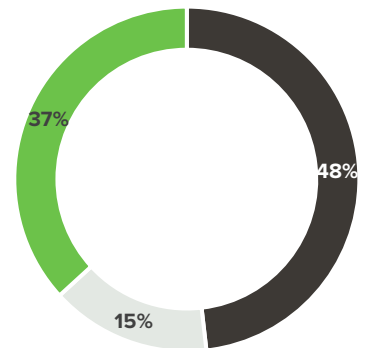
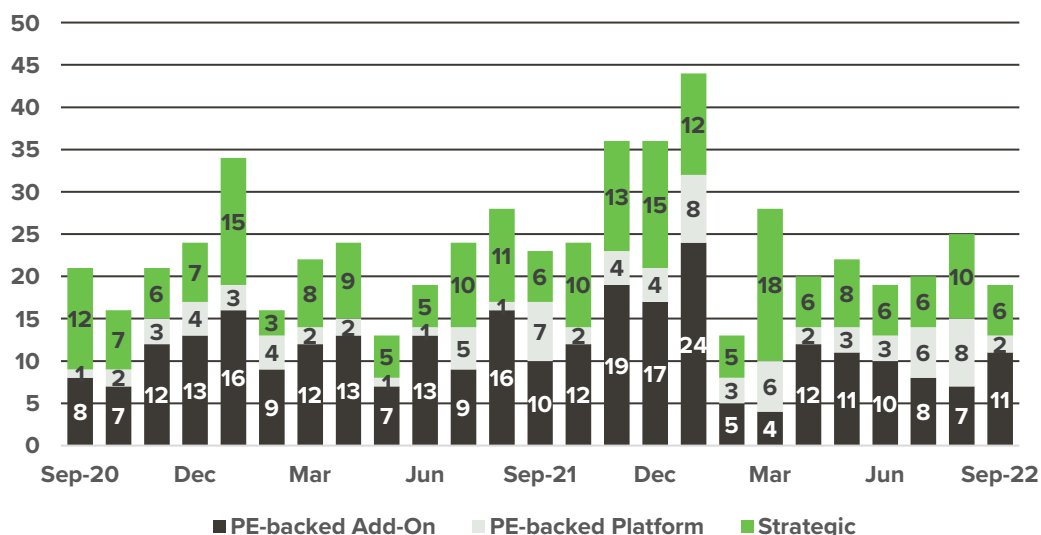


Specialty Contracting Monthly Report October 2022

Oaklins

With the rising interest rates, continued inflation, and significant drop in the overall market, we have started to see some negative impacts to financing and exit multiples. While acquisitions have remained steady, albeit lower than the past 2 years, they are still up over 2019. But two things stand out the most when looking at the data: the public company Specialty Contracting EBITDA multiples have remained steady, and restoration and remediation companies have become an industry focus. It is too early to tell if this is a trend, but the resiliency of businesses within the sector is a major upside when the overall economy is down and will continue to draw investor attention.

Specialty Contracting deals by buyer type (last 2 years)



YoY INFLATION

+8.2 %

THE NATIONAL RATE OF INFLATION INCREASED 0.4% IN THE MONTH OF SEPTEMBER, RESULTING IN A 8.2% INCREASE OVER THE PAST 12 MONTHS

