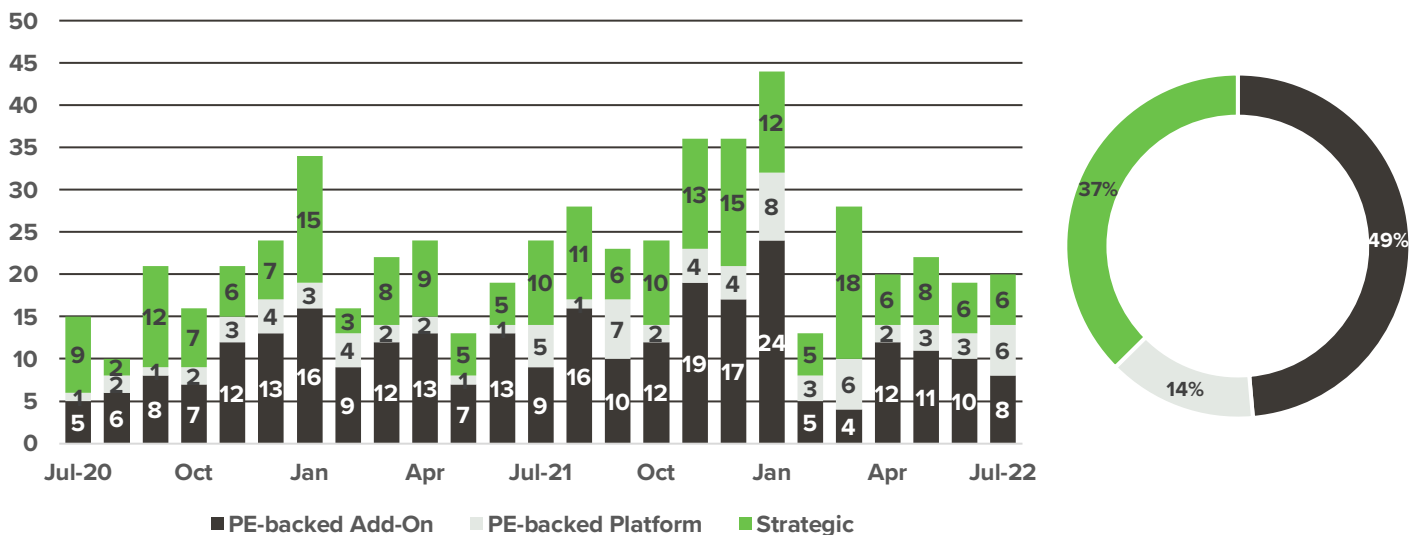


# Specialty Contracting Monthly Report August 2022

Oaklins

For all the negative commentary around inflation, recession, and taxes, it is also good to take note of some of the positives. Even with the extreme rises in commodity and building products pricing, historic highs in fuel prices and transportation rates, and overall market uncertainty, the investment in new residential construction has grown at an annualized rate of 28% and acquisitions have risen 36% over the past 2 years. Investment in residential construction drives many sectors within Specialty Contracting, and we expect buyer interest in the industry to remain high.

