



Southeast M&A Update

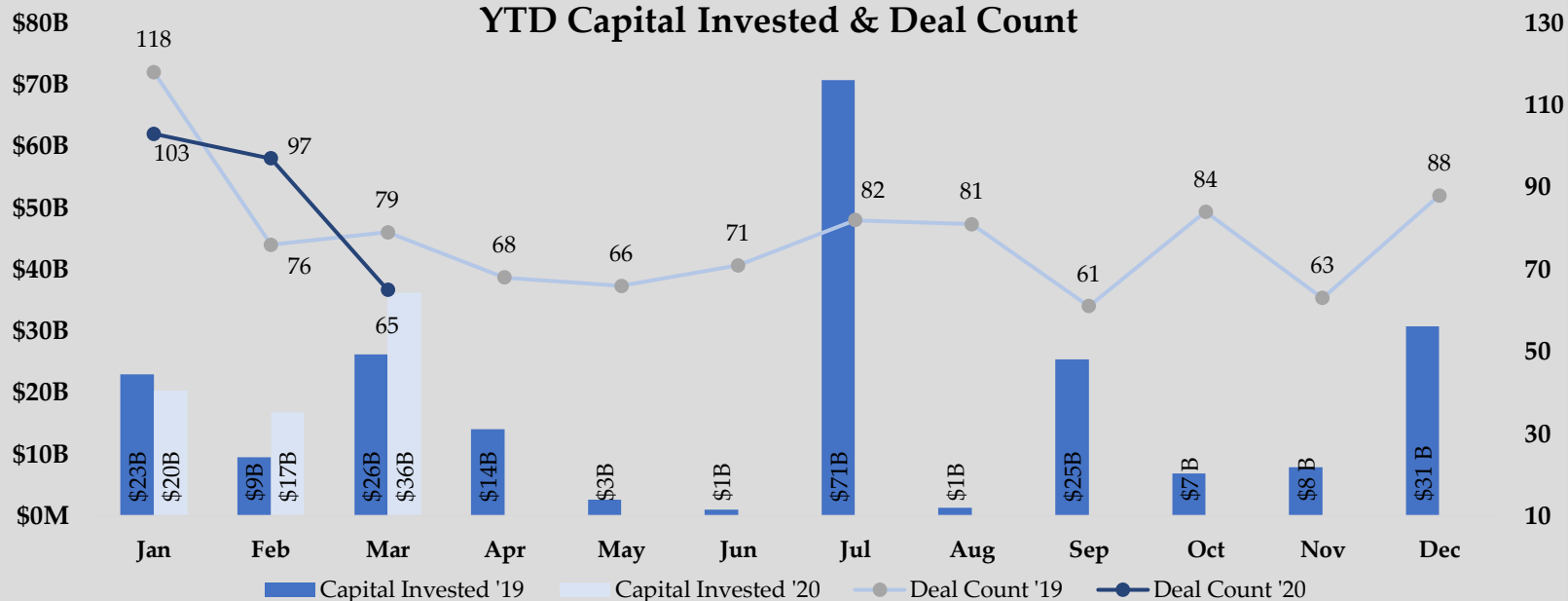
March 2020

Notable Trends in March 2020

For the month of March, deal count was down 17.7% year-over-year and down 33% compared to last month. Meanwhile, capital invested increased 38.2% year-over-year and 115.9% compared to last month. The increase in capital invested was led by the \$30 billion acquisition of Willis Towers Watson. This acquisition alone made up

83% of the total capital invested for the month. Median deal size is at \$39 million which is a decrease from March 2019's number of \$76 million, but an increase from last month's amount of \$37 million. The EV/EBITDA median multiple was down year-over-year by 14.8%, but it has increased by 20.6% compared to last month.

