



Southeast M&A Update

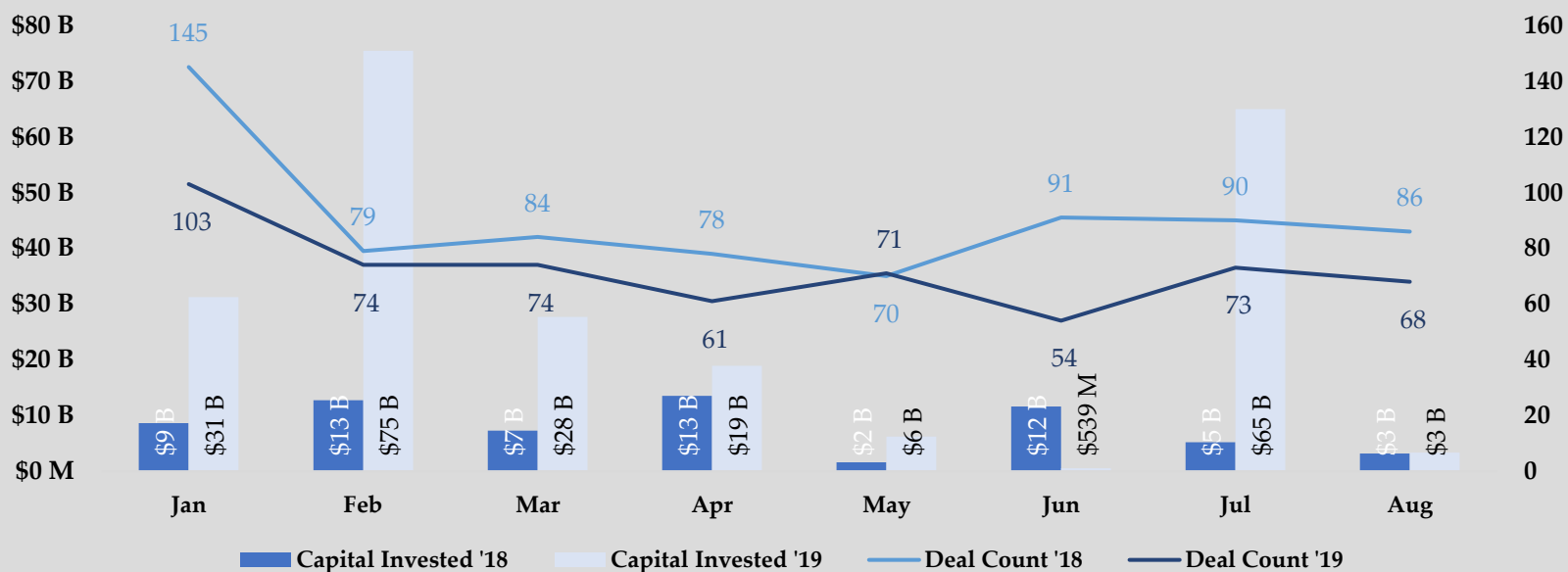
2019 August

Notable Trends in August 2019

Year to date, the 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 578 deals versus 723 deals in 2018. Conversely, capital invested is up 258.0%, going from \$63.7

billion YTD in 2018 to \$228.2 billion YTD in 2019. Year to date, the median deal size has increased from \$33.2 million in 2018 to \$65.7 million in 2019, correlating with the rise in capital invested.

YTD Capital Invested & Deal Count

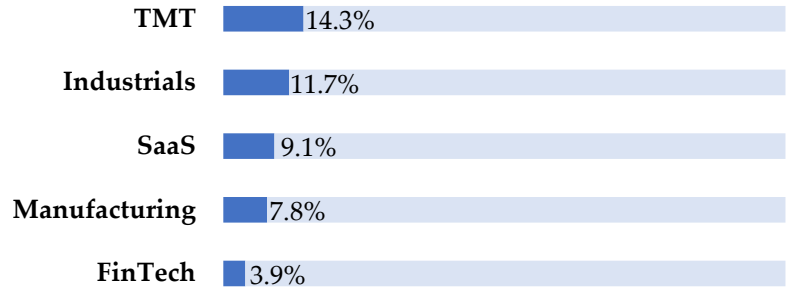


For the month of August, deal count is down 20.9% compared to 2018. Invested capital remained constant at \$3 billion, and median deal size increased by 132.2%. With capital invested remaining flat compared to August of 2018, the increase in median deals balances out the decrease in deal activity.

