



Investment Summary

Investment Date:	March 31, 2016	Invested Capital:	\$26.0 M	12/31/2019 Valuation:	185.00%
Deal Type:	Corporate Carve-Out	Realized Value:	\$13.0 M		
		Remaining Unrealized Value:	\$24.1 M		
		Total Value:	\$37.1 M		

Company Description

Business Summary ENERGI Fenestration Solutions ("ENERGI") is a leading manufacturer of rigid and cellular vinyl window profiles and patio doors and other extruded vinyl products. ENERGI is headquartered in Woodbridge, Ontario, Canada with six production sites in the United States and Canada.

Headquarters	Woodbridge, Ontario Canada
Employees	787
Management	Christopher Koscho – CEO Felice Addorisio – CFO

Recent Developments

- Overall sales revenues and volumes were behind Plan by \$3,069K for the Quarter due to lower than anticipated demand at Woodbridge, Delmont and Everett from both Canadian and US customers impacted by continued slowdown in most Canadian regions, US West and US South regions, continued high inventory levels, customers' inability to find & maintain skilled labor (ie. Installers) and planning for year-end shutdown
- EBITDA ahead of Plan by \$261K but behind Plan by \$1,139K excluding bonus. EBITDA impacted by lower sales volumes than Plan at the extrusion plants, production challenges at Woodbridge resulting in lower production yields, higher scrap & lower regrind usage, reduced volumes and customer returns impacting yields, scrap and regrind usage at Delmont & Everett and an unfavorable absorption impact. These unfavorable impacts were partially offset by improved yields at Laval, lower labor costs, lower overhead spending and lower OPEX costs including labor & all discretionary spending (and a favorable bonus expense variance of \$1,400K)
- Continued sales prospecting efforts continue to grow the sales pipeline throughout the business with continued focus on new business growth, particularly the Patio Door division and maximizing plant capacity utilization
- Continued focus on operational improvements including developing production turnaround plan for Woodbridge (largest extrusion site)
- Engaged third-party freight & logistics consultancy in Q4 2019 to identify and implement \$1MM in freight savings via FTL rate reduction and rail route optimization

Financial Summary (\$ in millions) (EBITDA does not include one-time transaction and deal fees)

	LTM	Quarter Ended		At
	12/31/19	12/31/18	12/31/19	12/31/19
Revenue:	\$158.3	\$39.1	\$39.4	Cash & Equivalents: \$0.0
Gross Profit:	\$26.3	\$5.8	\$6.1	Debt: \$26.9
EBITDA:	\$9.6	\$1.5	\$3.0	



Q4 2019 Financial Performance and Net Debt Trends (in USD)