## Specialty Contracting deals by buyer type (last 2 years)



### YoY INFLATION

**+8.5 %**

THE NATIONAL RATE OF INFLATION WAS UNCHANGED IN THE MONTH OF JULY, RESULTING IN A 8.5% INCREASE OVER THE PAST 12 MONTHS

### CONSTRUCTION UNEMPLOYMENT

**3.5 %**

THE UNEMPLOYMENT RATE FOR THE CONSTRUCTION INDUSTRY WAS 3.5% FOR THE MONTH OF JULY, DOWN FROM 3.7% IN JUNE

### Deal of the Month

ACQUIRER



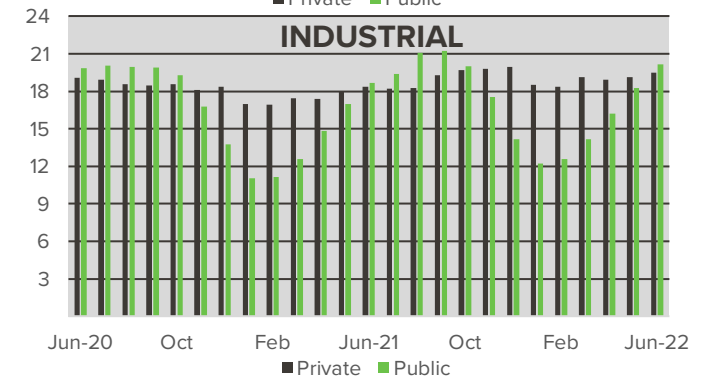
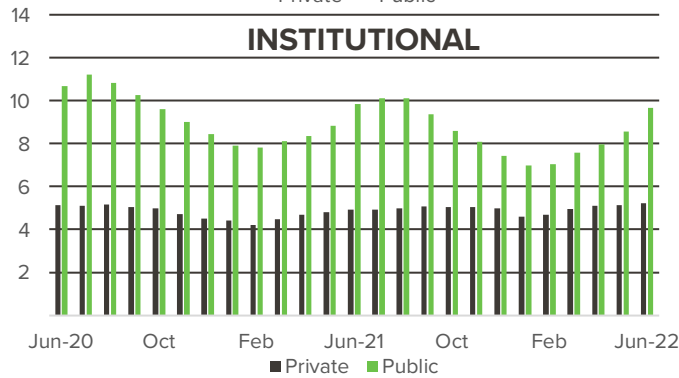
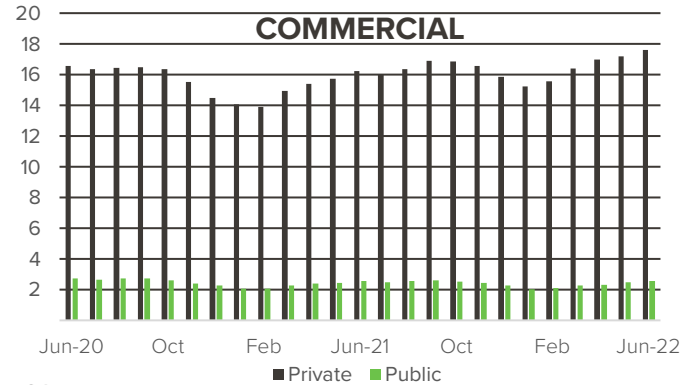
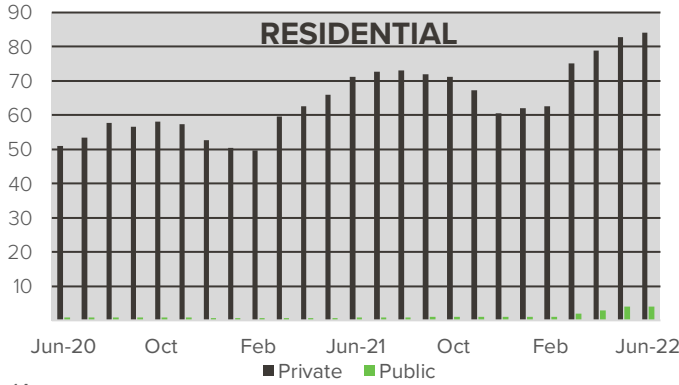
TARGET



