



HYDE PARK CAPITAL

Integrity | Expertise | Results

Investment Banking | Mergers & Acquisitions | Capital Raising

Overview

Nationally recognized investment bank
founded in 2000

Over 300 transactions completed, totaling
more than \$10 billion in transaction value

Extensive relationships with leading
institutional lenders, PE investors,
and strategic buyers

Proven ability to source quality buyers
and maximize deal value

Industry Expertise

- Industrials
- Healthcare
- Business Services
- Technology
- Financial Services
- Consumer

Investment Banking Services

Mergers & acquisitions, recapitalizations,
and management buyouts

Capital raising of equity, mezzanine, and
senior debt capital

Financial advisory, analytical support,
and fairness opinions

Comprehensive and targeted sell-side
marketing efforts

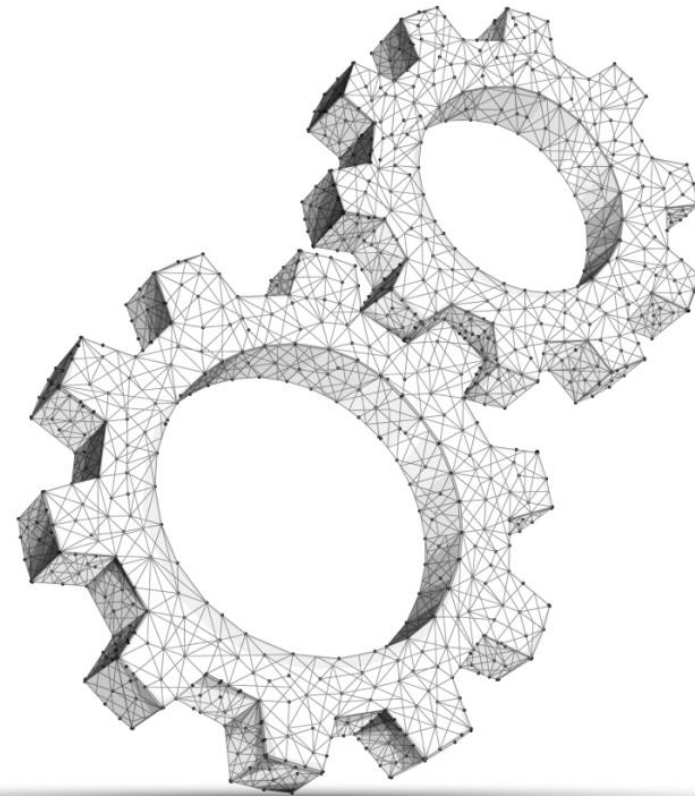
Hyde Park Capital Advisors, LLC

701 N. Franklin Street
Tampa, FL 33602
Tel: 813-383-0202

www.hydeparkcapital.com

Construction & Engineering Services

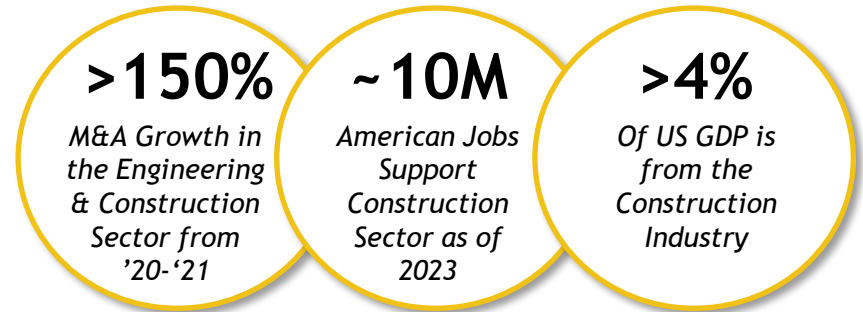
Market Insights Q1 2023



Market Observations

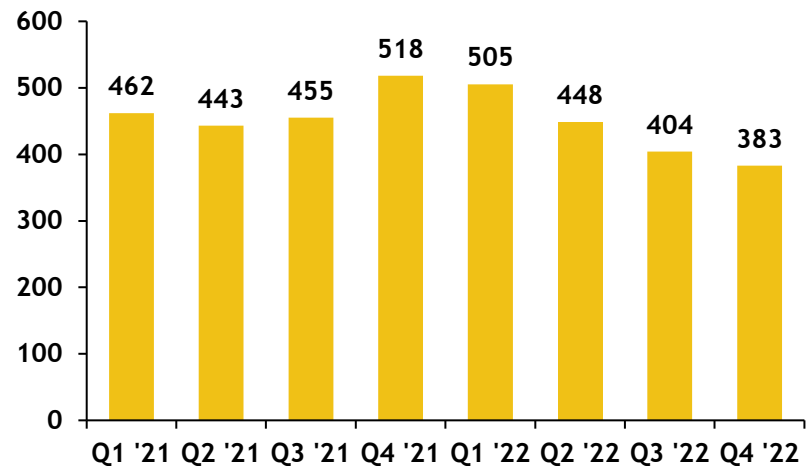
Overview - Construction & Engineering Outlook and M&A Activity

