



Southeast M&A Update

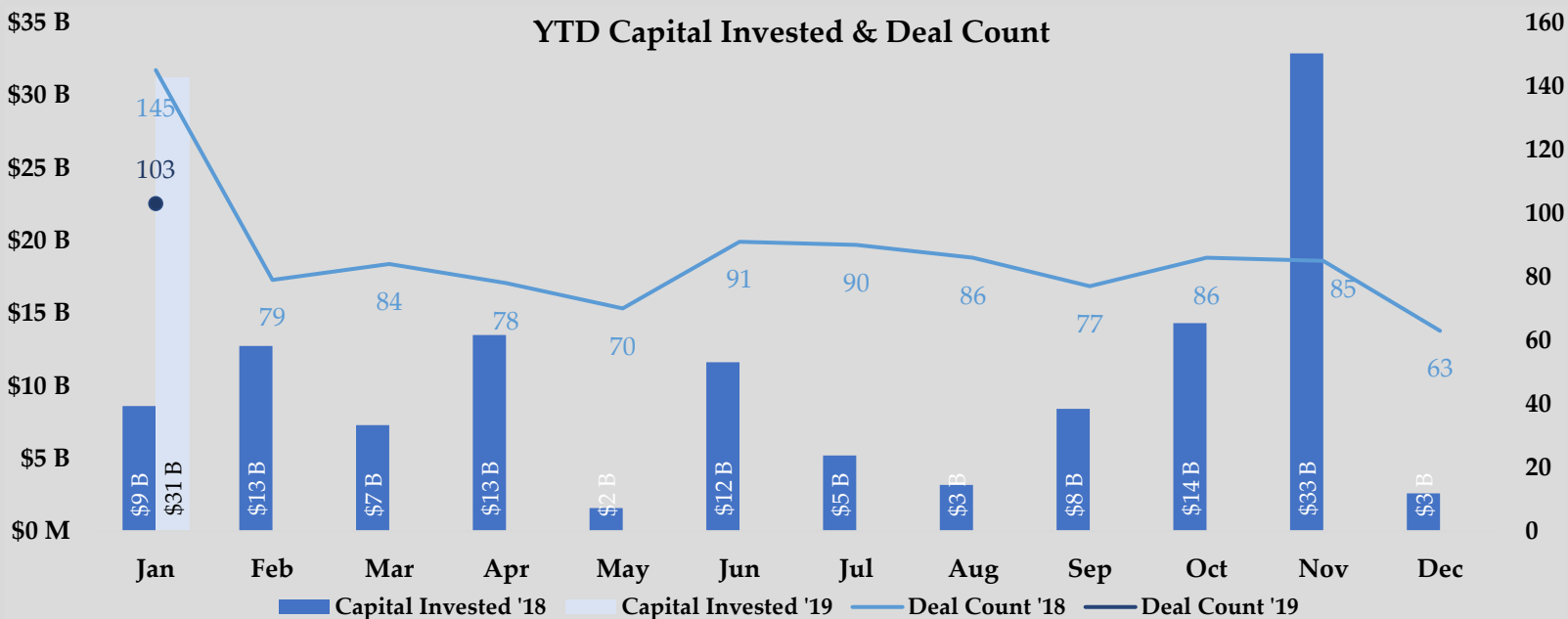
2019 January

Notable Trends in January 2019

For the month of January, deal count was down 29.0% compared to 2018, dropping from 145 to 103. Conversely, invested capital and median deal size are significantly up, 262.7% and 159.6%, respectively. Invested capital jumped from \$9 billion to \$31 billion, and median deal size rose from \$45 million to \$116 million.

This drastic increase in invested capital and median deal size are partly contributed to by the \$14.6 billion acquisition of Scana by Dominion Resources and the \$6.5 billion acquisition of Gulf Power by NextEraEnergy. These two deals made up 68.1% of all the capital invested in January.

YTD Capital Invested & Deal Count

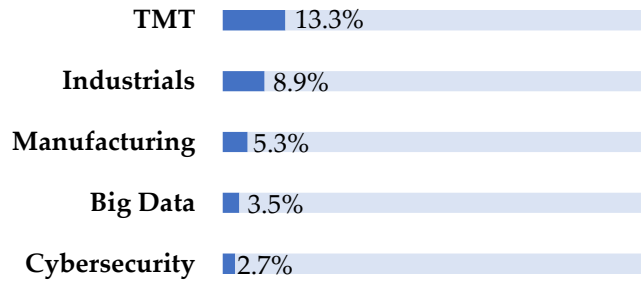


When looking at the trailing three-month average, median deal size for January increased by 63.8%, invested capital increased by 88.2%, and deal count increased by 32.1%. With the deal activity only slightly increasing compared to previous months, the large increase in invested capital can be justified by the increase in median deal size and the two deals mentioned earlier.

