>1,742,427</u>	100.0	<u>1,421,155</u>	100.0	<u>1,289,703</u>	100.0
<b>Cost of Goods Sold</b>	<u>690,183</u>	34.0	<u>496,601</u>	28.5	<u>354,805</u>	25.0	<u>288,272</u>	22.4
<b>Gross Profit</b>	<u>1,339,090</u>	66.0	<u>1,245,826</u>	71.5	<u>1,066,350</u>	75.0	<u>1,001,431</u>	77.6
<b>Expenses</b>								
Officer's Salary	-50,000	-2.5	-44,000	-2.5	-50,000	-3.5	-50,000	-3.9
Rents	40,000	2.0	40,000	2.3	40,000	2.8	-40,000	-3.1
Interest Expense			-868	0.0	-1,014	-0.1	-5,424	-0.4
Insurance - Other	-2,732	-0.1	-11,342	-0.7	-16,885	-1.2	-14,325	-1.1
Meals & Entertainment	-4,736	-0.2	-5,890	-0.3	-2,960	-0.2	-4,039	-0.3
All Other Expenses	647,236	32.1	731,498	42.0	662,232	46.6	632,831	49.1
<b>Other Expenses</b>					0	0.0		
<b>Total Expenses</b>	<u>629,768</u>	31.0	<u>709,398</u>	40.7	<u>631,373</u>	44.4	<u>519,043</u>	40.2
<b>Seller's Discretionary Earnings</b>	<u>\$709,322</u>	35.0	<u>\$536,428</u>	30.8	<u>\$434,977</u>	30.6	<u>\$482,388</u>	37.4

\*2022 Annualized based on first six months actual P&Ls

**Contact Information**

Legacy Venture Group USA has been engaged as the exclusive advisor for the Company. A comprehensive business review is available through Legacy Venture Group USA upon execution of a Non-Disclosure/Confidentiality Agreement. Under no circumstances should any contact be made to the Company's employees, suppliers, or customers without the Company's consent.

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