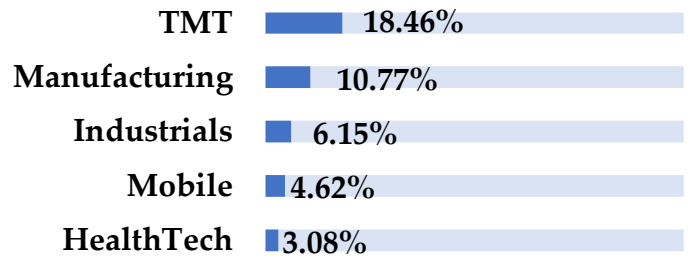
YTD Capital Invested & Deal Count



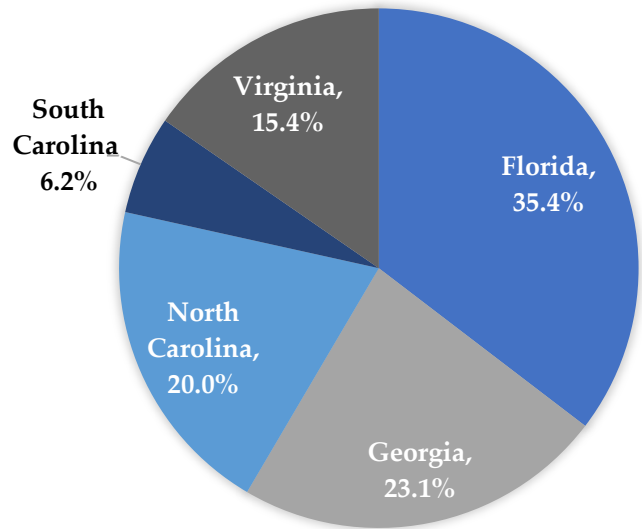
The top 3 most active verticles in the month of March were Technology, Media, and Telecommunications (TMT); Manufacturing; and Industrials at 18.46%, 10.77%, and 6.15%, respectively. The TMT verticle led the way by a significant amount and provided the largest two deals of this month for a total of \$33.7 billion. The third largest deal is at \$1.4 billion which is a large drop off from the two largest deals.

Florida had the most completed deals at 23, while most of them were smaller deals. Their biggest deal was the fifth largest at just \$180 million. The next three states Georgia, North Carolina, and Virginia were all close sitting at 15, 13, and 10 deals, respectively. Virginia led the way with the largest deal at \$30 billion. This was almost 10 times bigger than the second largest deal of \$3.7 billion which took place in South Carolina.

