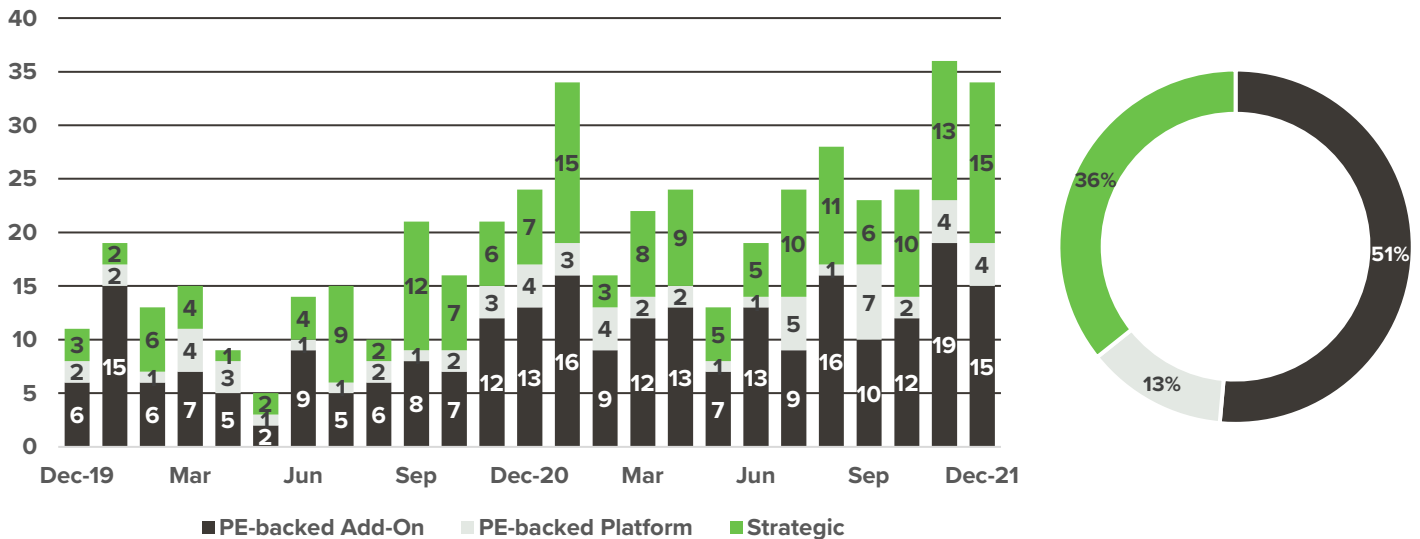


Specialty Contracting Monthly Report January 2022

Oaklins
MEMBER FIRM

Wrapping up 2021, most things are back on the rise. Oil continues to climb; lumber is rocketing up again; plastic and copper prices continue going up; unemployment is trickling upward; and inflation, once again, is at its highest annual rate in 40 years. Additionally, M&A activity is trending ever higher, with 63% more deals being completed in 2021 than 2020. As the supply chain woes continue to be a part of the contracting landscape and interest rates remain low, we expect a continuance of these trends in the short term until overt actions are taken.

Specialty Contracting deals by buyer type (last 2 years)



INFLATION

+0.5 %

THE NATIONAL RATE OF INFLATION INCREASED 0.5% IN THE MONTH OF DECEMBER, RESULTING IN A 7.0% INCREASE OVER THE PAST 12 MONTHS