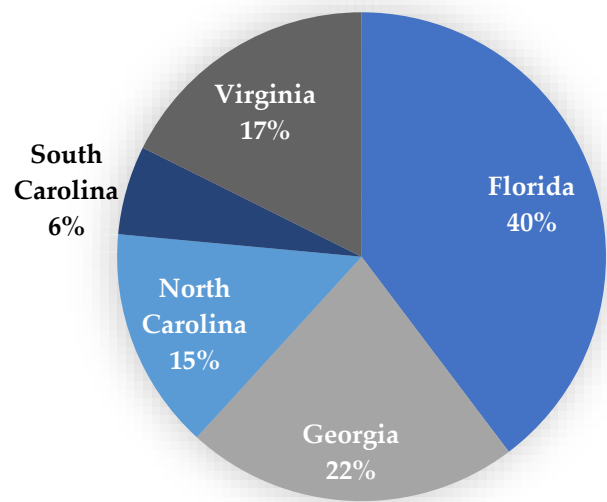
The top 3 most active verticals in the month of August were Technology, Media and Telecommunications (TMT), Manufacturing, and Software as a Service (SaaS) for 14.3%, 11.7%, and 9.1% of all M&A deals completed in the Southeast region, respectively.

Florida at 27 completed deals, Georgia at 15 completed deals, and Virginia at 12 completed deals were the most active states in the Southeast in the month of August.

