

Investment Banking Update



Stephens served as exclusive financial advisor to Windows USA

Transaction Details

- On April 20, 2021, H.I.G. Capital ("H.I.G.") announced its investment in Windows USA (the "Company") for an undisclosed amount
- Headquartered in Royal, Arkansas, Windows USA is a vertically integrated home services business providing replacement vinyl windows to homeowners in the Southern U.S.
- Windows USA is one of the largest direct-to-consumer ("DTC") providers of replacement windows in the U.S., utilizing a proprietary referral-based lead generation engine and unique in-home sales model to serve consumers in over 20 states
- The Company also provides its high-quality products and services to wholesale distributors and dealers through its Window Mart affiliate
- H.I.G. is partnering with the current management team to provide additional resources to accelerate the Company's successful growth trajectory

According to the Press Release

Windows USA

Windows USA is a vertically integrated provider of replacement vinyl windows to homeowners in 20 states across the Southern U.S. The Company is a leader in the DTC replacement window market and was ranked the #1 exclusive provider of windows and doors in the U.S. by Door and Window Magazine in 2021. Windows USA has served over 200,000 satisfied customers and installed more than 2 million windows since the Company's inception.

H.I.G. Capital

H.I.G. is a leading global alternative assets investment firm with \$44 billion of equity capital under management. Based in Miami, and with offices in New York, Boston, Chicago, Dallas, Los Angeles, San Francisco, and Atlanta in the U.S., as well as international affiliate offices in London, Hamburg, Madrid, Milan, Paris, Bogotá, Rio de Janeiro and São Paulo, H.I.G. specializes in providing both debt and equity capital to small and mid-sized companies, utilizing a flexible and operationally focused/ value-added approach. Since its founding in 1993, H.I.G. has invested in and managed more than 300 companies worldwide. The firm's current portfolio includes more than 100 companies with combined sales in excess of \$30 billion.

Source: Press release.

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