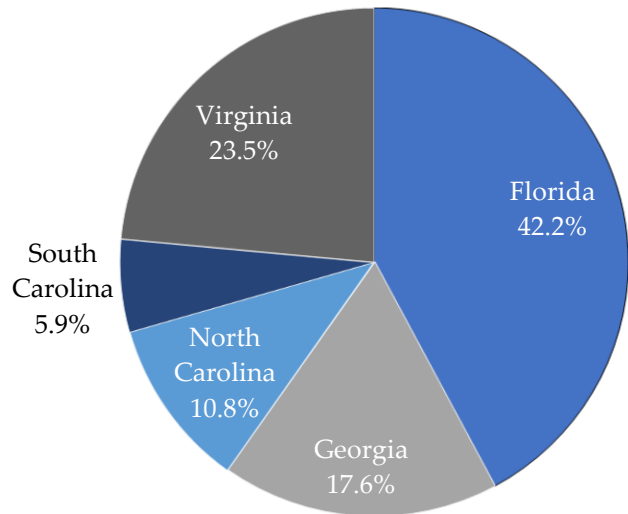
The top 3 most active verticals in the month of January were Technology, Media and Telecommunications (TMT), Industrials, and Manufacturing for 13.3%, 8.9%, and 5.3% of all M&A deals completed in the Southeast region, respectively.

Florida at 44 completed deals, Virginia at 24 completed deals, and Georgia at 18 completed deals were the most active states in the Southeast in the month of January.