- The global construction and engineering market was valued at **~\$8.2 trillion** in 2022 and is expected to expand at a **CAGR of 8.4%**, reaching **~\$14.4 trillion** by 2030.
- The industry is continuing to see a disproportionate amount of work compared to available people to complete it, making those with healthy labor forces prime targets for private equity investors. As backlogs continue to mount, many prime contractors are laser focused on keeping their customers happy and thus are reaching out to more subcontractors to complete work. This has caused an increased need for subcontracted service providers, who are able to increase their prices and thus profits as long as they can keep hitting timelines.
- Private equity interest in construction & engineering firms is supported by 2022 M&A activity, which saw **1,700+** deals completed and is expected to remain strong in future periods.
- In addition, publicly funded and subsidized construction projects will continue to **remain resilient** as the **Infrastructure Investment and Jobs Act** included an unprecedented amount of federal funding, **~\$1.2 trillion**, which aims to address the country's critical infrastructure.
- Overall, the sector remains one of the bright spots in the minds of private equity investors. As supply chain and material prices begin to stabilize, the overwhelming backlogs foster an attractive environment for platform roll ups with well-capitalized buyers.



Construction & Engineering M&A Activity

Global Strategic & PE Buyer Deals



Public Companies

Representative Public Companies

(\$ in millions, except per share)

Company	Stock Price at 2/27/2023	% of 52 Week High	Enterprise Value	LTM		LTM Margins		3 Year CAGR		Enterprise Value / LTM	
				Revenue	EBITDA	Gross Profit	EBITDA	Revenue	EBITDA	Revenue	EBITDA
 QUANTA SERVICES	\$160.64	95.2%	\$27,336	\$17,074	\$1,483	14.8%	8.7%	5.1%	12.0%	1.6x	18.4x
Jacobs	\$120.85	80.4%	\$19,271	\$15,341	\$1,365	21.8%	8.9%	10.0%	17.6%	1.3x	14.1x
	\$126.80	97.3%	\$18,006	\$8,204	\$780	19.3%	9.5%	9.1%	12.6%	2.2x	23.1x
AECOM	\$87.14	94.6%	\$14,284	\$13,264	\$890	6.5%	6.7%	NM	NM	1.1x	16.1x
 MasTec	\$97.18	96.8%	\$10,279	\$9,778	\$632	12.2%	6.5%	4.8%	8.5%	1.1x	16.3x
FLUOR	\$35.76	94.8%	\$4,072	\$13,744	\$231	2.6%	1.7%	NM	2.7%	0.3x	17.6x
ARCOSA	\$62.43	94.9%	\$3,418	\$2,243	\$314	18.9%	14.0%	11.7%	12.2%	1.5x	10.9x
 DYCOM	\$84.00	68.8%	\$3,188	\$3,808	\$354	17.0%	9.3%	2.4%	NM	0.8x	9.0x
	\$26.22	93.8%	\$2,663	\$3,976	\$247	10.0%	6.2%	6.0%	12.6%	0.7x	10.8x

Average	13.7%	7.9%	7.0%	11.2%	1.2x	15.1x
Median	14.8%	8.7%	6.0%	12.2%	1.1x	16.1x



Select M&A Transactions

Deal Date	Target Name	Target Business Description	Buyer/Investor
02/22/23	Eldeco	Operator of a construction and engineering services firm providing electrical design and construction services in the Southeastern region of the United States.	Comfort Systems USA (NYS: FIX)
02/09/23	United Structural Systems	Provider of residential and commercial construction services including waterproofing, crawl space encapsulation, concrete leveling, and more.	Summit Park
02/08/23	Enercon Services	Provider of multi-disciplinary engineering and environmental services focused on efficient production, delivery and use of energy.	Oaktree Capital Management
02/02/23	Failure Analysis & Prevention	Provider of engineering consulting services for components and damage assessment of equipment and systems.	J.S. Held (Kelso Private Equity)
02/01/23	Ardurra Group	Provider of full-service engineering and construction management services offering consulting in water supply infrastructure, wastewater treatment, site evaluation.	Littlejohn & Co.
01/31/23	Bromley Cook Engineering	Provider of structural engineering consulting services for concrete and structural building components, waterproofing, and hurricane hardening.	NV5 (NAS: NVEE)
01/30/23	Infinity Roofing And Siding	Provider of replacement and other exterior restoration services that serve commercial and residential customers.	Capital Construction (O2 Investment Partners)
01/27/23	Crew Engineers	Provider of engineering services focusing on water, wastewater, environmental, and civil engineering services.	H2M architects + Engineers
01/24/23	DPC Contractors	Operator of a commercial & residential construction company offering electrical, civil, structural, concrete and pipe fabrication services.	Day & Zimmermann
01/24/23	Morris & Associates, Engineers	Provider of engineering and architectural services intended to serve retail, food service, drug, grocery, fleet, vehicle maintenance, municipal, and other industries.	Prime Engineering (Godspeed Capital)
01/23/23	KLOK Group	Provider of engineering consulting services, offering mechanical, plumbing, and electrical engineering, energy modeling, and fire protection.	CMTA



Select M&A Transactions (cont.)

