



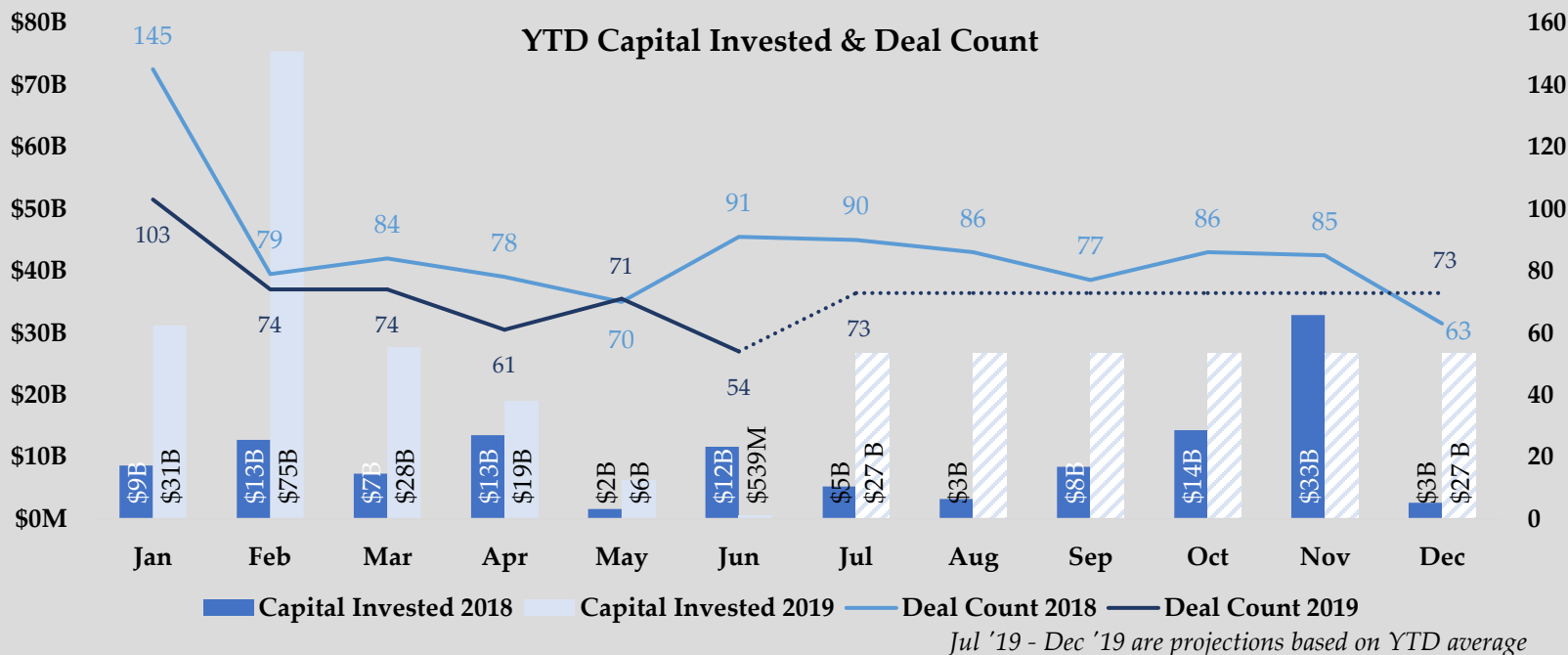
# Southeast M&A Update

2019 June

## Notable Trends in June 2019

Year to date, Southeast M&A deal activity has decreased on a year over year basis by 20.1%. The YTD completed deal count as of the end of August is 437 deals versus 547 deals in 2018. Conversely, capital invested is up 189%, going from \$55.3 billion YTD in 2018 to \$159.9 billion YTD in 2019. Year to date, the median deal size has increased

from \$33.22 million in 2018 to \$64.75 million in 2019. This increase in capital invested continues the pattern shown over the past couple of months of increasing capital invested on the year-over-year basis. Through June of 2019, there has been an increase of \$104.5 billion in M&A compared to last year.



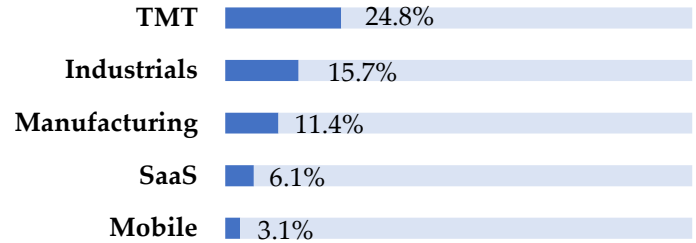
For the month of June, deal count continued this year's trend of being lower compared to 2018 with overall deal count was down 40.7%. Invested capital and median deal size are also down for the month of June, 95.3% and 51.8% respectively. The difference between the metrics in 2018 and 2019 stems mostly from a lack of M&A activity this month. The largest two deals of June in the Southeast were the acquisition of Advanced Medical by AMN Healthcare Services for \$220 million and the Endgame acquisition by Elasticsearch.