UNEMPLOYMENT

5.0 %

THE UNEMPLOYMENT RATE FOR THE CONSTRUCTION INDUSTRY WAS 5.0% FOR THE MONTH OF DECEMBER, UP FROM 4.7% IN NOVEMBER

Deal of the Month

ACQUIRER

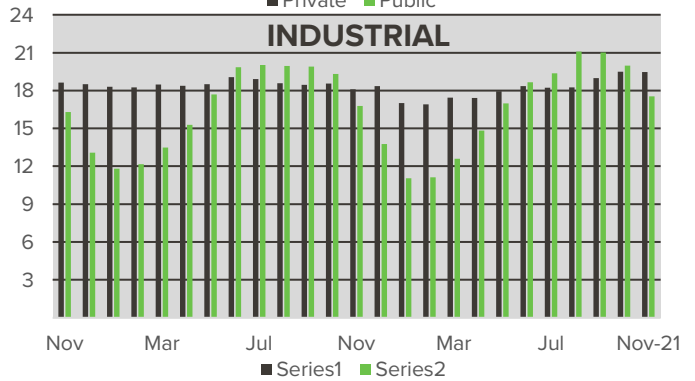
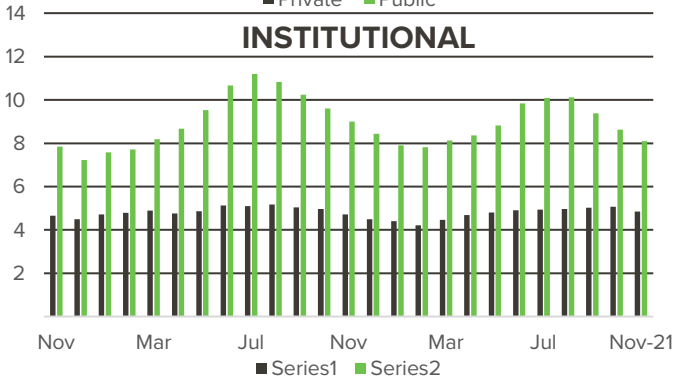
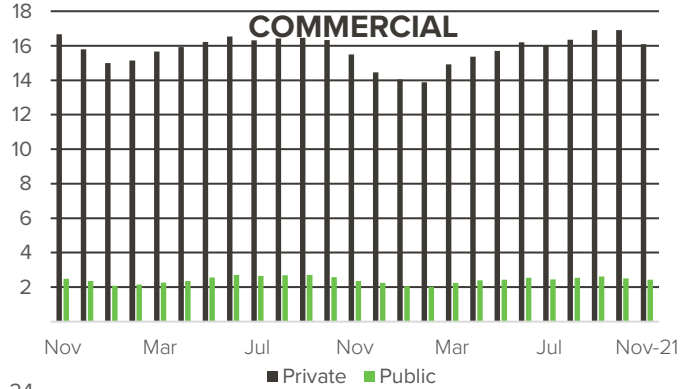
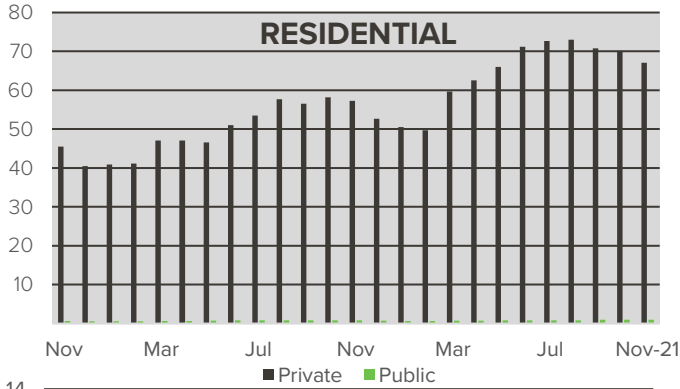