Deal Date	Target Name	Target Business Description	Buyer/Investor
01/23/23	Nielsen Baumert Engineering	Provider of architectural services specializing in structural engineering analysis and design of commercial, educational, institutional and industrial facilities.	Olsson
01/23/23	Shadpour Consulting Engineers	Provider of consulting and planning services specializing in mechanical, electrical, and plumbing, planning and design, energy efficiency, and building automation.	Legence (Blackstone)
01/18/23	Van Note-Harvey Associates	Provider of engineering services, consulting, commercial construction, and construction administration.	Pennoni Associates
01/13/23	Trans Ash	Provider of civil construction and environmental services offering basin, landfill, dredging, plant support and grounds services.	NorthStar Group Holdings (PhenixFIN BDC)
01/12/23	Borton-Lawson	Provider of civil engineering services offering automation controls, transportation traffic, land development, private development and engineering services.	Hull & Associates (Pine Street Capital Partners)
01/10/23	ACS Asphalt Concrete Solutions	Provider of asphalt and concrete construction services, specializing in commercial paving services, parking lot patching, repair and maintenance, and excavation.	Soundcore Capital Partners
01/09/23	Pacific Surfacing	Provider of paving and asphalt services offering a variety of commercial maintenance services including seal coating, resurfacing, repaving and striping.	Caldicot Capital
01/06/23	Hudson Design Group	Provider of engineering and architectural services specializing in civil and structural engineering, architecture design, project management and consulting.	Tower Engineering Professionals (Aldine Capital Partners)
01/05/23	Phoenix Bay State Construction Company	Provider of building construction services specializing in new building construction and restoration services.	The Waterproofing Company
01/05/23	Xcel Engineering	Provider of engineering and consulting services offering engineering design and analysis, construction management, civil engineering and LEED design.	MartinFederal
01/04/23	Carmichael Engineering	Provider of engineering and consulting services offering geotechnical, environmental and construction monitoring and testing services.	Contour Engineering



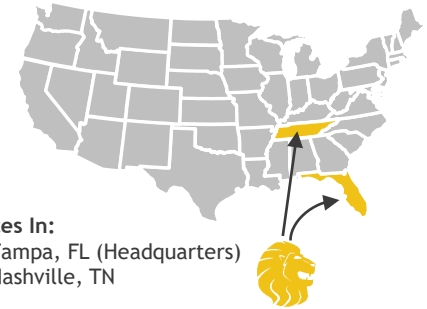
Select M&A Transactions (cont.)

Deal Date	Target Name	Target Business Description	Buyer/Investor
01/04/23	Holistic Engineering and Land Management	Provider of civil engineering and consulting services specializing drainage, flood hazard mitigation, stormwater management, and water conservation services.	Wilson and Company
01/03/23	Bock Building Group	Provider of residential and commercial contracting services including roofing, commercial construction, renovation, remodeling, and more.	N/A
01/03/23	Schmidt Consulting Group	Provider of multi-disciplinary engineering and consulting services, specializing in mechanical, electrical, and structural engineering design services.	IMEG
01/03/23	WorldTech Engineering	Provider of engineering and consulting services, specializing street and stormwater design, construction and traffic engineering, and pavement management.	Tighe & Bond
01/01/23	Caron Architecture	Operator of a full-service architecture and engineering firm specializing in multi-family residential, hotel and mixed-use and commercial architectural design.	AXIS/GFA Architecture + Design
01/01/23	Huysen Asphalt Paving & Sealcoating	Provider of asphalt paving and concrete services specializing in repairs, seal coating, parking lot striping and speed bump signage.	True North Asphalt (Stonehenge Partners)
01/01/23	John Anderson Construction	Provider of construction services catering to the commercial franchise restaurant industry offering custom home builds, commercial builds, and retail builds.	Apex Construction
01/01/23	Taylor Tele-communications	Provider of telecommunications and utility infrastructure construction services.	Verità



HPC Overview

- Founded in 2000 by the prior head of Investment Banking Groups at Raymond James
- Advised on **300+ transactions** and has been a consistent leader in providing independent and unbiased strategic counsel and advisory services to global sellers and buyers of middle-market firms
- Diverse team with extensive execution experience across all areas of Industrial Services
- Bulge bracket capabilities with a boutique touch