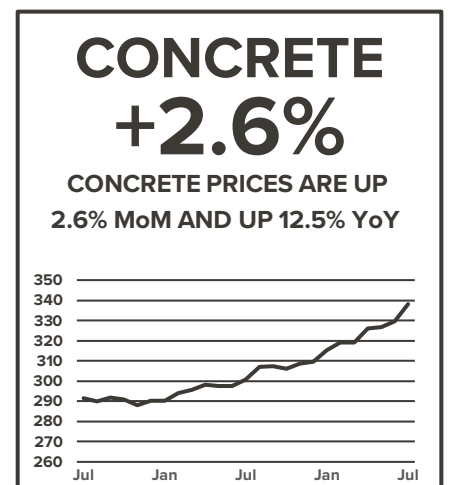
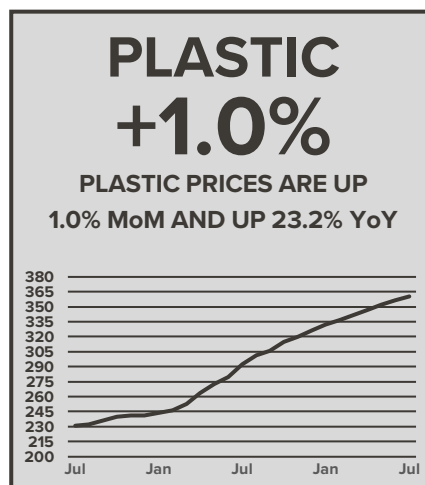
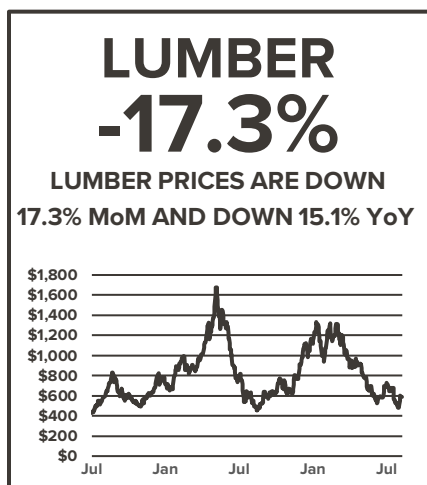
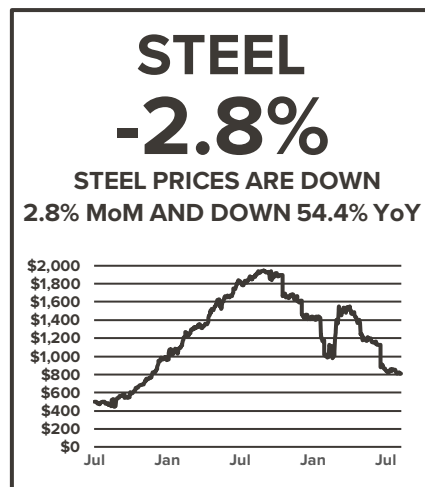
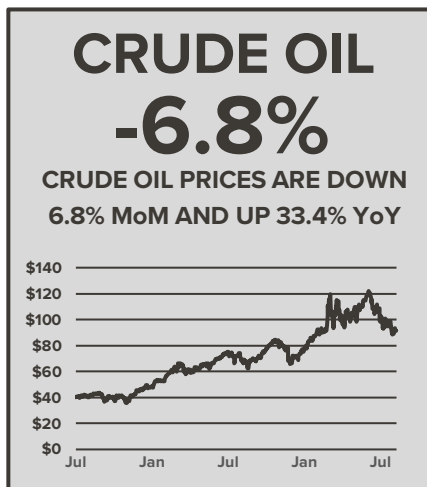
— ELECTRICAL SERVICES —