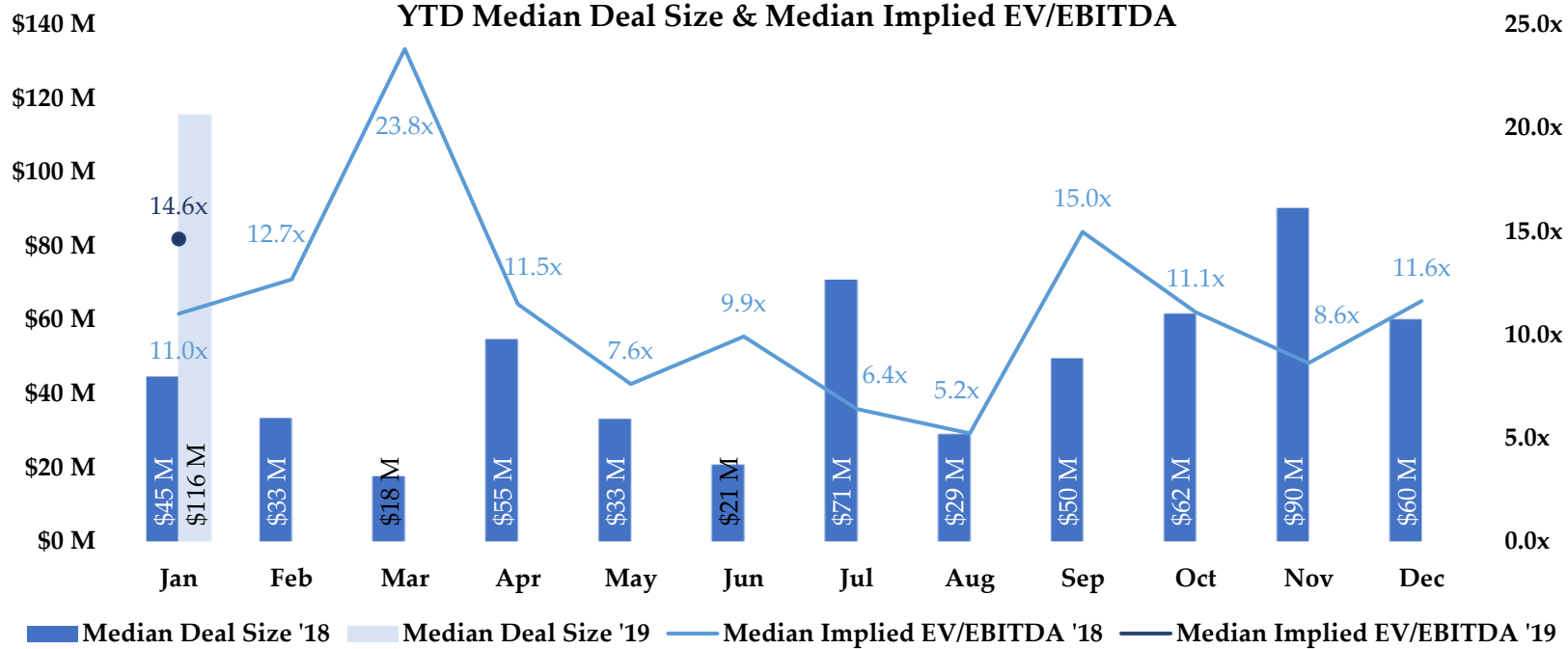
Top 5 Associated Verticals



Deal Count Percentage by State



YTD Median Deal Size & Median Implied EV/EBITDA



Selected Southeast Transactions

Deal Date	Buyer/Investors	Target/Issuer	Company State	Primary Industry	Deal Size (M)
1/2/2019	Dominion Resources	Scana	South Carolina	Gas Utilities	14,600.00
1/1/2019	NextEra Energy	Gulf Power	Florida	Energy Production	6,450.00
1/2/2019	Synovus Bank	Florida Community Bank	Florida	Regional Banks	2,900.00
1/30/2019	Oxford Properties Group	IDI Logistics	Georgia	Real Estate Services (B2C)	1,700.00
1/14/2019	Science Applications International	Engility	Virginia	Other IT Services	1,600.00
1/16/2019	Leggett & Platt	Elite Comfort Solutions	Georgia	Other Consumer Durables	1,250.00
1/1/2019	Edenred	CSI Enterprises	Florida	Financial Software	600.00
1/30/2019	Sonic Healthcare	Aurora Diagnostics	Florida	Laboratory Services (Healthcare)	540.00
1/24/2019	Akazoo	Modern Media Acquisition	Georgia	Holding Companies	469.00
1/2/2019	Cambrex	Avista Pharma	North Carolina	Drug Discovery	252.00
1/11/2019	Archer Daniels Midland	Florida Chemical Company	Florida	Other Commercial Products	175.00
1/10/2019	VSE	1st Choice Aerospace	Florida	Air	152.00
1/30/2019	Sinomine Resource Exploration Company	Cabot (Specialty Fluids Business)	Georgia	Other Chemicals and Gases	135.00
1/2/2019	LaSalle Investment Management	Latitude Management Real Estate Investors	Georgia	Asset Management	96.00
1/4/2019	Acreage Holdings	Nature's Way Nursery of Miami	Florida	Pharmaceuticals	67.00
1/3/2019	Select Interior Concepts	T.A.C. Ceramic Tile	Virginia	Construction and Engineering	43.00
1/10/2019	First-Citizens Bank & Trust	First South Bank	South Carolina	Regional Banks	37.50
1/31/2019	AmeriCold Logistics	PortFresh Holdings	Georgia	Road	35.00
1/2/2019	Synalloy	American Stainless Tubing	North Carolina	Iron and Steel Mining	28.00
1/15/2019	TerrAscend	Grander Distribution	Florida	Pharmaceuticals	23.00
1/2/2019	Carolina Trust Bank	Clover Community Bank	South Carolina	Regional Banks	21.50
1/7/2019	Generex Biotechnology	Regentys	Florida	Therapeutic Devices	15.00
1/18/2019	One Florida Bank	One South Bank	Florida	Regional Banks	11.50
1/17/2019	Ausnet	Top Level Real Estate Group	Georgia	Real Estate Services (B2C)	9.15

Transactions Highlights

Scana (South Carolina)

The company was acquired by Dominion Resources (NYSE: D) for \$14.6 billion on January 1, 2019. The transaction is valued at approximately \$14.6 billion, including debt. SCANA shareholders would receive 0.6690 shares of Dominion Energy common stock for each share of SCANA common stock. The combination with SCANA would solidify Dominion Energy's position among the nation's largest and fastest-growing energy utility companies by adding significantly to its presence in the expanding Southeast markets.



Gulf Power (Florida)

The company was acquired by NextEra Energy (NYSE: NEE) for \$6.45 billion on January 1, 2019. The acquisition also includes the assumption of approximately \$1.4bn of Gulf Power debt. NextEra Energy will finance the \$5.1 billion cash portion of the transaction through the issuance of new debt.

Florida Community Bank (Florida)

The company (NYSE: FCB) was acquired by Synovus Bank (NYSE: SNV) for \$2.9 billion on January 2, 2019. With this acquisition, Synovus is a top five regional bank by deposits in the Southeast, with approximately \$45 billion in assets, \$37 billion in deposits, \$35 billion in loans, and 300 branches in Georgia, Alabama, South Carolina, Tennessee, and Florida - including 51 former FCB branches in many of Florida's highest-growth markets.



Engility (Virginia)

The company (NYSE: EGL), a provider of global security and information security services to the U.S. government, was acquired by Science Applications International (NYS: SAIC) for \$1.6 billion on January 14, 2019.

Elite Comfort Solutions (Georgia)

The company was acquired by Leggett & Platt (NYS: LEG) for \$1.25 billion on January 16, 2019. Through this acquisition, Leggett & Platt gains critical capabilities in proprietary foam technology, along with scale in the production of private-label finished mattresses.