Industry Leading . . . Industrials Coverage.. With a Focus on Construction & Engineering Services



• M&A Atlas Awards Boutique Investment Bank of the Year and Deal of the Year Winner (Business Services)



• Global Finance World's Best Investment Bank (Southeast Region)



• Ernst & Young Entrepreneur of the Year (Florida Region, Financial Services)

- Construction and Engineering Services**
- Telecom Services
- Paper and Plastics Packaging
- Precision Manufacturing
- Logistics and Distribution
- Maritime Services
- Residential Services
- Critical Infrastructure Services



HPC Overview

Case Study - Infrastructure Construction Services



Overview of the Transaction

- PirTano Construction Company Inc (“PirTano”) was acquired by Rising Point Capital (“RPC”).
- PirTano is a multi-dimensional construction company that installs sewer and water systems and installs coax cable throughout the Chicago land area into three areas of business. PirTano is also an impressive Heavy/Highway Contractor for both public and private customers.
- PirTano has provided an array of infrastructure and land development services and has expanded services as a Communications Contractor, providing services such as fiber design/build projects, fiber splicing, directional boring services, underground and aerial construction and ultimately entering into the Contract Communication Installation business, which brings Internet, CATV and telephone into the homes of thousands upon thousands of customers throughout the Chicago and Northwest Indiana areas.
- Rising Point Capital is a private equity firm specializing in lower middle market investments, acquisitions, buyouts, corporate carve-outs and organic growth.

Hyde Park Capital’s Role

- Hyde Park Capital was engaged as the exclusive investment banker and financial advisor to PirTano for this transaction.
- Hyde Park Capital originated, negotiated and closed the transaction with RPC.



HPC Overview

Case Study - Telecom Infrastructure Services



Overview of the Transaction

- Ascend Wireless Networks (“Ascend Wireless”) was acquired by Sovereign’s Capital.
- Ascend Wireless is a multi-dimensional telecom contractor, providing full service, design-build, professional, construction, and technical services to macro and micro wireless network providers.
- Providing a single source service offering, the Company’s expertise includes, raw land, existing structure “buildouts,” tower, rooftop and stealth as well as small cells and DAS sites that can be completed fully turnkey or modular, depending on customer desires. Customers can efficiently meet the goals of ubiquitous high-speed wireless broadband using the innovative methodologies and resources Ascend Wireless Networks offers to complete each project.
- Sovereign’s Capital is a private equity firm specializing in lower middle market investments, acquisitions, buyouts, later stage venture capital and organic growth.

Hyde Park Capital’s Role

- Hyde Park Capital was engaged as the exclusive investment banker and financial advisor to Ascend Wireless for this transaction.
- Hyde Park Capital negotiated and closed the transaction with Sovereign’s Capital.



HPC Overview

Case Study - Specialty Utility Contractor



Overview of the Transaction

- The sale of Florida Gas Contractors, Inc. (“FGC”) to Primoris Services Corp (Nasdaq:PRIM).
- FGC is a leading utility contractor specializing in underground natural gas infrastructure. The Company provides installation, maintenance and replacement services to the largest gas utilities across central Florida. FGC has more than 25 years of experience with open trenching, joint trenching, gas main / service lines and directional boring.
- Primoris (NASDAQ: PRIM), is a \$1.5 billion dollar market cap specialty contractor and infrastructure service provider, headquartered in Dallas, Texas.

Hyde Park Capital’s Role

- Hyde Park Capital was engaged as the exclusive investment banker and financial advisor to FGC in connection with the sale of the Company.
- Hyde Park Capital marketed the opportunity to a targeted list of buyers and identified, negotiated and closed the transaction with Primoris Services Corp.



Senior Banker Committed to Construction & Engineering Coverage

Senior M&A banker with extensive Industrial Services experience including Construction & Engineering Services

Experienced M&A Banker



Matthew Gladdish
Vice President

701 N. Franklin St.
Tampa, FL 33602
(813) 383-0203
gladdish@hydeparkcapital.com

Experience:

- 5+ years finance and investment banking experience
- Advised on 20+ strategic M&A and financing transactions
- Construction & Engineering Services, Industrial Services, Critical Infrastructure and Telecom Services coverage

Education:

- B.S. in Finance and Business Management from the University of South Florida

Select M&A Transactions

 <i>has been acquired by</i> 	 <i>has been acquired by</i> 	 <i>has been acquired by</i> 
 <i>has been recapitalized by</i> 	 <i>Diamonex subsidiary</i> <i>has been acquired by</i>  <i>a portfolio company of</i> 	 <i>has been acquired by</i> 
 <i>has been acquired by</i> 	 <i>has been acquired by</i> 	 <i>has acquired</i> 