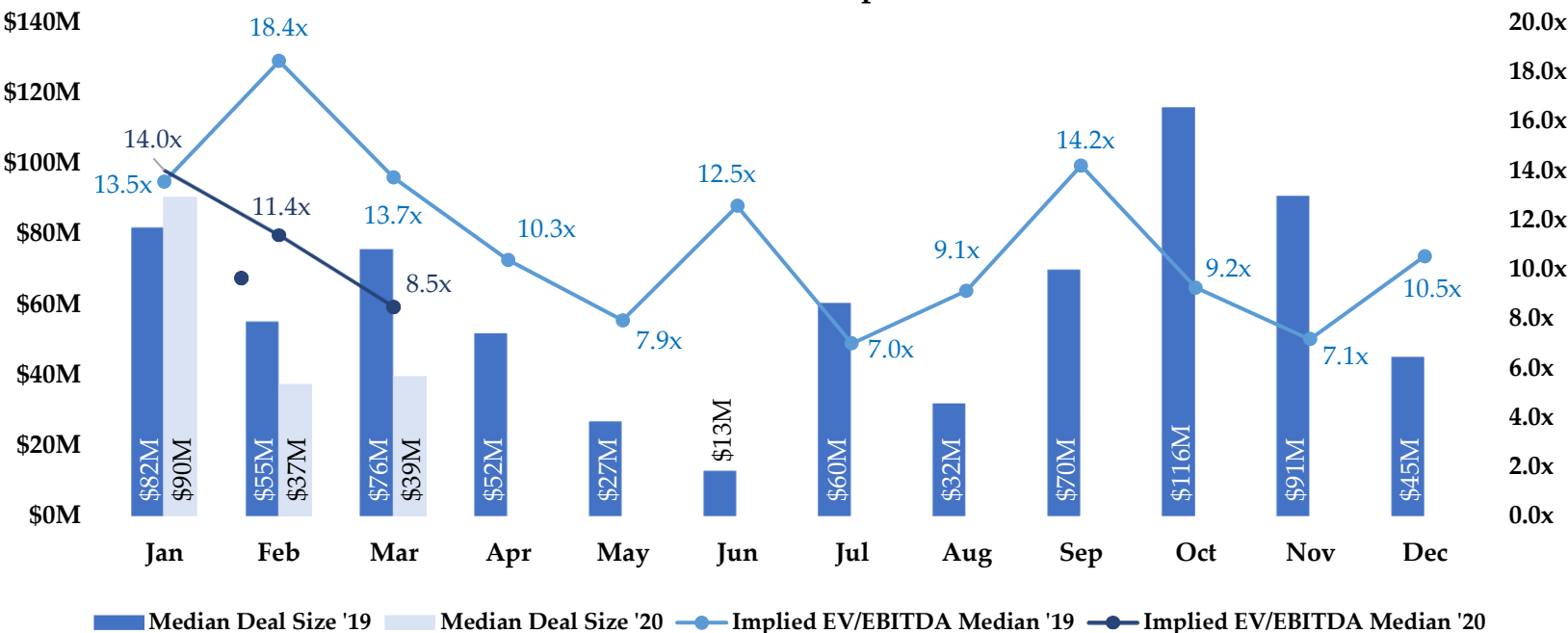
Top 5 Associated Verticles



DEAL COUNT PERCENTAGE BY STATE



YTD Median Deal Size & Implied EV/EBITDA



Selected Southeast Transactions for March

Deal Date	Buyers/Investors	Target/Issuer	Company State/Province	Verticals	Deal Size
09-Mar-2020	Aon (NYS: AON)(Gregory Case)	Willis Towers Watson (NAS: WLTW)	Virginia	FinTech, Industrials, TMT	30,000.00
30-Mar-2020	Kyocera (TKS: 6971)(Shoichi Aoki)	AVX	South Carolina	Industrials, Manufacturing, TMT	3,700.00
02-Mar-2020	Signify (AMS: LIGHT)(Eric Rondolat)	Eaton (Lighting Business)	Georgia		1,400.00
02-Mar-2020	Cott (TSE: PRMW)(Thomas Harrington)	Primo Water	North Carolina	Manufacturing	775.00
09-Mar-2020	United Community Bank (NAS: UCBI)(Lynn Harton)	Seaside National Bank & Trust (PINX: TSHR)	Florida		180.00
03-Mar-2020	Digital Turbine (NAS: APPS)	Mobile Posse	Virginia	AdTech, Marketing Tech, Mobile, TMT	41.50
24-Mar-2020	CUI Global (NAS: CUI)(William Clough)	Reach Construction Group	North Carolina		37.00
13-Mar-2020	Seacoast Bank (NAS: SBCF)(Dennis Hudson)	First Bank of the Palm Beaches	Florida		32.90
20-Mar-2020	Insteel Industries (NAS: IIN)(Howard Woltz)	Strand-Tech Manufacturing	South Carolina	Manufacturing	22.50
04-Mar-2020	OjO Electric (TSX: MILE)(Max Smith)	Gotcha Mobility	South Carolina	Mobility Tech, Ridesharing	12.00