CONSTRUCTION UNEMPLOYMENT

3.4 %

THE UNEMPLOYMENT RATE FOR THE CONSTRUCTION INDUSTRY WAS 3.4% FOR THE MONTH OF SEPTEMBER, DOWN FROM 3.9% IN AUGUST

Deal of the Month

ACQUIRER



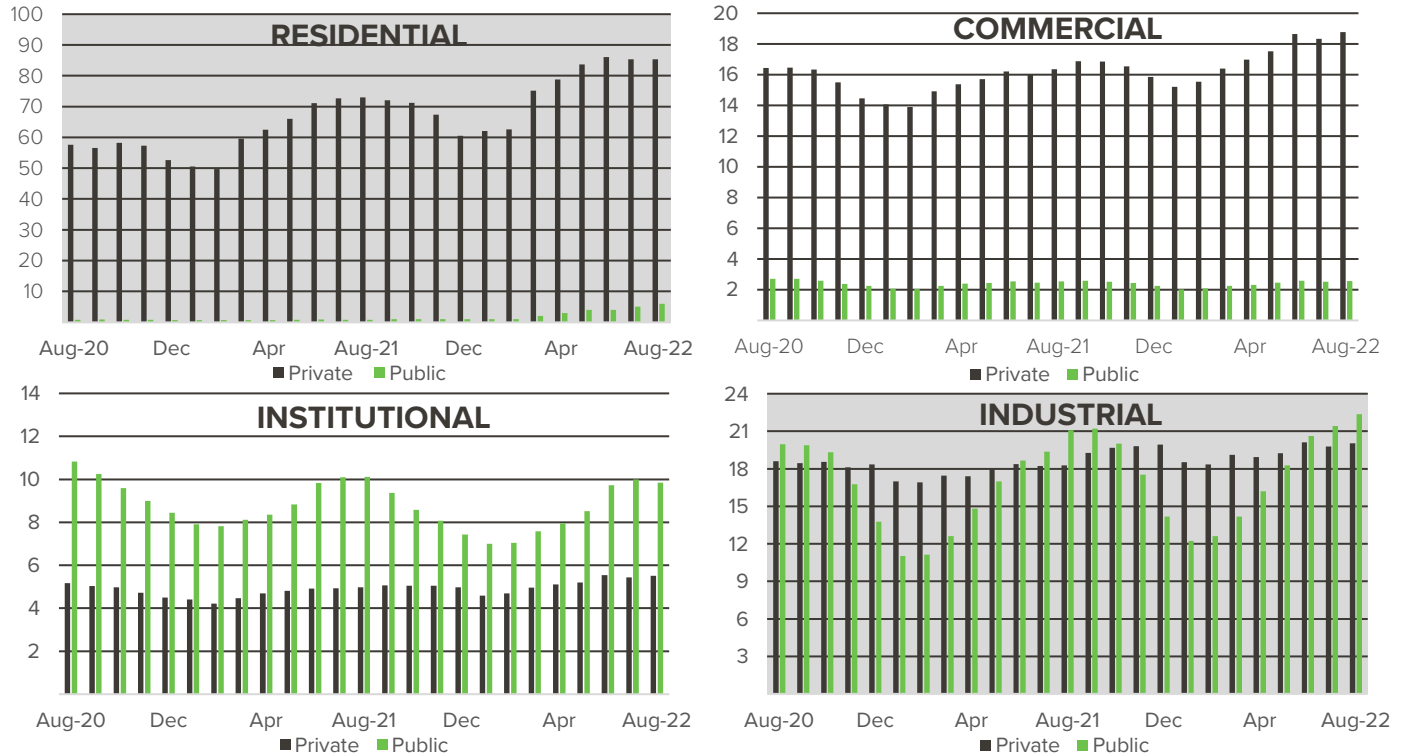
ENTACT

TARGET

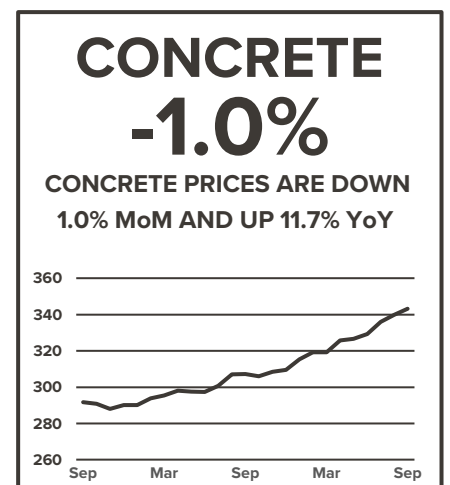
