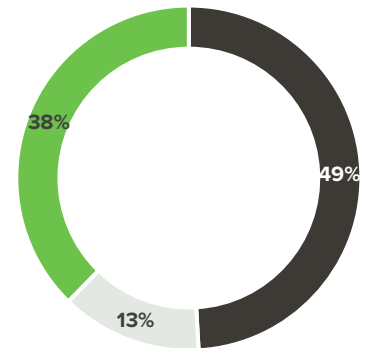
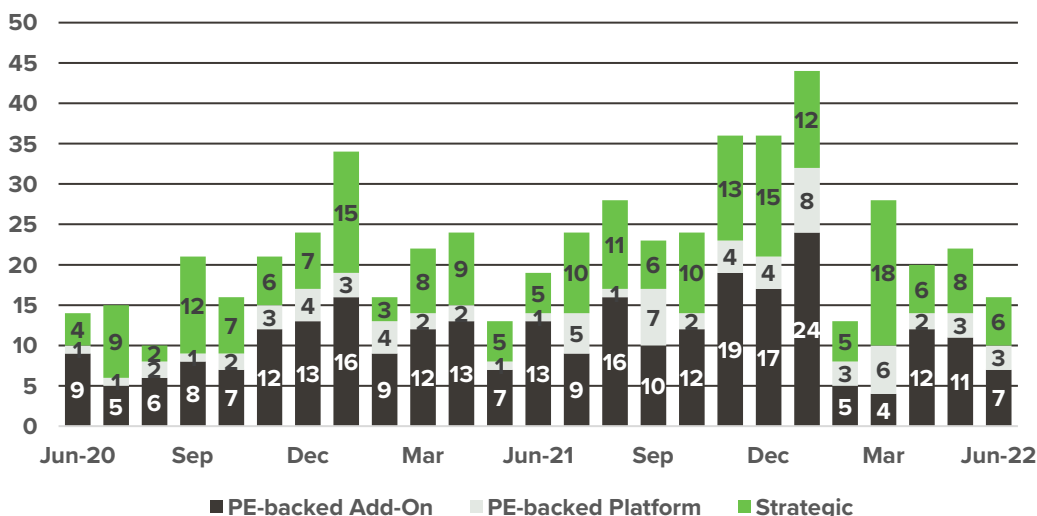


Specialty Contracting Monthly Report July 2022

Oaklins

With half a year down, one would think the picture was getting clearer but unfortunately that is not the case. With inflation at another 40-year high, commodities still up and down, and deal volume for the month almost as low as it was in June 2020, it would be easy to anticipate this being the beginning of a downfall of activity in the space. However, industry commentary is quite the opposite. While buyers are certainly being more diligent and pragmatic than before, most buyers are still longer-term focused and understand this current situation will be outlasted by their investment plan. While exit multiples and deal structures are likely to change, the buyers are still interested, and they are still investing in the industry.

Specialty Contracting deals by buyer type (last 2 years)



