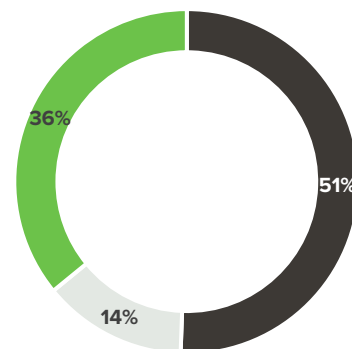
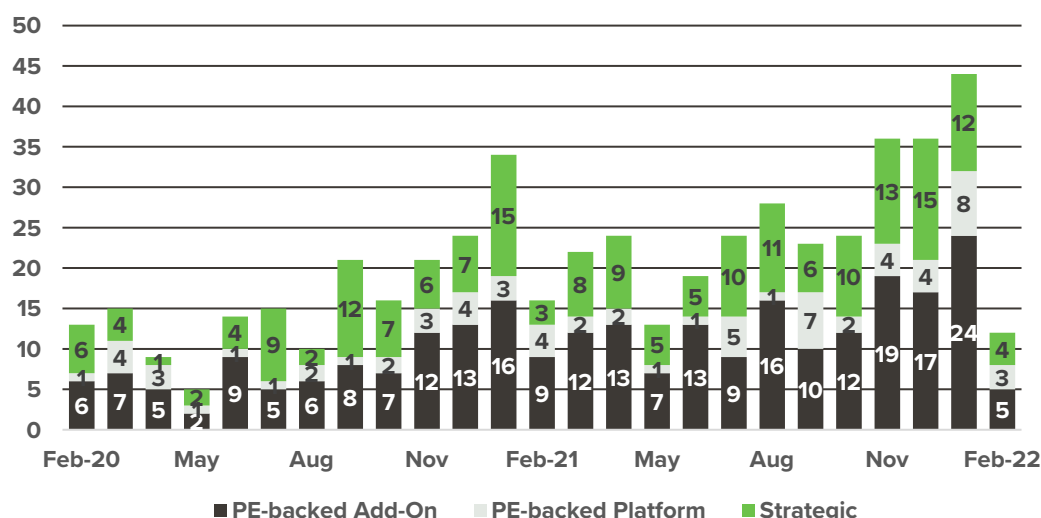


Specialty Contracting Monthly Report March 2022

Oaklins
MEMBER FIRM

After a strong run of deals in the sector, we saw a huge drop-off in transaction activity last month. With no clear indicator yet to the biggest driving factor, continued inflation and increases in commodity prices certainly don't help. Due to the almost daily volatility of commodity pricing, the monthly snapshots are not necessarily reflective of the actual conditions (namely, lumber is up 21% but on a monthly average hasn't moved much). Steel, while showing a decline in February, was greatly impacted by the conflict in Ukraine and is sharply on the rise. One thing to monitor is the upcoming interest rate hike by the Fed, which is expected to negatively impact valuations for new acquisitions.

Specialty Contracting deals by buyer type (last 2 years)



YoY INFLATION

+7.9 %

THE NATIONAL RATE OF INFLATION INCREASED 0.8% IN THE MONTH OF FEBRUARY, RESULTING IN A 7.9% INCREASE OVER THE PAST 12 MONTHS