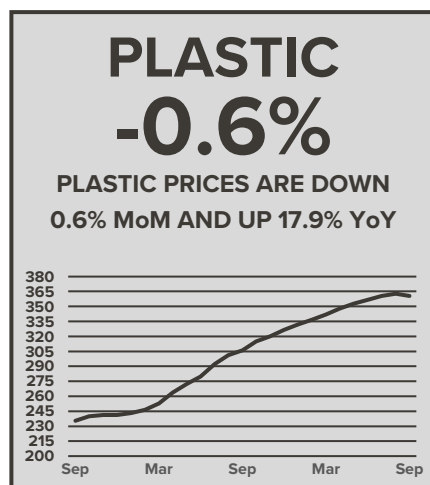
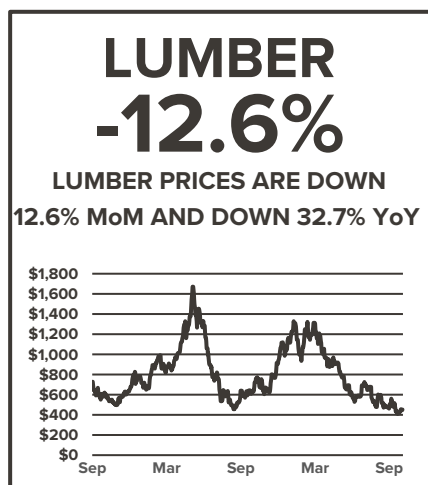
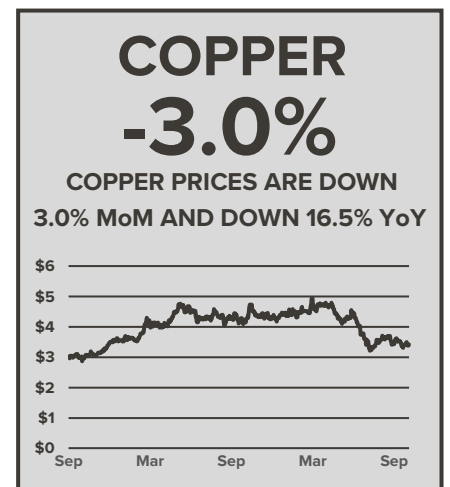
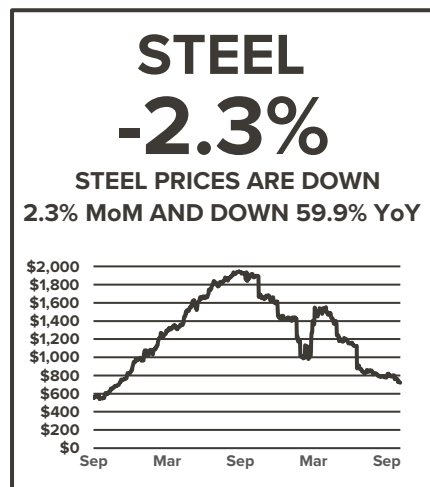
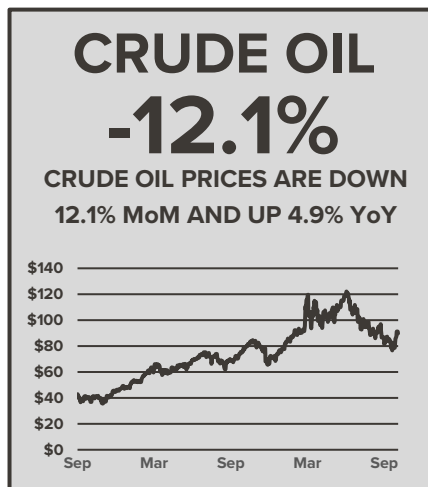


Sector: Environmental
Announced: 9/28/2022

New construction values (US\$ billions)