09-Mar-2020	BlockchainK2 (TSX: BITK)	Sobe Organics	Florida		0.25
01-Mar-2020	AdaptHealth (NAS: AHCO)(Josh Parnes)	Advanced Home Care	North Carolina		
03-Mar-2020	AdaptHealth (NAS: AHCO)(Josh Parnes)	Advanced Home Care(Home medical equipment business)	North Carolina		
05-Mar-2020	Epi-Use	Afonza	Georgia		
18-Mar-2020	Palm Beach Media	Aventura Magazine	Florida		
19-Mar-2020	Midwest Alarm Company(Marva McMillen)	BCI Integrated Solutions	Florida		
04-Mar-2020	TransTech Energy(Greg Ezzel)	Bendel	North Carolina	Manufacturing	
09-Mar-2020	SiteOne Landscape Supply (NYS: SITE)(Doug Black)	Big Rock Natural Stone and Hardscapes	South Carolina		
17-Mar-2020	MarineMax (NYS: HZO)(William Brett McGill)	Boatyard	Florida	Mobile, TMT	
27-Mar-2020	Emerald Organic Products (PINX: EMOR)(Ian Parker)	Bonsa Health	Florida		
01-Mar-2020	Capital City Bank Group (NAS: CCBG)(William Smith)	Brand Mortgage Group	Georgia	TMT	
18-Mar-2020	TPT Global Tech (PINX: TPTW)	Bridge Internet	Florida		
31-Mar-2020	Emerald Organic Products (PINX: EMOR)(Ian Parker)	Carie	Florida	Digital Health, HealthTech, Mobile, TMT	
23-Mar-2020	Perficient (NAS: PRFT)(Jeffrey Davis)	Catalyst Networks	Georgia	Marketing Tech, TMT	
27-Mar-2020	Pye-Barker Supply Co., Inc.(Eric Lunsford)	Coastal Air Compressor	Georgia		