TARGET

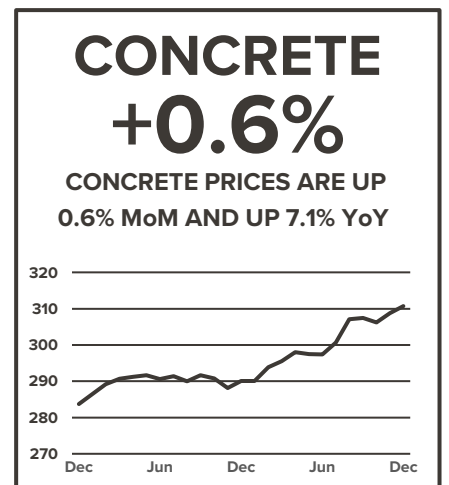
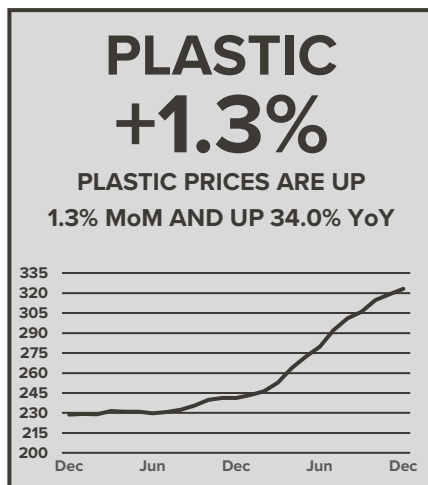
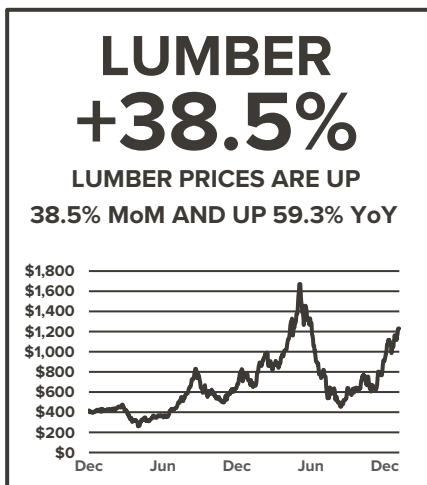
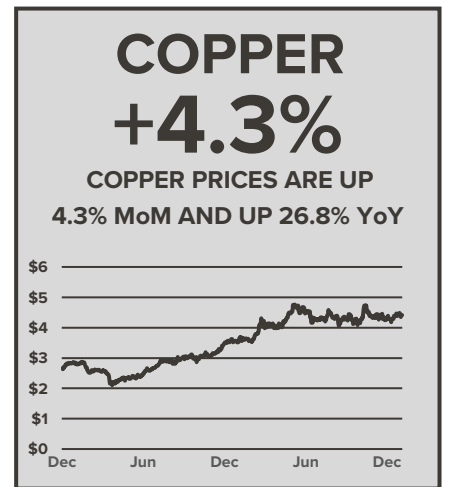
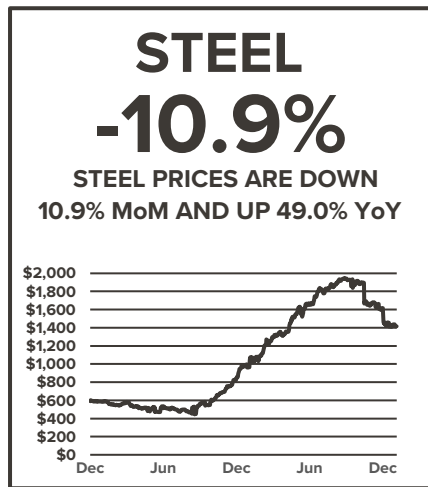
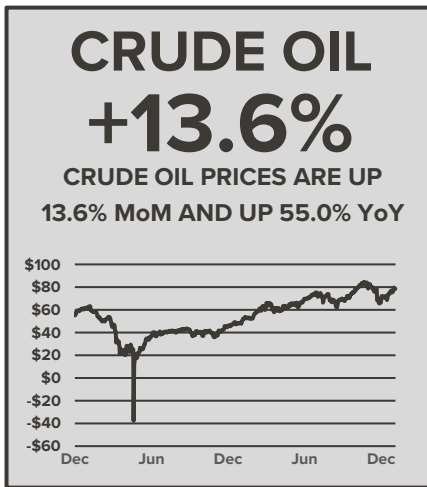


Sector: Fire Protection
Announced: 12/9/2021

New construction values (US\$ billions)