Industry commodity pricing

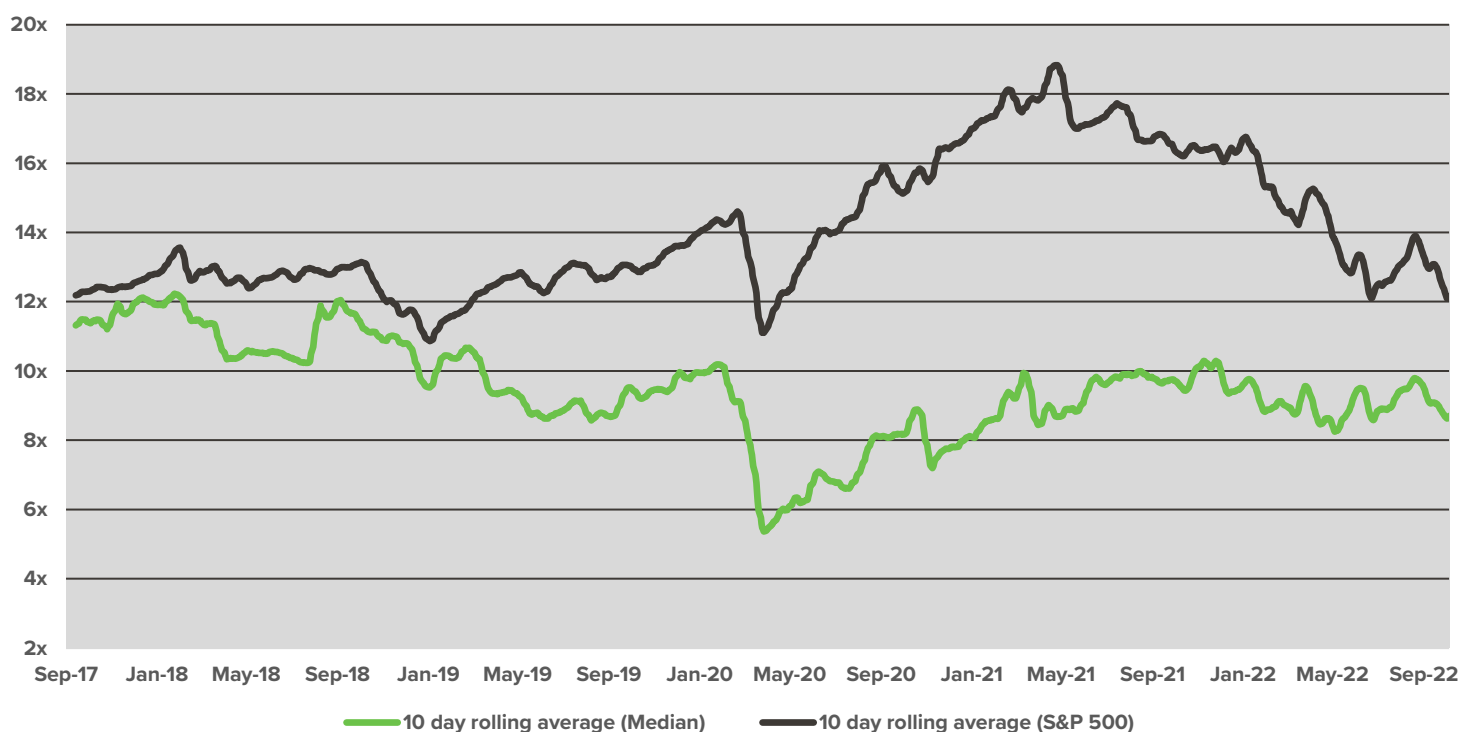


Public Company Valuations

(US\$ millions except for stock price)