CONSTRUCTION UNEMPLOYMENT

6.7 %

THE UNEMPLOYMENT RATE FOR THE CONSTRUCTION INDUSTRY WAS 6.7% FOR THE MONTH OF FEBRUARY, DOWN FROM 7.1% IN JANUARY

Deals of the Month

ACQUIRER

SCA
Sweeping Corp of America

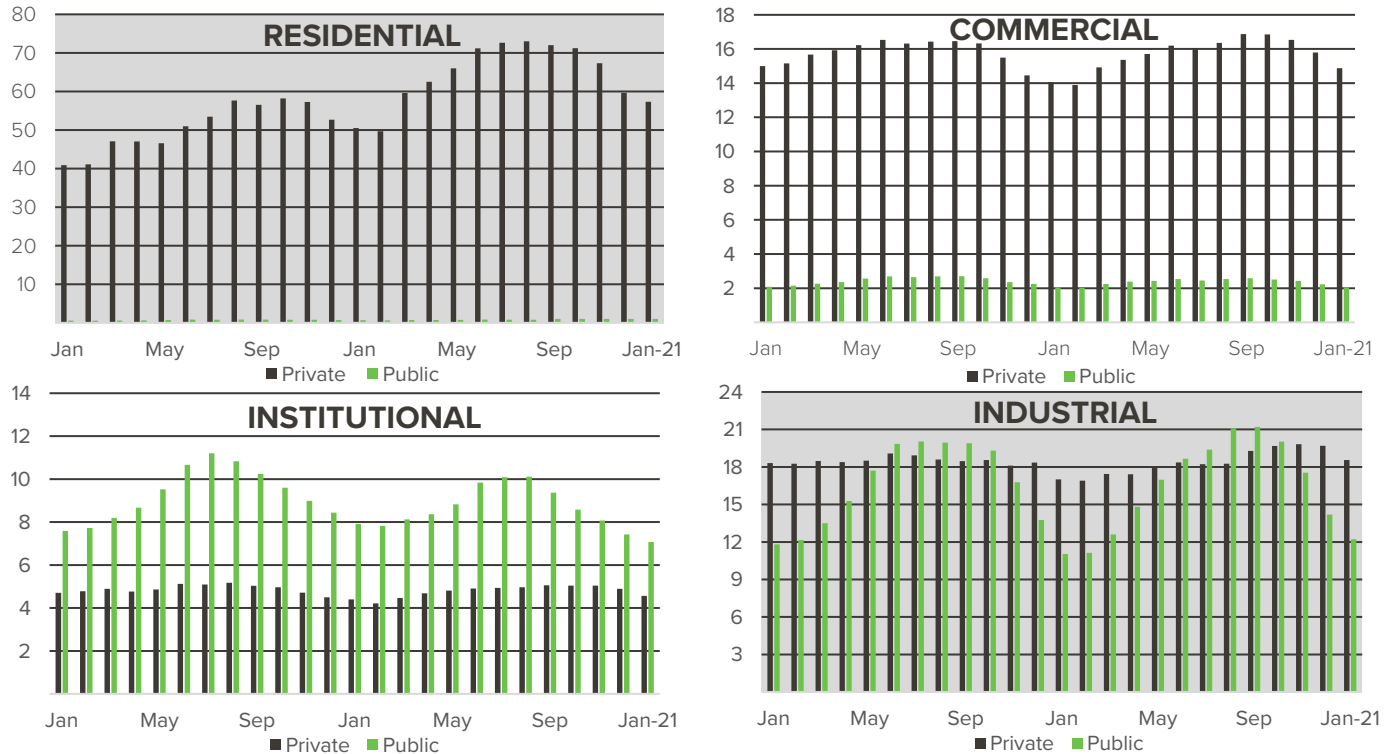
TARGETS

ELITE
MAINTENANCE SERVICES

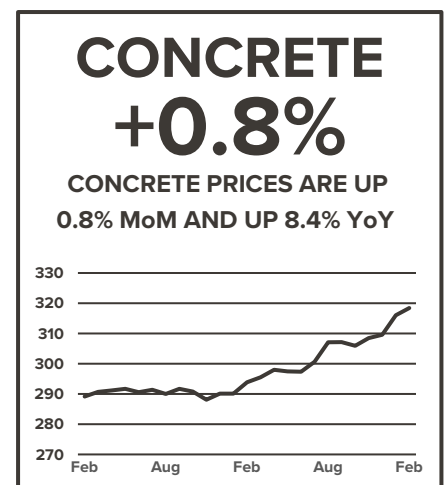