**Sector: Electrical**  
**Announced: 7/30/2022**

## New construction values (US\$ billions)



## Industry commodity pricing

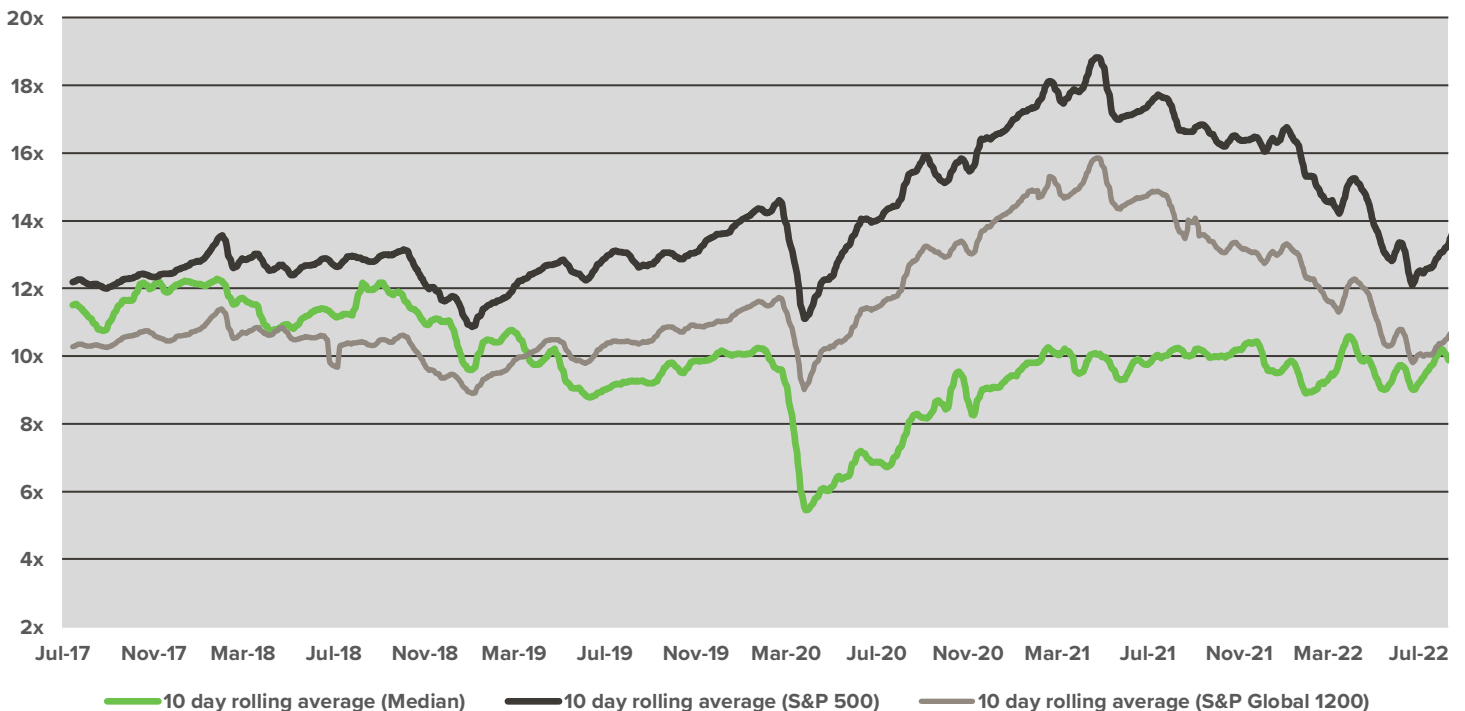


# Public Company Valuations

(US\$ millions except for stock price)