The top 3 most active verticals in the month of June were Technology, Media and Telecommunications (TMT) with 14 deals, Industrials with 8 deals, and Manufacturing with 6 deals for 24.8%, 15.7%, and 11.4% of all southeastern M&A deals completed, respectively.

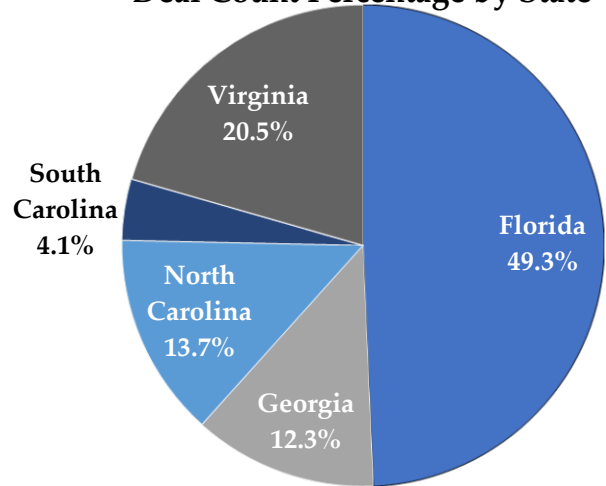
Florida and Georgia led the way in activity, with 25 and 12 completed deals

representing a 68.5% share of all M&A deals in the month of June.

