



HYDE PARK CAPITAL

Integrity | Expertise | Results

Investment Banking | Mergers & Acquisitions | Capital Raising

Overview

Nationally recognized investment bank
founded in 2000

Over 400 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

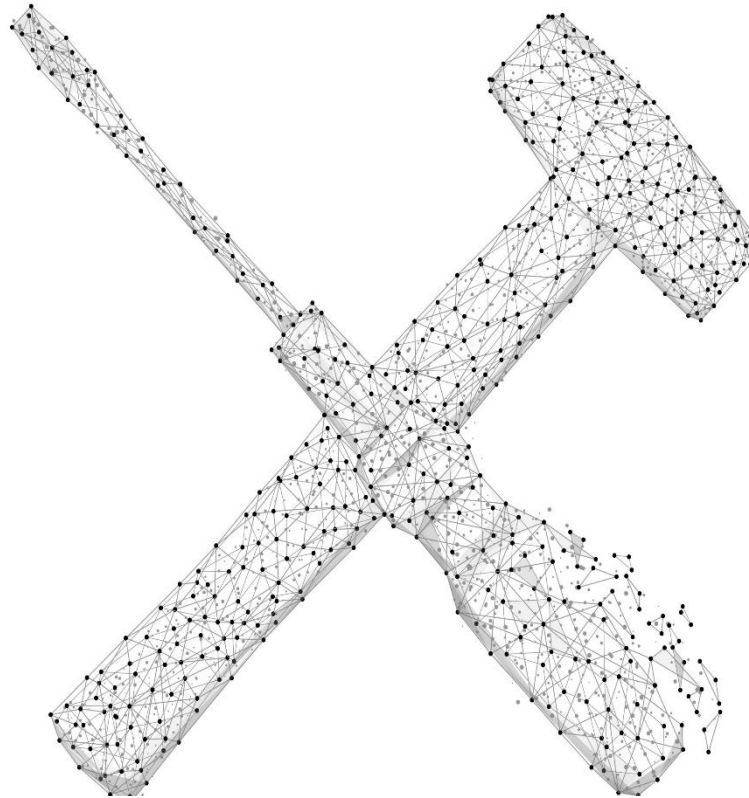
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Exterior Facility Services

Market Insights Fall 2023

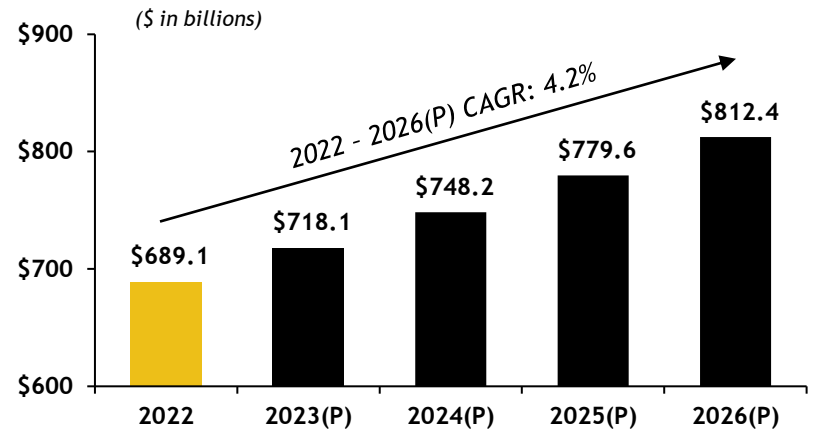


Market Observations

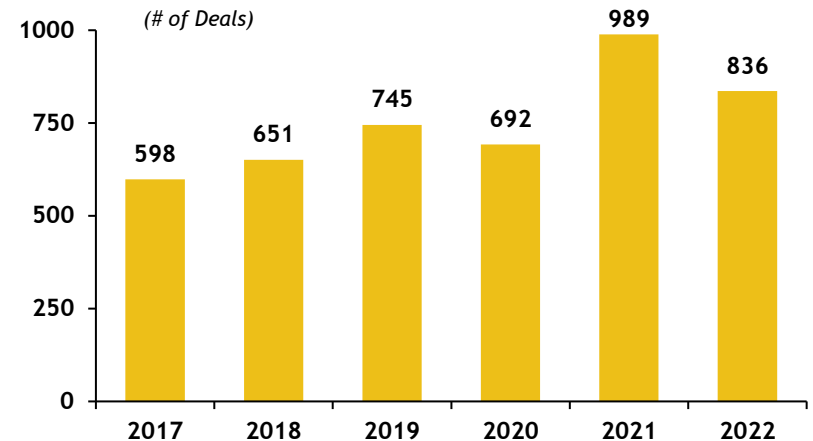
Market Overview - Exterior Facility Services