Industry commodity pricing

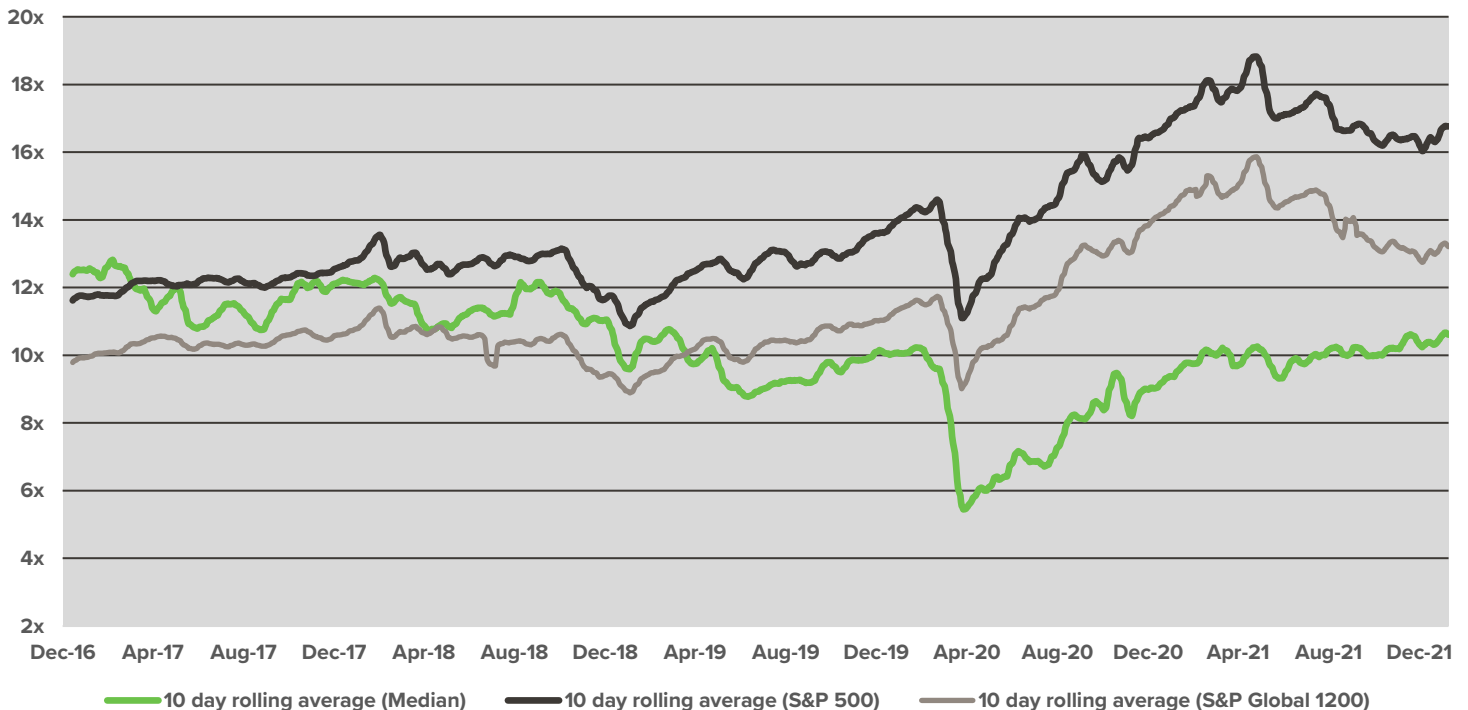


Public Company Valuations

(US\$ millions except for stock price)