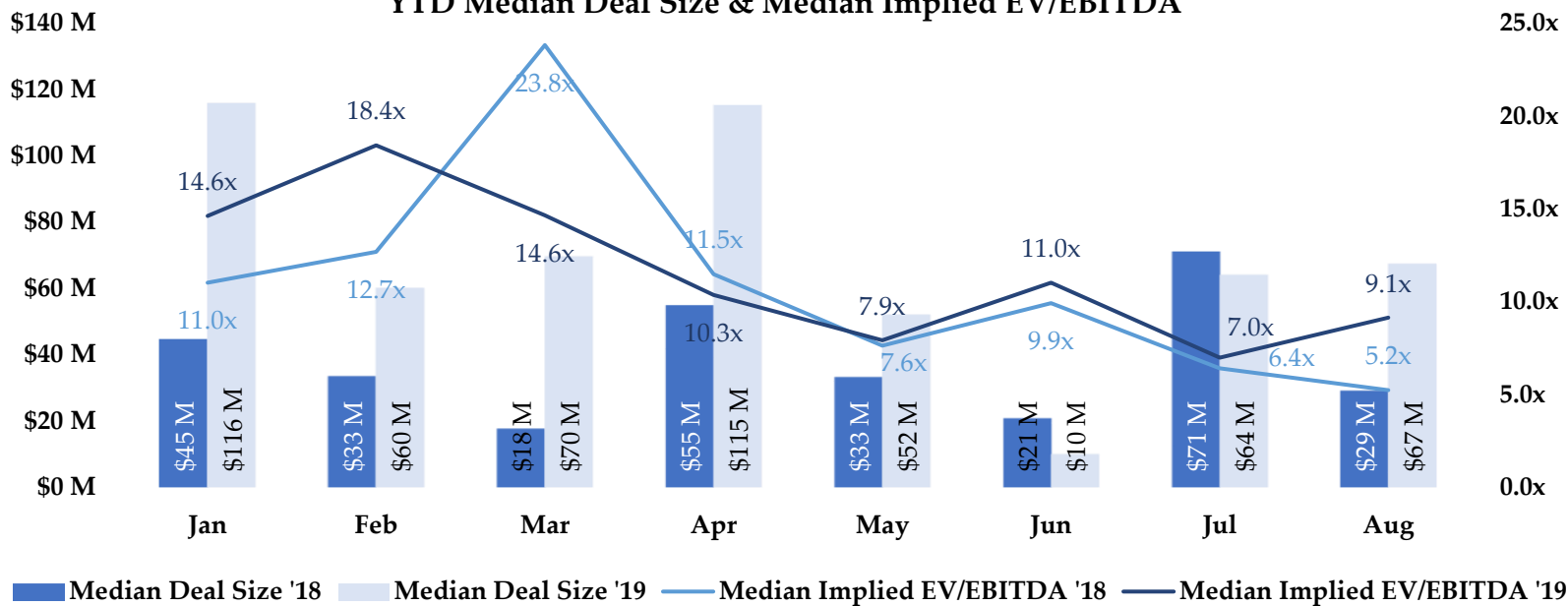
Top 5 Associated Verticals



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)
8/5/2019	New Media Investment Group	Gannett Company	Virginia	Publishing	2,057.67
8/13/2019	Jazz Pharmaceuticals	Cavion	Virginia	Pharmaceuticals	312.50
8/1/2019	Perspecta	Knight Point Systems	Virginia	IT Consulting and Outsourcing	250.00
8/1/2019	Serco	Alion Science & Technology (Naval Systems Business Unit)	Virginia	Aerospace and Defense	225.00
8/8/2019	Wyndham Destinations	Tourist Bureau Marketing	Florida	Systems and Information Management	92.00
8/29/2019	CAE	SIMCOM Aviation Training	Florida	Education and Training Services (B2B)	85.00
8/13/2019	TDS Broadband Service	Continuum (Mooresville)	North Carolina	Telecommunications Service Providers	80.00
8/1/2019	Green Growth Brands	Spring Oaks Greenhouses	Florida	Specialty Retail	54.65
8/14/2019	Rent-A-Center	Merchants Preferred	Georgia	Other Services (B2C Non-Financial)	47.50
8/20/2019	Community First Bancshares	Affinity Bank (Regional Bank)	Georgia	Regional Banks	40.30
8/6/2019	Avanos Medical	NeoMed	Georgia	Medical Supplies	28.00
8/2/2019	The Chemours	Southern Ionics Minerals	Georgia	Multi-line Mining	25.00
8/13/2019	C&F Financial	Peoples Bankshares	Virginia	Regional Banks	21.40
8/26/2019	Drew Technologies	Bluelink Diagnostic Solutions	North Carolina	Automotive	0.29
8/1/2019	LazyDays RV Super Center	Alliance Coach	Florida	Automotive	
8/6/2019	Ram Tool	Apache Supply	North Carolina	Distributors/Wholesale	
8/8/2019	Preferred Apartment Communities	Artistry (259-unit Class A multifamily community)	Florida	Real Estate Services (B2C)	
8/27/2019	Bluespring Wealth Partners	Believeland	Georgia	Other Financial Services	
8/21/2019	MailChimp	BigTeam	Georgia	Social/Platform Software	
8/16/2019	WHC Worldwide	Checker Yellow Cab	Florida	Automotive	
8/12/2019	Ecolab	Chemstar	Georgia	Household Products	
8/15/2019	Brown & Brown Insurance	CKP Insurance	Florida	Property and Casualty Insurance	
8/26/2019	Nxtsoft	CMCC	Florida	Financial Software	
8/5/2019	Ram Tool	Coastal Contractor Supply	North Carolina	Specialty Retail	

Transactions Highlights

Gannett Company (Virginia)

The company, a local multi-platform news and information provider in the United States and operates the national newspaper USA Today, reached a definitive agreement to be acquired by New Media Investment Group (NYS: NEWM) for \$2.057 billion on August 5, 2019. With this acquisition, the companies expect to cut costs by \$275-300 million annually and said they would together have 263 daily media organizations across 47 states, as well as USA Today.

The logo for Gannett, consisting of the word 'GANNETT' in a large, bold, blue, sans-serif font.The logo for New Media Investment Group, featuring a stylized 'N' icon made of black and white geometric shapes to the left of the text 'NEWMEDIA INVESTMENT GROUP' in a bold, black, sans-serif font.The logo for Cavion, featuring a blue arc above the word 'Cavion' in a blue, sans-serif font. To the right of the word is a blue hexagon containing the letters 'Ca' in white, with an orange hexagon below it.The logo for Jazz Pharmaceuticals, featuring a stylized 'J' icon composed of purple and yellow curved shapes to the left of the text 'Jazz Pharmaceuticals' in a purple, sans-serif font.

Cavion (Virginia)

The company, provider of pharmaceuticals designed to treat neurological and oncological diseases, was acquired by Jazz Pharmaceuticals (NAS: JAZZ) for \$52.5 million on August 13, 2019.

Knight Point Systems (Virginia)

The company, a provider of information technology services and solutions based in Reston, Virginia, was acquired by Perspecta (NYS: PRSP) for \$250 million on August 1, 2019. The acquisition enhances Perspecta's offerings in cloud, cyber, digital transformation and enterprise IT solutions.



Alion Science & Technology (Virginia)

The company's Naval Systems Business Unit, a provider of naval systems engineering and design services as well as production support and in-service sustainment based in McLean, Virginia, was acquired by Serco (LON: SRP) for \$225 million on August 1, 2019. With this acquisition, Serco can now provide full end-to-end lifecycle support for the Navy.

Continuum (North Carolina)

The company, provider of internet services based in Mooresville, North Carolina, reached a definitive agreement to be acquired by TDS Broadband Service for \$80 million on August 13, 2019. The acquisition enables TDS to expand its operations into the state of North Carolina.