Transactions Highlights in March

Willis Towers Watson (*Virginia*)

They are a global multinational risk management, insurance brokerage and advisory company that was acquired by Aon for nearly \$30 billion in an all-stock deal. This deal makes Aon the world's largest insurance broker and adds scale in a time when they are battling falling margins.



AVX (*South Carolina*)

The company is an American manufacturer of electronic components with multiple facilities around the world. They were bought by Kyocera in an all-cash deal for a total of \$3.7 billion. Kyocera is engaged in the development, manufacture and sale of automotive parts, semi-conductors, and electronic parts. This transaction will help expand Kyocera's business in North America.

Eaton (*Georgia*)

The company, Cooper Lighting, is the lighting business of Eaton and was bought by Signify NV for \$1.4 billion in a strategic all-cash transaction. Signify is a lighting solutions company based in the Netherlands. This deal will help strengthen Signify's market position in North America, as well as, improve its business mix. They hope to achieve cost synergies of more than \$60 million worth of savings per year, and they should see an EPS accretion in year one.



Primo Water (North Carolina)

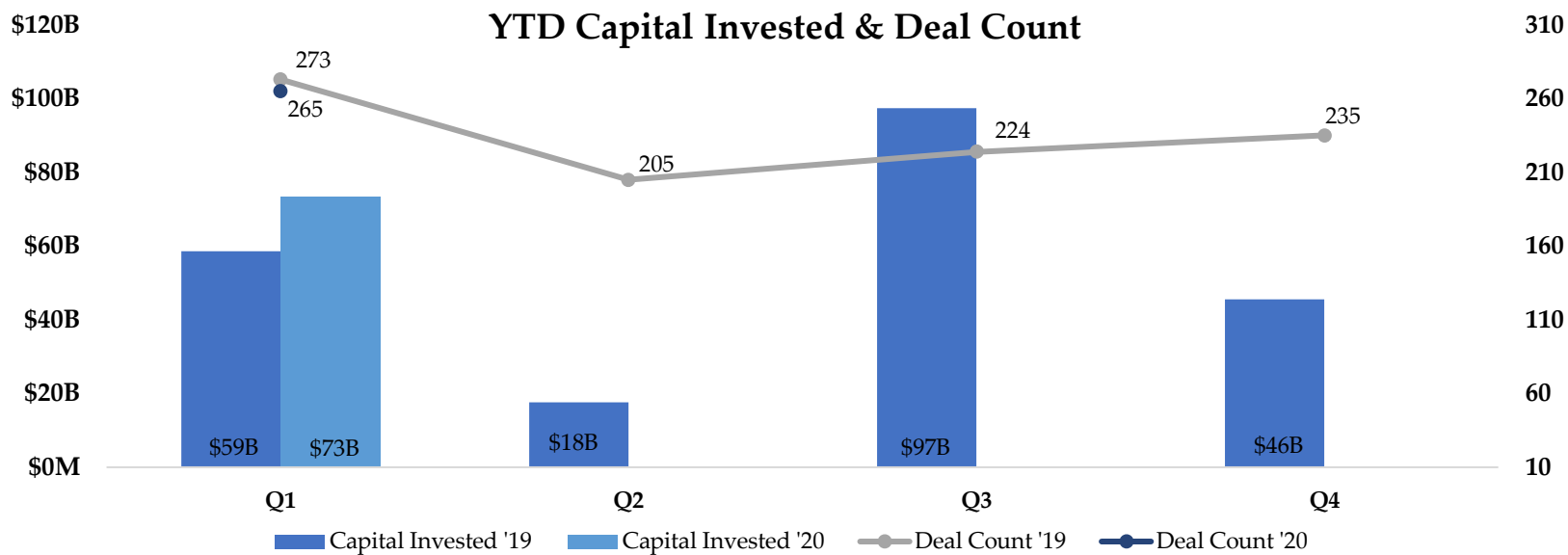
The company, a Canada-based water solutions company, was acquired by Cott Corporation in a deal valued at approximately \$775 million. Cott Corporation is a food and beverage service company in North America and Europe, but with this acquisition, they are following their new strategy to transition into a pure-play water solutions provider. This deal will strengthen Cott's presence in North America, and they are changing their name to Primo Water Corporation.

The logo for Primo Water features the word 'PRIMO' in a large, dark blue, serif font. Below it, the tagline 'DRINK BIG. DRINK HEALTHY.' is written in a smaller, teal, sans-serif font.

Seaside National Bank & Trust (Florida)