- The global hard services facility services market was valued at **\$689.1 billion in 2022** and is projected to grow at a CAGR of 4.2%, reaching **\$812.4 billion by 2026**.
- The hard services facility management market primarily consists of exterior services such as roofing, siding, windows and doors, HVAC, renovation, and electrical services. Fragmentation in the exterior facility services industry market remains extremely high, with thousands of local, owner-operated companies providing single trade coverage or a narrow set of specialized services. This positions well capitalized buyers to continue driving strong M&A activity, as private equity rollup strategies continue to gain market share through industry consolidation.
- The resilience of the exterior facility services industry to economic downturns was underscored during the COVID-19 pandemic, as evidenced by the very subtle decrease in North American deals during 2020. This non-cyclical nature can be attributed to several factors. First, the provision of mission-critical services, essential for the smooth operation of businesses and institutions, ensures a consistent demand for facility services even in challenging economic times. Ongoing maintenance, repairs, and support services form a crucial part of this sector, as these needs persist regardless of economic fluctuations.
- Moreover, the enduring trend towards cost-saving measures and eco-friendly upgrades has further bolstered the industry's growth. Businesses and property owners continue to seek sustainable solutions that not only reduce operational expenses but also align with environmental responsibility, making exterior facility services a steadfast and forward-looking industry.

Global Hard Facility Services Market Size



North American Facility Services Deal Activity



Sources: Fortune Business Insights, Capital IQ, Mordor Intelligence.



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Select M&A Transactions

Deal Date	Target Name	Target Business Description	Buyer/Investor
08/29/23	Allphase Restoration	Provider of exterior restoration services, offering commercial and residential customers roofing and siding restoration services for water, storm, fire, and mold damage.	HighGround (Trivest Partners)
08/29/23	Gervais Mechanical Services	Provider of plumbing, HVAC, and electrical services, specializing in heating system installation and maintenance, panel upgrades, duct cleaning, and other related services for commercial customers.	Strikepoint Group Holdings (New Mountain Capital)
08/22/23	Semones Heating & Air Conditioning	Provider of HVAC services for commercial and residential customers, specializing in furnace repair, heat pump repair, HVAC system installation and maintenance, and other related services.	Engineered Heating and Air
08/08/23	Resnick Roofing & Contracting	Provider of roofing and panel replacement services, offering residential and commercial customers roofing maintenance, solar panel installation, and other related services.	Infinity Exteriors (Freeman Spogli)
08/01/23	Lima Company	Provider of HVAC and mechanical services, offering HVAC, plumbing, electrical, and other mechanical services to commercial customers.	Coolsys (Ares Management)
07/28/23	React 24/7 Restoration Services	Provider of restoration and facility services, offering water damage mitigation, fire and mold remediation, cleaning and disinfection, and other related services.	Commercial Restoration Company
07/28/23	Cooling & Heating Specialists	Provider of cooling and heating equipment-related services for commercial customers, specializing in the installation and maintenance of HVAC systems, sheet metal, piping systems, and other related systems.	ARC Mechanical Contractors
07/10/23	American Legacy Construction	Provider of electrical and low-voltage services for commercial and residential clients, specializing in the installation and maintenance of electrical systems, cabling infrastructure, fire systems, and other offerings.	Crete Mechanical Group (ZBS Partners)
07/10/23	Integrated Systems and Controls	Provider of HVAC services, offering startup and commissioning, preventative maintenance, and emergency services for commercial customers.	Daikin Industries
07/05/23	Carolina Roofing Pros	Provider of commercial and residential roofing services, specializing in the installation, restoration, and replacement of roofs, siding, gutters, and more.	A Call Away Roofing

Sources: PitchBook, Capital IQ



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Select M&A Transactions (cont.)

Deal Date	Target Name	Target Business Description	Buyer/Investor
07/01/23	Owens Companies	Provider of HVAC services for commercial and residential customers, offering preventative maintenance, design-build contracting, furnace services, and other related solutions.	Orion Group (Alpine Investors)
06/27/23	Tarpy Plumbing, Heating & Air	Provider of plumbing, heating, and air services, offering the installation and repair of plumbing, and HVAC systems to commercial and residential customers.	American Residential Services (GI Partners)
06/13/23	Cardinal Roofing and Restoration	Provider of roof replacement and repair services, offering roof inspections, repairs, and replacements for commercial and residential customers.	Northpoint Roofing Systems (NewSpring Capital)
06/01/23	Hoffman Weber Construction	Provider of restoration services, specializing in exterior design, roofing, siding, and insulation services for commercial and industrial customers.	Omnia Exterior Solutions (CCMP Capital Advisors)
05/11/23	CLM Midwest	Provider of end-to-end facility services, offering exterior construction and remodeling, glass installation and repair, asphalt, roofing, fencing, and other services to commercial customers.	Orion Group (Alpine Investors)
04/20/23	Wallaby Windows	Provider of window and door replacement services, offering the installation of impact and non-impact replacement windows and doors for commercial and residential customers.	Empower Brands (MidOcean Partners)
04/06/23	Darnold Mechanical	Provider of mechanical engineering and contracting services, specializing in the installation and maintenance of chillers and boilers, rooftop HVAC units, ductwork, and other related services.	Fidelity Building Services Group (Onex)
03/02/23	Ohana Restoration	Provider of restoration services, offering restoration services for commercial and residential buildings affected by asbestos, mold, water, fire, and storm damage.	Premier Restoration Hawaii (Koa Capital Partners)
02/27/23	Universal Roofing & Exteriors	Provider of roofing and exterior services for commercial and residential customers, specializing in the installation and replacement of roofing systems, siding, windows, and other related services.	Elite Claim Solutions
01/05/23	Infinity Roofing and Siding	Provider of roof replacement and exterior restoration services, specializing in large-loss renovation solutions to commercial and residential buildings damaged by storms.	Capital Construction (O2 Investment Partners)