YoY INFLATION

+9.1 %

THE NATIONAL RATE OF INFLATION INCREASED 1.3% IN THE MONTH OF JUNE, RESULTING IN A 9.1% INCREASE OVER THE PAST 12 MONTHS

CONSTRUCTION UNEMPLOYMENT

3.7 %

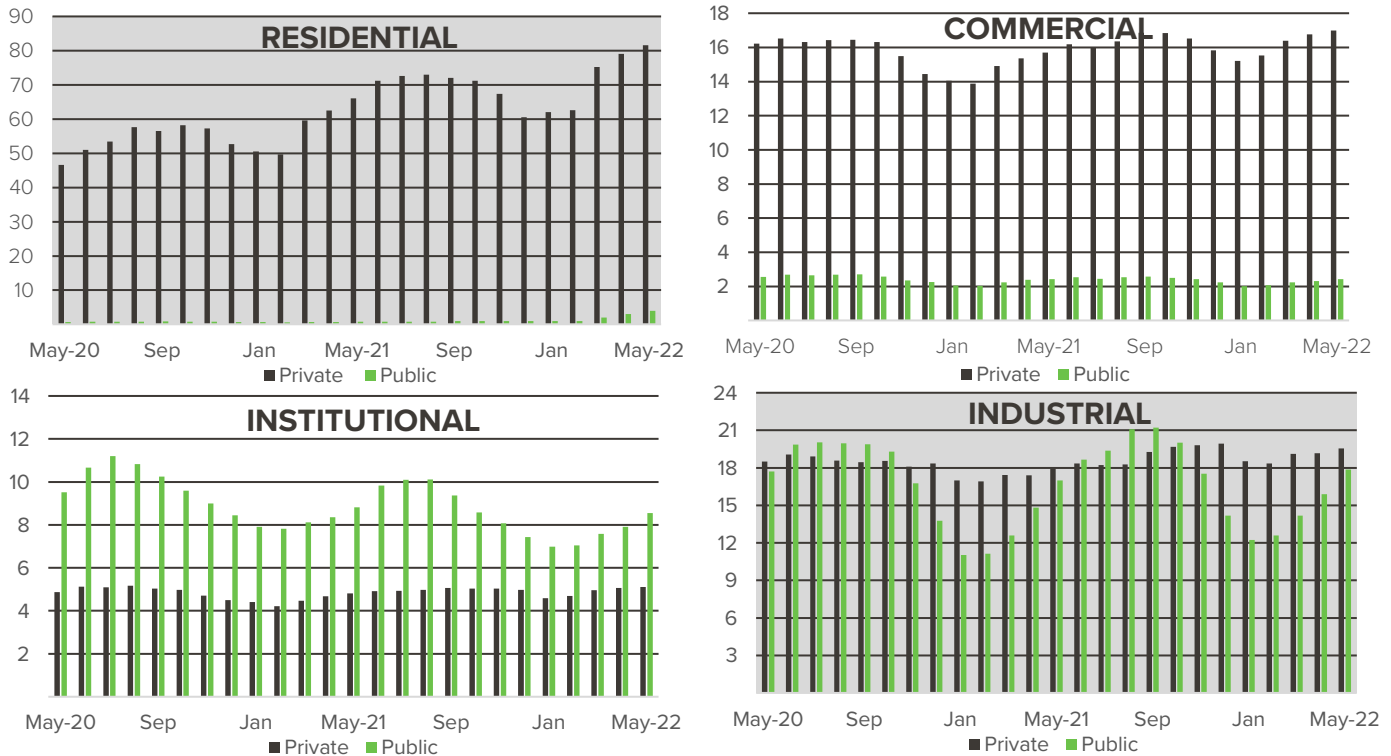
THE UNEMPLOYMENT RATE FOR THE CONSTRUCTION INDUSTRY WAS 3.7% FOR THE MONTH OF JUNE, DOWN FROM 3.8% IN MAY

Deal of the Month

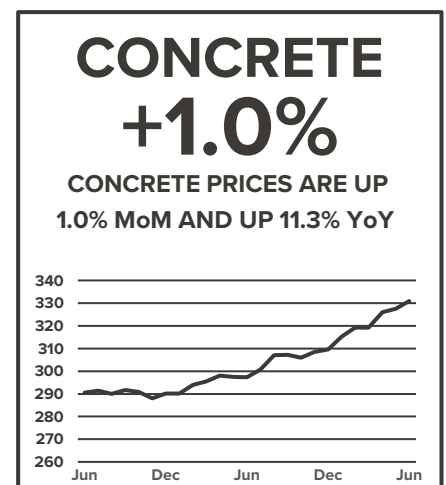
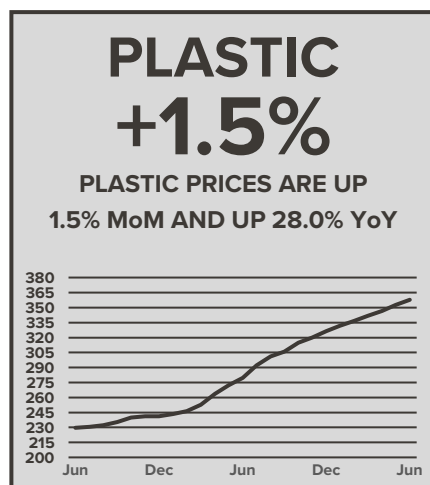
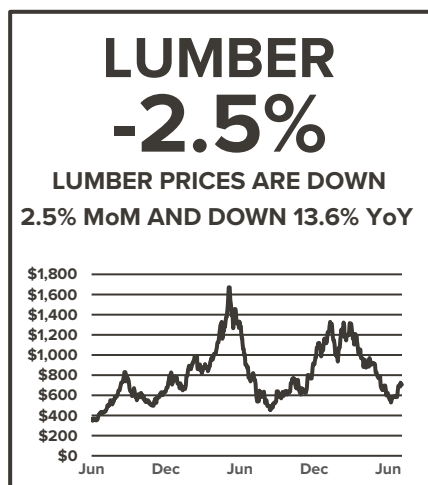
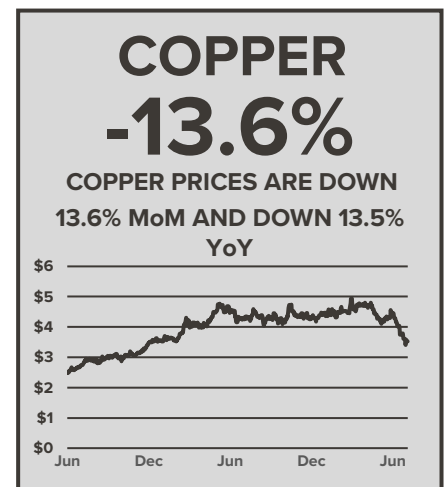
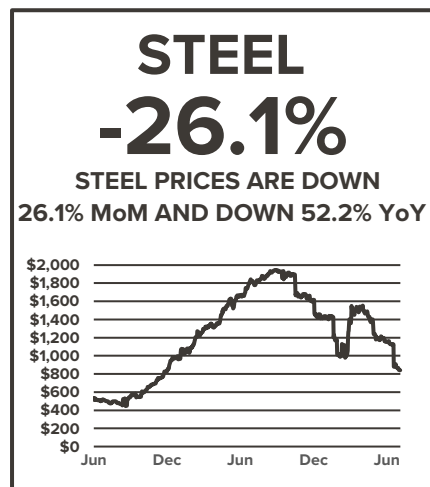
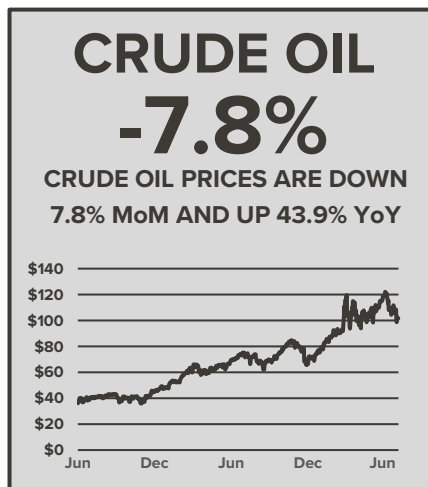