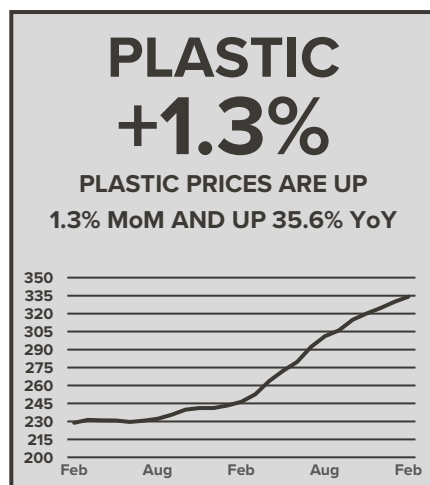
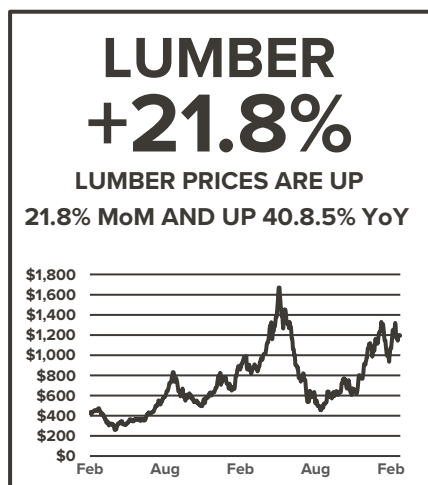
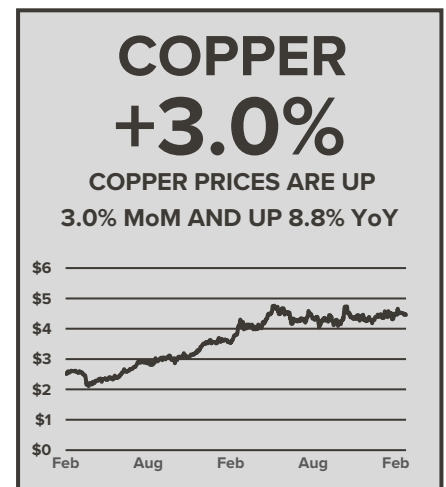
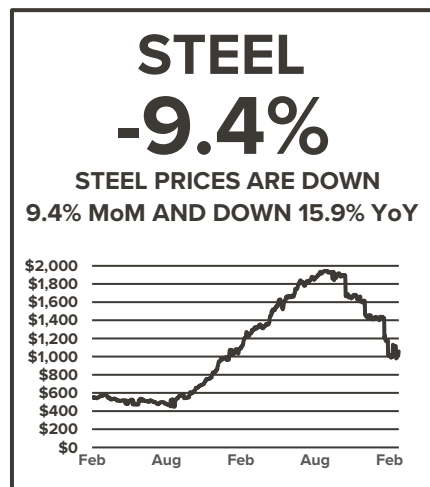
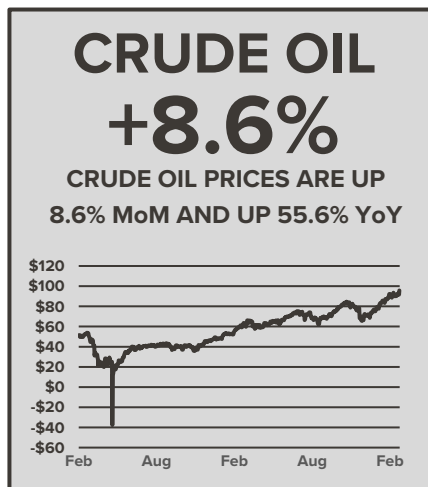
NICKSON
Our Solution To Beach Pollution

Sector: Cleaning/Environmental
Announced: 2/8/2022 – 2/22/2022

New construction values (US\$ billions)