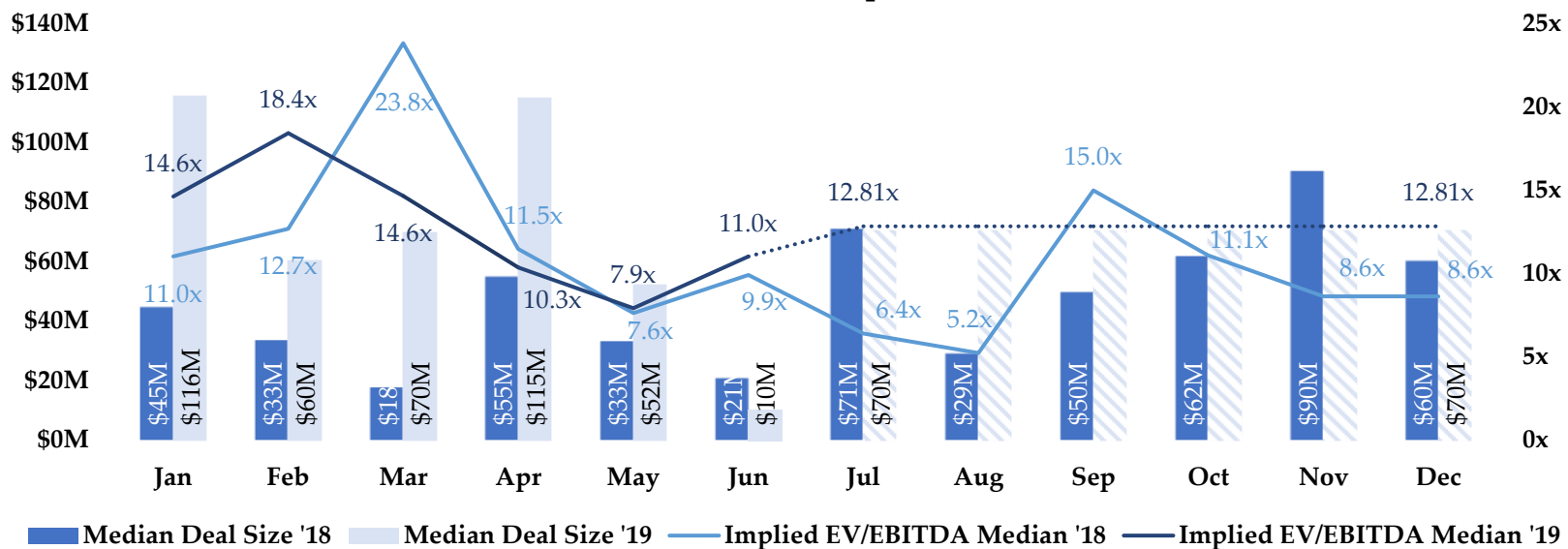
### Top 5 Associated Verticals



### Deal Count Percentage by State



### YTD Median Deal Size & Implied EV/EBITDA



Jul '19 - Dec '19 are projections based on YTD average

## Selected Southeast Transactions

Deal Date	Buyer/Investors	Target/Issuer	Company State	Primary Industry	Deal Size (M)
6/5/2019	Elasticsearch	Endgame	Virginia	Information Technology	234.00
6/17/2019	AMN Healthcare Services	Advanced Medical	Florida	Business Products and Services (B2B)	220.00
6/5/2019	RIB Software	Building Systems Design	Georgia	Information Technology	42.00
6/27/2019	Red Apple Group	77 WABC Radio	Georgia	Consumer Products and Services (B2C)	12.50
6/24/2019	600 Group	Control Micro Systems	Florida	Business Products and Services (B2B)	10.00
6/20/2019	FAT Brands	Elevation Burger	Virginia	Consumer Products and Services (B2C)	10.00
6/13/2019	Handcraft Cleaners	Crothall Laundry Services	Virginia	Healthcare	4.23
6/1/2019	Progressive Care	Five Star RX	Florida	Healthcare	3.00
6/27/2019	Animoca Brands	GammaNow	Florida	Information Technology	2.85
6/28/2019	Underwriters Laboratories	Healthy Buildings	Virginia	Consumer Products and Services (B2C)	
6/26/2019	Paramount Management Group	EZ Payments (Puerto Rico)	Florida	Financial Services	
6/18/2019	Tegna	Cooper Media (Justice Network)	Georgia	Consumer Products and Services (B2C)	
6/7/2019	Inovity	IMCorp (Georgia)	Georgia	Business Products and Services (B2B)	
6/6/2019	Costas	Atlas Nanotech	Florida	Healthcare	
6/5/2019	Broadband Hospitality	Allin	Florida	Information Technology	
6/4/2019	Rokk3r Labs	Bullfrog Ventures	Florida	Business Products and Services (B2B)	
6/4/2019	Terracon Consultants	Environmental Services (Florida)	Florida	Business Products and Services (B2B)	
6/4/2019	Contract Pharmacal	Florida Pharmaceutical Products	Florida	Healthcare	
6/4/2019	Terracon Consultants	Geotechnical & Environmental Consultants	Georgia	Business Products and Services (B2B)	
6/3/2019	Quench USA	Aguaman	Florida	Consumer Products and Services (B2C)	
6/3/2019	Titan Chemical Transfer Solutions	Blue1 Energy Equipment	Georgia	Energy	
6/3/2019	Mollenhour Gross	DGS Energy	Georgia	Business Products and Services (B2B)	
6/1/2019	R-T Specialty	Atlantic Specialty Insurance	Virginia	Financial Services	
6/1/2019		Boone's Heating & Air Conditioning	North Carolina	Business Products and Services (B2B)	
6/28/2019	The Hiller Companies	American Fire Technologies	North Carolina	Business Products and Services (B2B)	

## Transactions Highlights

### Building Systems Design (Georgia)

The company was acquired by RIB Software (ETR: RIB) for \$42 million on June 5, 2019.

As a result of the transaction, RIB Software holds a 60% stake in the company. The remaining 40% is held by the executive management team consisting of Mr. Christopher Anderson, Mr. Iain Melville, Mr. Arol Wolford and Construction Specifications Institute.

The logo for Endgame features the word 'ENDGAME.' in a bold, orange, sans-serif font, set against a black rectangular background.

elasticsearch

### Endgame (Virginia)

The company reached a definitive agreement to be acquired by Elasticsearch (NYS: ESTC) for \$234 million on June 5, 2019. The proposed acquisition will further advance Elastic's ability to offer a comprehensive security solution focused on endpoint security and integrated with Elastic's existing SIEM efforts. The deal is expected to close during third quarter of 2019.

### Advanced Medical (Florida)

The company was acquired by AMN Healthcare Services (NYS: AMN) for \$220 million on April 30, 2019. The company will receive a contingent payout of \$20 million based on its 2019 financial performance.



CONTROL  
MICROSYSTEMS



### Control Microsystems (Florida)

The company was acquired by 600 Group (LON: SIXH) for \$10 million on June 24, 2019. This acquisition significantly enhances the 600 Group's laser business and marks a further step forward in their strategy of building a global business across increasingly diversified niche markets worldwide.

### Elevation Burger (Virginia)

The company, operator of a hamburger restaurant chain offers organic burgers made of, sustainable and fresh ingredients, was acquired by FAT Brands (NAS: FAT) for \$10 million on June 20, 2019. The transaction was funded by a combination of of sellers' notes and cash.