Sector: Infrastructure
Announced: 6/27/2022

New construction values (US\$ billions)



Industry commodity pricing

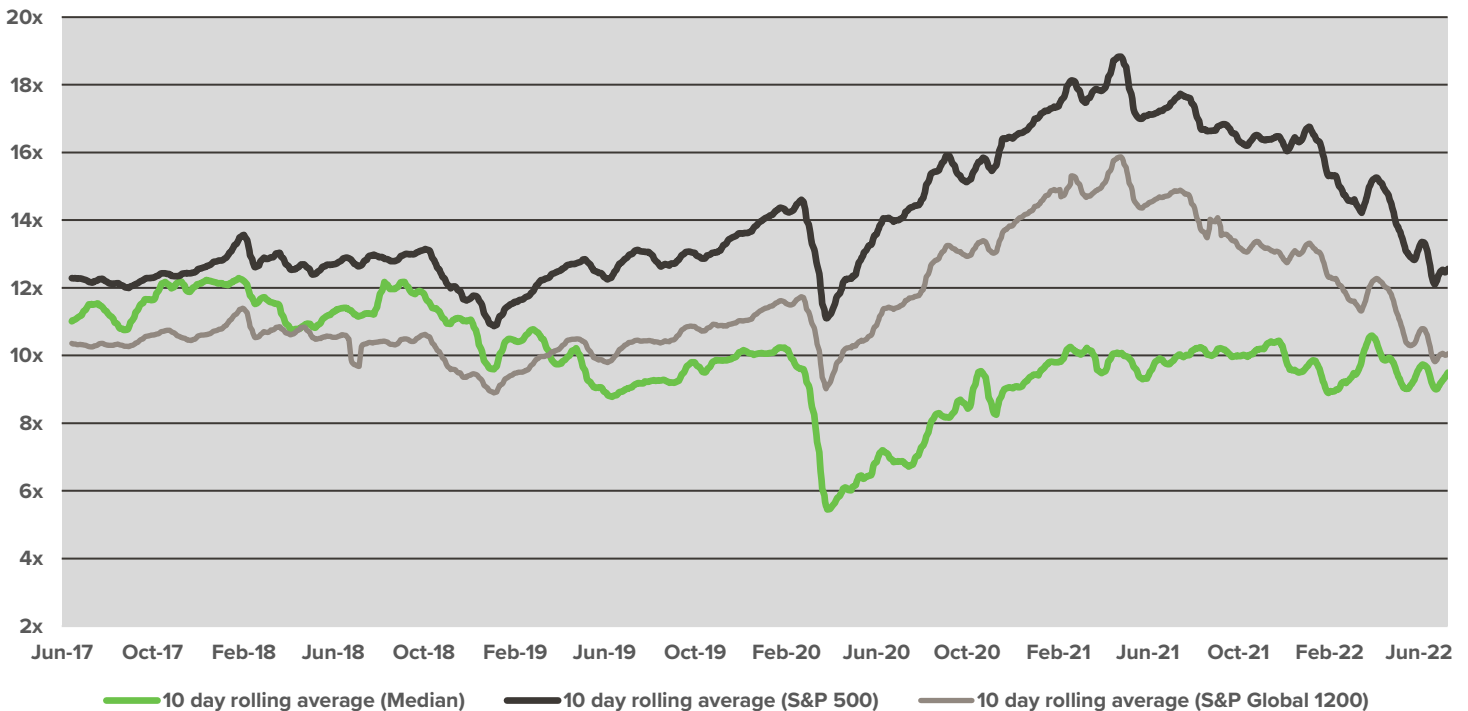


Public Company Valuations

(US\$ millions except for stock price)