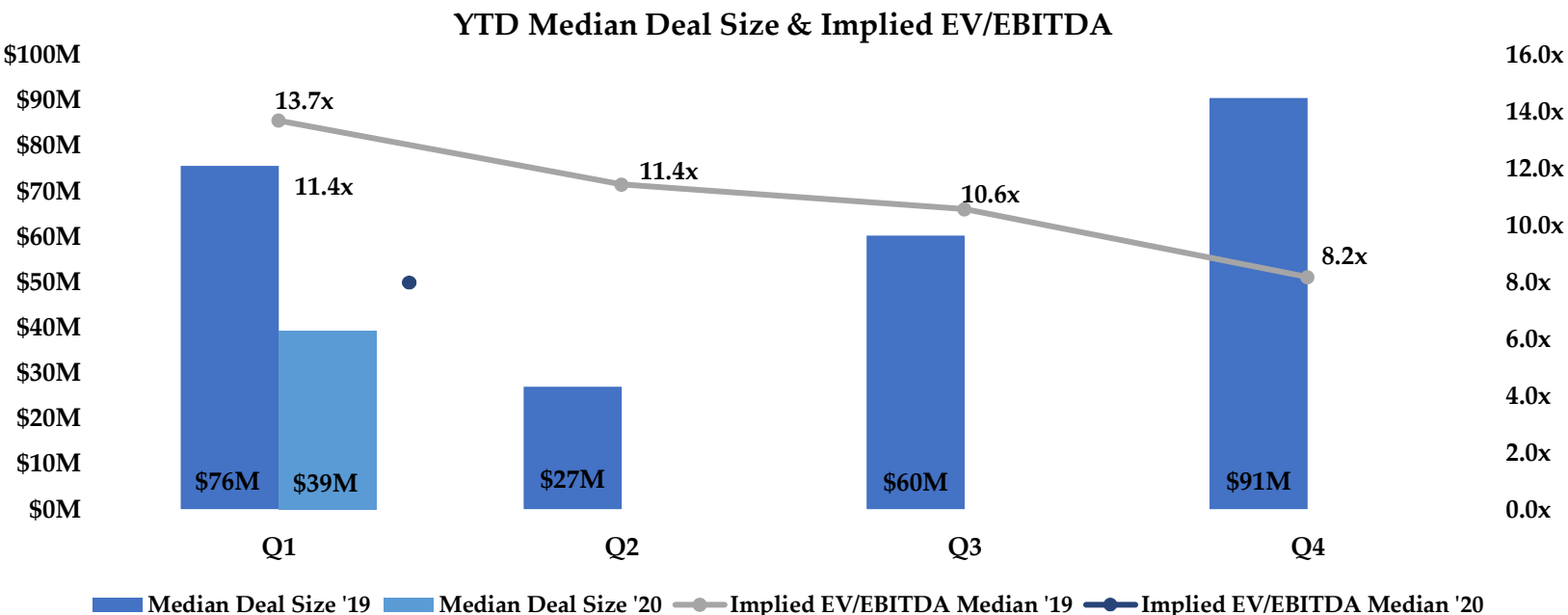
Seaside National Bank & Trust, which is headquartered in Florida, was bought by United Community Bank for \$180 million on March 9th. United Community Bank has offices in Georgia, South Carolina, North Carolina, and Tennessee, and they will now be able to expand into Florida with this deal. This acquisition will allow United Community Bank to offer new products in wealth management and continue to expand its reach throughout the southeast.

Notable Trends in Q1



Deal count in the first quarter of 2020 slightly decreased from the first quarter of 2019 from 273 deals done to 265 deals done. The 265 deals completed is a slight increase to the 235 deals done in the previous quarter. At the same time, total capital invested increased by 25.1% from the same

quarter of last year and by 60.9% compared to the prior quarter. The largest deal in quarter 1 of 2019 was Dominion Resources' acquisition of Scana for \$14.6 billion followed by Nvidia buying Melanox Tech for \$6.9 billion. The two largest deals in this quarter were \$30 billion and \$15.27 billion.



Even though more deals were done in the first quarter of 2019, a couple large deals in 2020 helped lead the quarter to have a higher amount of total capital invested. Median deal size is almost half of what it was in quarter 1 of 2019 at \$39 million. This is also a 56.6% decrease from the previous quarter.

The implied EV/EBITDA median this quarter was increased from the previous quarter from 8.2x to 11.4x; however, this is a decrease of about 17% from quarter 1 of 2019. The EV/EBITDA median in quarter 1 of 2019 was 13.7x which was the highest of any quarter in 2019.

Transaction Highlights Q1

WellCare Health Plans, Inc. (Florida)

The company, a managed care organization focused on government-sponsored managed care services, was acquired by Centene (NYSE:CNC) for \$15.27 billion on January 23, 2020. The cash and stock transaction sees Centene paying \$305.39 per share based on Centene's closing stock price on March 26, 2019 for a total enterprise value of \$17.3 billion.



E*TRADE[®]

The Morgan Stanley logo is a dark blue square with the text 'Morgan Stanley' in white, sans-serif font centered within it.

Morgan Stanley

E*Trade (Virginia)

They are a financial services company who provides both brokerage and other services to clients. They were bought by Morgan Stanley, a financial holding company, for about \$13 billion on February 19, 2020. This combination increases Morgan Stanley's Wealth Management scale and enhances digital capabilities. Morgan Stanley will see significant cost and funding synergies that will help create value for shareholders.