Company Name	Stock Price 07/31/2022	Enterprise Value	LTM				EV/LTM	
			Rev	EBITDA	GM %	EBITDA %	Rev	EBITDA
ABM Industries Incorporated	44.84	4250.68	7072.90	482.40	15.3%	6.8%	0.6x	7.7x
APi Group Corporation	17.71	6963.61	5279.00	455.00	25.4%	8.6%	1.5x	15.9x
Bravida Holding AB (publ)	10.05	22664.00	2277.01	1628.00	15.2%	7.0%	1.0x	11.2x
Comfort Systems USA, Inc.	105.66	4239.18	3593.14	283.10	17.9%	7.9%	1.2x	13.1x
EMCOR Group, Inc.	116.37	6031.76	10461.80	632.56	14.5%	6.0%	0.6x	7.0x
GDI Integrated Facility Services Inc.	39.02	1517.68	1445.73	124.63	21.2%	6.7%	0.9x	11.7x
IES Holdings, Inc.	33.00	809.27	2033.23	86.00	15.4%	4.2%	0.4x	7.3x
Instalco AB (publ)	4.91	14748.48	1020.57	809.00	48.8%	8.5%	1.5x	15.3x
Limbach Holdings, Inc.	5.35	103.69	486.93	21.23	18.4%	4.4%	0.2x	4.2x
MYR Group Inc.	95.23	1656.63	2600.97	162.87	12.6%	6.3%	0.6x	9.5x
Burkhalter Holding AG	78.63	735.06	601.79	29.99	67.7%	5.5%	1.3x	23.6x
Primoris Services Corporation	23.36	1884.82	3605.03	232.57	10.3%	6.5%	0.5x	5.6x
Quanta Services, Inc.	138.73	23784.57	15474.34	1290.37	14.9%	8.3%	1.7x	11.3x
Rollins, Inc.	38.57	19261.82	2555.27	539.34	51.7%	21.1%	7.5x	30.4x
SPIE SA	23.87	5704.29	7881.15	483.75	8.4%	6.4%	0.8x	9.1x
Terminix Global Holdings, Inc.	44.70	6300.20	2094.00	354.00	40.7%	16.9%	3.0x	16.5x
<b>Median</b>	<b>\$38.79</b>	<b>\$4,977.48</b>	<b>\$2,578.12</b>	<b>\$404.50</b>	<b>16.6%</b>	<b>6.8%</b>	<b>0.9x</b>	<b>11.2x</b>

## Historical TEV/EBITDA Multiples



## Select July transactions

Date	Target	Buyer	Industry Classification
07/30/2022	William E. Groves Construction, Inc.	Quanta Services, Inc. (NYSE:PWR)	Electrical
07/28/2022	Summit Service Group, Inc.	The Facilities Group	Cleaning
07/27/2022	R. Brooks Mechanical Inc.	Flow Service Partners Tennessee Op-Co LLC	Mechanical
07/26/2022	Home Repair Team, Inc.	Skogman Companies	Remodeling/Restoration
07/21/2022	KC Harvey Environmental, LLC	Bernhard Capital Partners Management LP	Environmental
07/20/2022	MTB Mechanical, Inc.	NearU Services	Mechanical
07/20/2022	VLS Environmental Solutions, LLC	I Squared Capital Advisors, LLC	Environmental
07/14/2022	Advanced Environmental Technologies, LLC	EIS Holdings, LLC	Environmental
07/14/2022	Cen-Cal Fire Systems, Inc.	Sciens Building Solutions, LLC	Fire Protection
07/13/2022	Andersen Commercial Plumbing, Inc.	Sun Capital Partners, Inc.	Mechanical
07/08/2022	All County Remediation, Inc.	ATI Restoration, LLC	Remodeling/Restoration
07/07/2022	Arbor Contract Carpet Inc.	Real Floors, Inc.	Remodeling/Restoration
07/06/2022	New Jersey Door Works, LLC	The Miner Corporation	Remodeling/Restoration
07/06/2022	Procraft Mechanical, Inc.	Pueblo Mechanical & Controls, LLC	Mechanical
07/05/2022	Wm. F. McDonough Plumbing, Inc.	Babe's Plumbing, Inc.	Mechanical

## About Capital Alliance

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- M&A Buy-Side
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- Post-Sale Consulting
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- Knowledge of All Aspects of Transactions
- Management of Competitive Process
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### Selected Oaklins Specialty Contracting Experience

has been acquired by

M&A SELL-SIDE  
Business Support Services/Construction & Engineering Services

has been acquired by

a private investor group

M&A SELL-SIDE  
Business Support Services/Construction & Engineering Services

has sold its assets to

M&A SELL-SIDE  
Construction & Engineering Services



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