Company Name	Stock Price 06/30/2022	Enterprise Value	LTM				EV/LTM	
			Rev	EBITDA	GM %	EBITDA %	Rev	EBITDA
ABM Industries Incorporated	43.42	4155.84	7072.90	482.40	15.3%	6.8%	0.6x	7.5x
APi Group Corporation	14.97	6302.71	4608.00	370.00	24.6%	8.0%	1.4x	14.3x
Bravida Holding AB (publ)	8.70	19002.58	2405.97	1576.00	15.1%	7.0%	0.8x	9.6x
Comfort Systems USA, Inc.	83.15	3405.92	3289.09	260.82	18.0%	7.9%	1.0x	11.4x
EMCOR Group, Inc.	102.96	5297.69	10192.08	626.33	14.8%	6.1%	0.5x	6.2x
GDI Integrated Facility Services Inc.	35.45	1416.46	1368.22	113.63	21.4%	6.7%	0.8x	10.9x
IES Holdings, Inc.	30.17	750.49	1871.80	92.47	16.2%	4.9%	0.4x	6.8x
Instalco AB (publ)	4.13	12736.72	1020.57	809.00	48.8%	8.5%	1.3x	13.3x
Limbach Holdings, Inc.	5.34	103.58	491.83	19.73	17.7%	4.0%	0.2x	4.1x
MYR Group Inc.	88.13	1566.39	2542.43	161.89	12.9%	6.4%	0.6x	9.1x
Burkhalter Holding AG	78.75	739.15	601.79	29.99	67.7%	5.5%	1.3x	23.7x
Primoris Services Corporation	21.76	1799.49	3463.69	261.71	11.3%	7.6%	0.5x	5.3x
Quanta Services, Inc.	125.34	21860.30	14242.16	1155.43	14.9%	8.1%	1.5x	10.4x
Rollins, Inc.	34.92	17477.97	2479.43	538.92	51.7%	21.7%	7.0x	27.6x
SPIE SA	21.64	4677.88	8042.60	531.96	8.6%	7.5%	0.7x	7.0x
Terminix Global Holdings, Inc.	40.65	5808.11	2070.00	358.00	41.1%	17.3%	2.8x	15.2x
Median	\$35.18	\$4,416.86	\$2,510.93	\$364.00	16.9%	7.3%	0.8x	10.0x

Historical TEV/EBITDA Multiples



Select June transactions

Date	Target	Buyer	Industry Classification
06/30/2022	FiberLight, LLC	H.R.L. Morrison & Co (US), LLC; Australian Retirement Trust	Infrastructure
06/30/2022	Patriot Environmental Services, Inc.	Heritage-Crystal Clean, LLC	Environmental
06/30/2022	Travers Mechanical Services, LLC	Pueblo Mechanical & Controls, LLC	Mechanical
06/29/2022	AmChel Communications, Inc.	KCI Technologies Inc.	Infrastructure
06/27/2022	PLH Group, Inc.	Primoris Services Corporation (NasdaqGS:PRIM)	Infrastructure
06/24/2022	Unistructural Support Systems Ltd.	Brixey & Meyer Capital	Industrial
06/23/2022	Dallas Plumbing Company	Air Pros, LLC	Mechanical
06/21/2022	Coonrod Electric CO., LLC	LCG Holdings, LLC	Electrical
06/17/2022	The Thielmann Group	Heartland Home Services, Inc.	Mechanical
06/13/2022	Giddings Hawkins Maintenance Service, Inc.	Liquid Environmental Solutions of Texas, LLC	Industrial
06/06/2022	Katchmark Construction, Inc.	Tecta America Corporation	Roofing
06/02/2022	Alamo Building Maintenance, Inc.	4M Building Solutions, Inc.	Cleaning
06/02/2022	Thermogenics Inc.	Audax Management Company, LLC	Mechanical
06/01/2022	Captain Electric, LLC/ OyBoy Heating and Cooling/ Absolute Air	American Residential Services L.L.C.	Electrical
06/01/2022	Craft Restoration Services Inc.	On Side Restoration Services Ltd.	Remodeling/Restoration

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