Selected Transactions Q1

Deal Date	Investors	Company Name	Company State/Province	Verticals	Deal Size
09-Mar-2020	Aon (NYS: AON)(Gregory Case)	Willis Towers Watson (NAS: WLTW)	Virginia	FinTech, Industrials, TMT	30,000.00
23-Jan-2020	Centene (NYS: CNC)(Michael Neidorff)	WellCare Health Plans	Florida		15,270.00
20-Feb-2020	Morgan Stanley (NYS: MS)(James Gorman)	E*Trade (NAS: ETFC)	Virginia	TMT	13,000.00
30-Mar-2020	Kyocera (TKS: 6971)(Shoichi Aoki)	AVX	South Carolina	Industrials, Manufacturing, TMT	3,700.00
20-Jan-2020	BAE Systems (LON: BA.)(Charles Woodburn)	Collins Aerospace (Military Global Positioning System)	Florida		1,925.00
02-Mar-2020	Signify (AMS: LIGHT)(Eric Rondolat)	Eaton (Lighting Business)	Georgia		1,400.00
14-Feb-2020	Advisor Group(James Price)	Ladenburg Thalmann Financial Services	Florida		1,300.00
04-Feb-2020	Leidos (NYS: LDOS)	L3Harris (airport security and automation business)	Florida		1,000.00
02-Mar-2020	Cott (TSE: PRMW)(Thomas Harrington)	Primo Water	North Carolina	Manufacturing	775.00
28-Feb-2020	Atlas Corp (NYS: ATCO)(Ryan Courson)	APR Energy	Florida	CleanTech, Industrials, Infrastructure, Oil & Gas	750.00
21-Jan-2020	Pinnacle Bankshares (PINX: PPBN)(Aubrey Hall)	Virginia Bank Bancshares (PINX: VABB)	Virginia		703.00
29-Jan-2020	AMN Healthcare Services (NYS: AMN)(Susan Salka)	Stratus Video	Florida	HealthTech, TMT	475.00
30-Jan-2020	Bluespring Wealth Partners(Stuart Silverman)	Retirement Wealth Specialists	Florida		400.00
03-Jan-2020	FTE Networks(Michael Palleschi)	Vision Property Management	South Carolina		350.00
20-Feb-2020	Teleflex (NYS: TFX)(Liam Kelly)	IWG High Performance Conductors	South Carolina	Manufacturing	260.00
31-Jan-2020	ICF International (NAS: ICFI)(John Wasson)	Incentive Technology Group	Virginia	SaaS	255.00
03-Jan-2020	Cubic (NYS: CUB)(Bradley Feldmann)	Pixia	Virginia	Big Data, TMT	200.00
09-Mar-2020	United Community Bank (NAS: UCBI)(Lynn Harton)	Seaside National Bank & Trust (PINX: TSHR)	Florida		180.00
11-Feb-2020	Dominion Resources (NYS: D)(James Chapman)	Atlantic Coast Pipeline (Joint Venture)	Virginia	Industrials, Infrastructure, Oil & Gas	175.00
27-Jan-2020	Halma (LON: HLMA)(Andrew Williams)	NovaBone Products	Florida	Manufacturing	137.00
01-Jan-2020	Airboss of America (TSE: BOS)(Lisa Swartzman)	Critical Solutions International	South Carolina		132.70
06-Jan-2020	Anika Therapeutics (NAS: ANIK)(Joseph Darling)	Parcus Medical	Florida	Manufacturing	95.00
03-Feb-2020	PGT Innovations (NYS: PGTI)(Jeffrey Jackson)	NewSouth Window Solutions	Florida	Manufacturing	92.00
27-Jan-2020	ASGN (NYS: ASGN)(Theodore Hanson)	Blackstone Federal Services	Virginia	Cybersecurity	85.00
01-Jan-2020	Entegris (NAS: ENTG)	Sinmat	Florida	TMT	75.00