Company Name	Stock Price 12/31/2021	Enterprise Value	LTM				EV/LTM	
			Rev	EBITDA	GM %	EBITDA %	Rev	EBITDA
ABM Industries Incorporated	40.85	3726.74	6228.60	448.10	16.4%	7.2%	0.6x	7.1x
APi Group Corporation	25.77	6340.67	3710.00	290.00	23.3%	7.8%	1.7x	17.6x
Bravida Holding AB (publ)	14.05	27738.27	2431.49	1395.00	14.7%	6.6%	1.3x	15.4x
Comfort Systems USA, Inc.	98.94	3865.48	2916.51	250.67	18.7%	8.6%	1.3x	13.8x
EMCOR Group, Inc.	127.39	6698.34	9544.88	641.79	15.5%	6.7%	0.7x	7.9x
GDI Integrated Facility Services Inc.	42.52	1435.07	1209.14	127.97	24.4%	8.4%	0.9x	11.0x
IES Holdings, Inc.	50.64	1135.29	1536.49	107.66	18.7%	7.0%	0.7x	9.2x
Instalco AB (publ)	48.04	23872.24	950.94	778.00	49.0%	9.4%	2.9x	26.6x
Limbach Holdings, Inc.	9.00	107.55	493.94	15.84	16.0%	3.2%	0.2x	5.1x
MYR Group Inc.	110.55	1818.45	2460.21	156.62	12.9%	6.4%	0.7x	10.9x
Poenina Holding AG	49.14	275.43	395.89	22.21	48.7%	6.1%	0.8x	12.4x
Primoris Services Corporation	23.98	1951.70	3510.52	294.24	11.9%	8.4%	0.6x	5.1x
Quanta Services, Inc.	114.66	17840.72	11968.86	1013.62	15.2%	8.5%	1.5x	9.8x
Rollins, Inc.	34.21	17037.40	2360.25	529.98	52.1%	22.5%	7.2x	27.4x
SPIE SA	25.84	5419.45	8309.11	379.99	7.7%	5.4%	0.8x	10.6x
Terminix Global Holdings, Inc.	45.23	6340.06	2021.00	357.00	41.8%	17.7%	3.1x	16.7x
Median	\$43.88	\$4,642.46	\$2,445.85	\$325.62	17.6%	7.5%	0.9x	10.9x

Historical TEV/EBITDA Multiples



Select December transactions

Date	Target	Buyer	Industry Classification
12/31/2021	Mainstream Electric, Inc.	Radiant Plumbing and Air Conditioning, Inc.	Mechanical
12/29/2021	Bales Restoration, Inc.	FirstOnSite Property Restoration	Remodeling/Restoration
12/23/2021	BW Electrical Services LLC	Charge Enterprises, Inc. (OTCPK:CRGE)	Electrical
12/23/2021	TriStruX, LLC	Huron Capital Partners, LLC	Electrical
12/21/2021	Maddox Industrial Group, Inc.	TransTech Energy, LLC	Industrial
12/21/2021	Robertson Electric Company, Inc.	NearU Services	Electrical
12/20/2021	Henkels & McCoy Group, Inc.	MasTec, Inc. (NYSE:MTZ)	Infrastructure
12/20/2021	Lake Champlain Roofing, LLC	BizGro Partners	Roofing
12/16/2021	Highland Roofing Company	Private Investor	Roofing
12/13/2021	Sendero Restoration Services, LLC	Blue Team Holdings, LLC	Roofing
12/09/2021	Fire Protection Service Corporation	Pye-Barker Fire & Safety, LLC	Fire Protection
12/08/2021	Reconstruction Experts Inc.	Johns Lyng Group Limited (ASX:JLG)	Remodeling/Restoration
12/07/2021	Buckeye Heating and Cooling Services, Inc.	WCA Group, LLC	Mechanical
12/01/2021	EC Waste, LLC	3i Group plc (LSE:III)	Environmental
12/01/2021	Ivey Mechanical Company, LLC	Comfort Systems USA, Inc. (NYSE:FIX)	Mechanical

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Selected Oaklins Specialty Contracting Experience

 <p>has merged with</p>  <p>US\$38m M&A SELL-SIDE Construction & Engineering Services/Other Industries</p>	 <p>has been acquired by</p>  <p>US\$31.2m M&A SELL-SIDE Construction & Engineering Services</p>	 <p>has been acquired by</p>  <p>M&A SELL-SIDE Construction & Engineering Services/Other Industries</p>
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