Industry commodity pricing

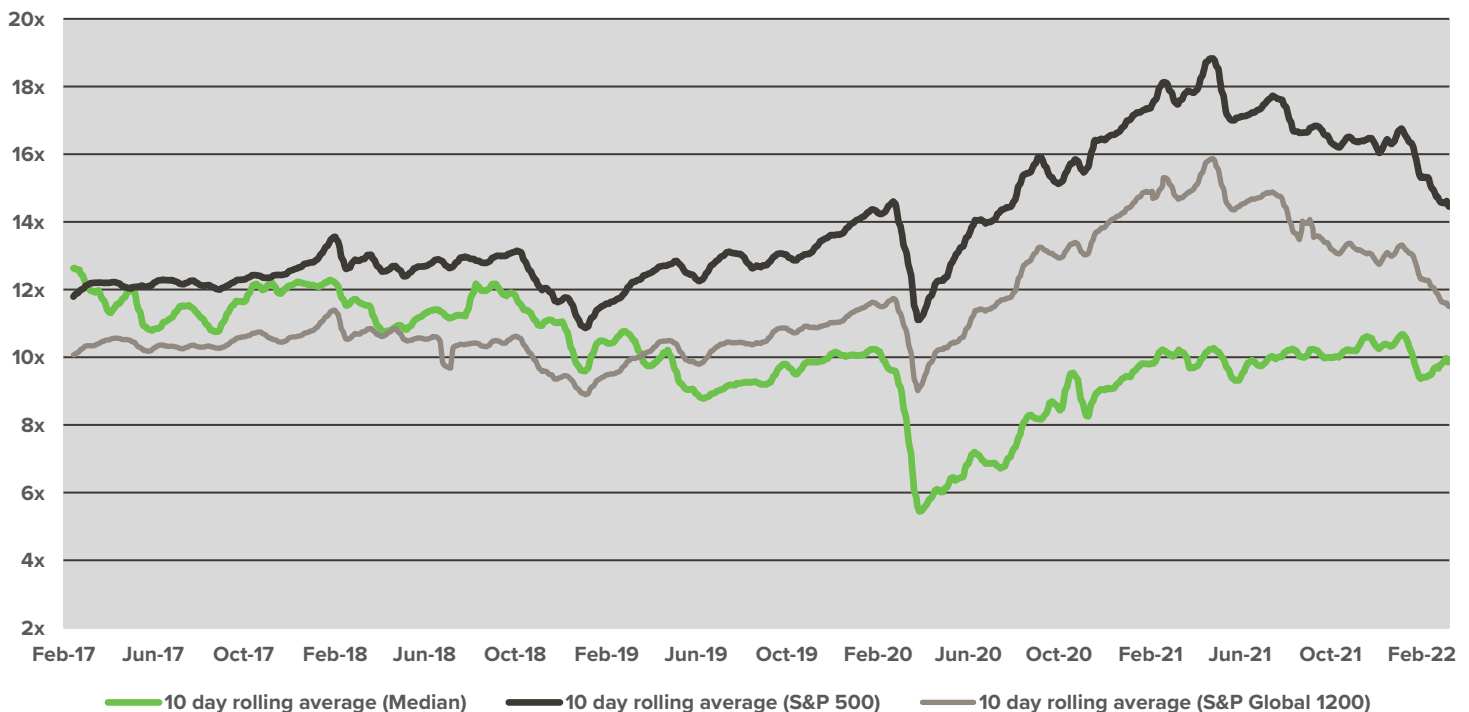


Public Company Valuations

(US\$ millions except for stock price)