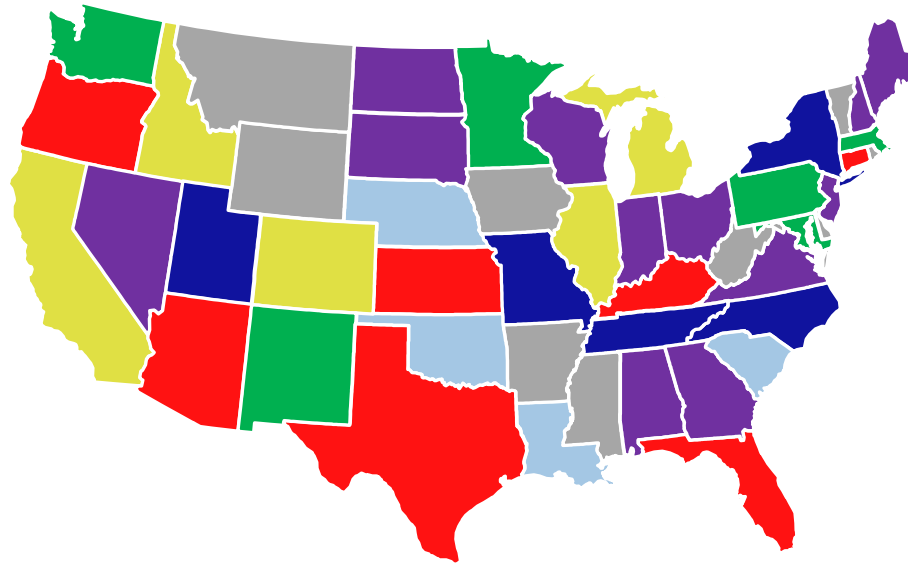
Sources: PitchBook, Capital IQ



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Representative Exterior Facility Services Private Equity Platforms



Restoration

BELFOR (●)
PROPERTY RESTORATION



AMERICAN SECURITIES

BluSky

HARBOURVEST

Windows & Doors

Empower BRANDS™

MID OCEAN Partners

OMNIA
EXTERIOR SOLUTIONS

CCMP
CAPITAL

Roofing

TECTA AMERICA
Roofing Redefined

ALTAS

ROOFING CORP
OF AMERICA

SOUNDCORE
CAPITAL PARTNERS

Siding

INFINITY
WARRANTED. GUARANTEED QUALITY

FS Freeman Spogli & Co.

RENOVO™
HOME PARTNERS

Audax Group

HVAC

CoolSys

ARES

ARS RESCUE ROOTER

GI PARTNERS

Electrical

CRETE MECHANICAL GROUP

ZBS PARTNERS

ANY HOME Electric Plumbing Heating & Air

KNOX-LANE



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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 Facility Services
- Bulge bracket capabilities with a boutique touch



- Offices In:
- Tampa, FL (Headquarters)
 - Nashville, TN



Industry Leading. . .



- 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)

Services Coverage. . .

- Facility Services
- Industrial Services
- Paper and Plastics Packaging
- Precision Manufacturing
- Logistics and Distribution
- Maritime Services
- Engineering / Commercial Services
- Construction and Infrastructure Services

With a Focus on Facility Services



Dedicated Banker Committed to Facility Services Sector Coverage

Senior banker with extensive experience in sell-side M&A and a relentless commitment to clients

Experienced M&A Banker



Matthew Gladdish
Vice President

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Experience:

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

Education:

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

Select M&A Transactions

Lawn & Pest Services



has been acquired by



Residential Home Services



has been acquired by



a portfolio company of



HVAC Services



has been acquired by



a portfolio company of



Infrastructure Services



has been acquired by



Restoration Services



has been acquired by



Heavy / Civil Construction



has been acquired by



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