Company Name	Stock Price 09/30/2022	Enterprise Value	LTM				EV/LTM	
			Rev	EBITDA	GM %	EBITDA %	Rev	EBITDA
ABM Industries Incorporated		3794.37	7491.10	440.50	14.6%	5.9%	0.5x	7.5x
APi Group Corporation	13.27	5879.23	5279.00	455.00	25.4%	8.6%	1.1x	11.2x
Bravida Holding AB (publ)	8.26	20464.17	2277.01	1628.00	15.2%	7.0%	0.9x	10.1x
Comfort Systems USA, Inc.	97.33	3942.12	3593.14	283.10	17.9%	7.9%	1.1x	12.2x
EMCOR Group, Inc.	115.48	5987.84	10461.80	632.56	14.5%	6.0%	0.6x	6.9x
GDI Integrated Facility Services Inc.	31.14	1379.35	1445.73	124.63	21.2%	6.7%	0.7x	9.8x
IES Holdings, Inc.	27.62	716.47	2033.23	86.00	15.4%	4.2%	0.4x	6.8x
Instalco AB (publ)	4.04	14219.07	1007.20	869.00	48.8%	8.4%	1.4x	13.9x
Limbach Holdings, Inc.	7.60	111.87	486.93	21.23	18.4%	4.4%	0.2x	4.2x
MYR Group Inc.	84.73	1481.73	2600.97	162.87	12.6%	6.3%	0.6x	8.5x
Burkhalter Holding AG	76.01	771.87	571.73	32.34	69.2%	5.9%	1.4x	23.0x
Primoris Services Corporation	16.25	1613.68	3605.03	232.57	10.3%	6.5%	0.4x	5.3x
Quanta Services, Inc.	127.39	22218.67	15474.34	1290.37	14.9%	8.3%	1.4x	9.6x
Rollins, Inc.	34.68	17346.32	2555.27	539.34	51.7%	21.1%	6.8x	27.3x
SPIE SA	21.16	5407.78	7881.15	483.75	8.4%	6.4%	0.7x	8.6x
Terminix Global Holdings, Inc.	38.29	5377.95	2094.00	354.00	40.7%	16.9%	2.6x	14.3x
Median	\$31.14	\$4,660.04	\$2,578.12	\$397.25	16.6%	6.6%	0.8x	9.7x

Historical TEV/EBITDA Multiples



Select September transactions

Date	Target	Buyer	Industry Classification
09/30/2022	Eagle Enterprises Ltd.	4M Building Solutions, Inc.	Cleaning
09/30/2022	Young EnergyServe Inc.	Vertex Resource Group Ltd. (TSXV:VTX)	Industrial
09/28/2022	Janney Construction Services LLC	Legacy Restoration LLC	Roofing
09/28/2022	USA Environment, L.P.	ENTACT, LLC	Environmental
09/27/2022	Lonestar Sierra, LLC	Industry Services Company, Inc.	Industrial
09/23/2022	SEPI Engineering & Construction, Inc.	TranSystems Corporation	Environmental
09/20/2022	Black Electric Inc.	SunGrid Solutions	Electrical
09/20/2022	Mitigation Solutions, LLC	Western Sierra Resource Corporation (OTCPK:WSRC)	Remodeling/Restoration
09/15/2022	Colorado Resources Company	SPECTRA Contract Flooring	Remodeling/Restoration
09/14/2022	AC Corporation	Crete Mechanical Group, Inc.	Mechanical
09/12/2022	Cochran Electric, Inc.	Hilscher-Clarke Electric Company Inc.	Electrical
09/07/2022	NextGen Security, LLC	Dunes Point Capital, L.P.	Electrical
09/07/2022	Security Identification Systems Corporation	ACRE, LLC	Facility services
09/06/2022	Briscoe Protective Systems Inc.	Pye-Barker Fire & Safety, LLC	Fire Protection
09/06/2022	Mackenzie Restoration, Inc.	ATI Restoration, LLC	Remodeling/Restoration

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Selected Oaklins Specialty Contracting Experience

 <p>has been acquired by</p> <p>STRAIT LANE CAPITAL PARTNERS</p> <p>US\$23m M&A SELL-SIDE</p> <p>Construction & Engineering Services/Private Equity</p>	 <p>has been acquired by</p> <p>MasTec</p> <p>US\$250m M&A SELL-SIDE</p> <p>Construction & Engineering Services</p>	 <p>has been acquired by</p> <p>SORENSEN CAPITAL</p> <p>M&A SELL-SIDE</p> <p>Business Support Services/Construction & Engineering Services</p>
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