Company Name	Stock Price 02/28/2022	Enterprise Value	LTM				EV/LTM	
			Rev	EBITDA	GM %	EBITDA %	Rev	EBITDA
ABM Industries Incorporated	44.83	4000.27	6672.40	449.90	15.8%	6.7%	0.6x	7.6x
APi Group Corporation	21.57	5560.33	3940.00	338.00	23.8%	8.6%	1.5x	15.4x
Bravida Holding AB (publ)	12.26	25040.05	2419.34	1548.00	15.1%	7.1%	1.1x	12.9x
Comfort Systems USA, Inc.	85.98	3537.69	3073.64	255.84	18.3%	8.3%	1.2x	12.2x
EMCOR Group, Inc.	115.54	5804.74	9903.58	646.86	15.2%	6.5%	0.6x	6.6x
GDI Integrated Facility Services Inc.	44.58	1497.99	1262.10	108.63	22.1%	6.8%	1.0x	11.5x
IES Holdings, Inc.	42.04	1003.92	1702.16	114.29	18.2%	6.7%	0.6x	7.7x
Instalco AB (publ)	7.67	20214.50	983.18	900.00	48.8%	10.1%	2.3x	22.5x
Limbach Holdings, Inc.	7.70	94.15	493.94	15.84	16.0%	3.2%	0.2x	4.5x
MYR Group Inc.	89.75	1465.14	2498.29	161.67	13.0%	6.5%	0.6x	8.5x
Poenina Holding AG	49.23	277.74	395.89	22.21	48.7%	6.1%	0.8x	12.5x
Primoris Services Corporation	26.37	1978.26	3497.63	292.11	11.9%	8.4%	0.6x	5.3x
Quanta Services, Inc.	108.94	19322.52	12980.21	1052.83	15.0%	8.1%	1.5x	10.0x
Rollins, Inc.	32.63	16341.52	2424.30	534.19	52.0%	22.0%	6.7x	26.0x
SPIE SA	23.63	5151.78	8309.11	379.99	7.7%	5.4%	0.7x	10.0x
Terminix Global Holdings, Inc.	42.56	6016.57	2045.00	361.00	41.7%	17.7%	3.0x	15.8x
Median	\$42.30	\$4,576.03	\$2,461.29	\$349.50	17.1%	6.9%	0.9x	10.7x

Historical TEV/EBITDA Multiples



Select February transactions

Date	Target	Buyer	Industry Classification
02/22/2022	Communications Infrastructure, Inc.	Thayer Power & Communication Line Construction Co., LLC	Infrastructure
02/22/2022	Olson Brothers Pro-Vac, LLC	Gallant Capital Partners, LLC	Environmental
02/22/2022	R. F. Dickson Co., Inc.	Sweeping Corporation of America, Inc.	Cleaning
02/16/2022	Peterson Cleaning, Inc.	Kleen-Tech Services, LLC	Cleaning
02/15/2022	Duncan & Sons Building Maintenance, Inc.	Garden City Companies	Cleaning
02/10/2022	Miller Contracting Services, Inc.	Argonaut Private Equity	Industrial
02/09/2022	Sun Electric, Inc.	Turnpoint Services, LLC	Electrical
02/09/2022	US Ecology, Inc. (NasdaqGS:ECOL)	Republic Services, Inc. (NYSE:RSG)	Environmental
02/08/2022	Elite Maintenance Services Inc.	Sweeping Corporation of America, Inc.	Cleaning
02/02/2022	We Get Gutters Clean (WGGC)	Mr. Gutter Cleaner	Cleaning
02/01/2022	Assets of Seattle Cedar Supply	American Builders & Contractors Supply Co., Inc.	Roofing
02/01/2022	Refrigeration Design & Service, Inc.	The Kelvin Group	Mechanical

About Capital Alliance

Capital Alliance is an investment banking firm with a 45+ year history of providing trustworthy advice to private company shareholders who are considering an exit. From initiation to closing, we plan, prepare, market, and negotiate on behalf of our sellers. We are your premier M&A advisor for the middle market.

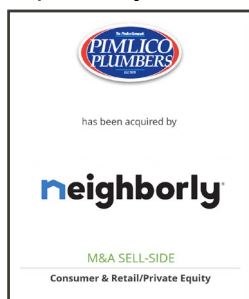
Services

- M&A Sell-Side
- M&A Buy-Side
- Pre-Sale Consulting
- Post-Sale Consulting
- Company Valuations

Strengths

- One-Stop Shop
- Knowledge of All Aspects of Transactions
- Management of Competitive Process
- Independent: No Conflicts of Interests
- Office in Every Major Country in the World

Selected Oaklins Specialty Contracting Experience



Ty Rose
Managing Director
901.488.8657
ty.rose@cadallas.com

Capital Alliance Corporation gathers its data from sources it considers reliable; however, it does not guarantee the accuracy and completeness of the information provided within this report. The material represents information known to the authors at the time this report was prepared, but this information is subject to change. Capital Alliance Corporation makes no representations or warranties, expressed or implied, regarding the accuracy of any material contained within this report.