



Southeast M&A Update

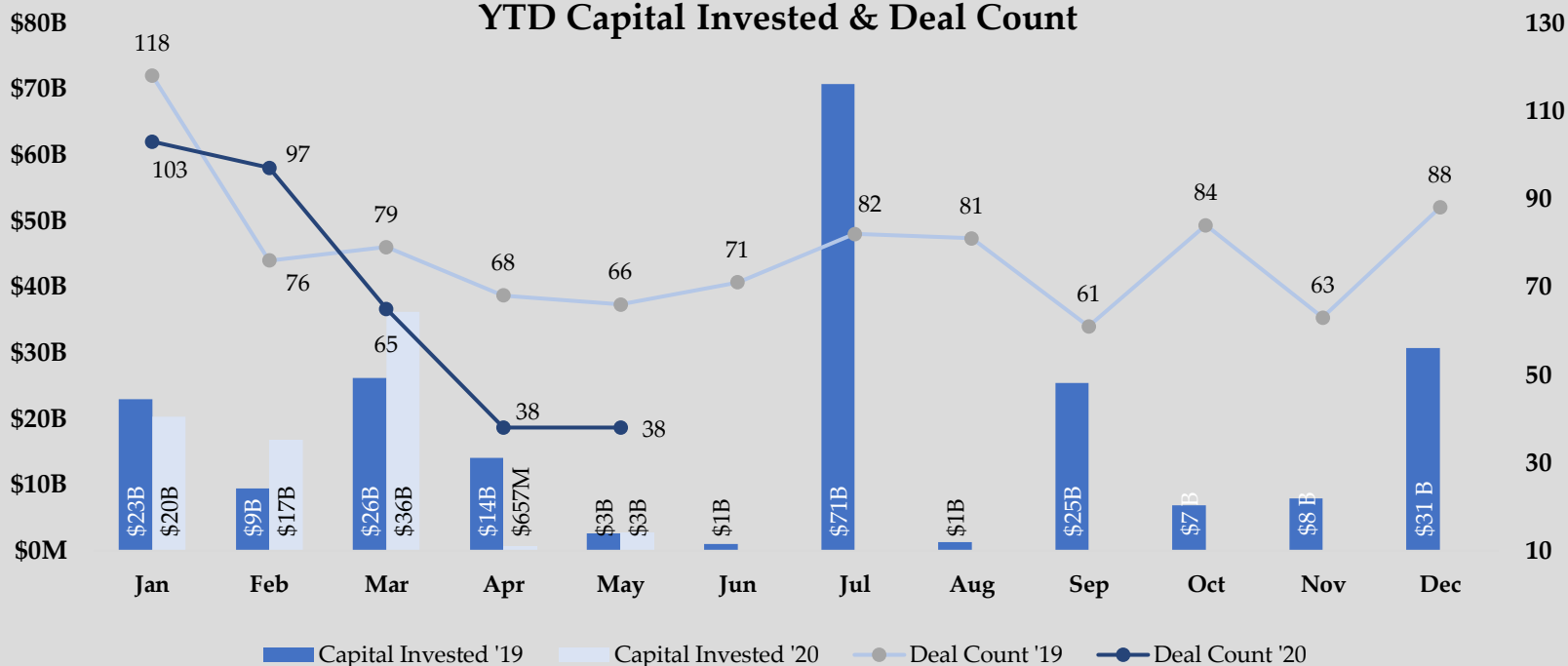
May 2020

Notable Trends in May 2020

Compared to the previous month, deal count stayed completely flat with a total of 38 deals completed. Meanwhile, capital invested increased 326.3%, which can mainly be contributed to a more positive consumer sentiment about the economy. Year over year, capital invested remained about the same, while deal count decreased

42.4% from 66 deals done in 2019 compared to only 38 deals completed in 2020. Median deal size totaled \$305 million in May. This is a significant increase from last month's total of \$88 million and the YOY total of \$27 million. This is because capital invested remained the same, while deal count dropped significantly. There were no

YTD Capital Invested & Deal Count

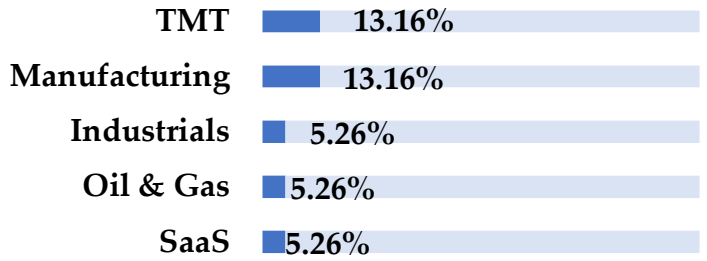


implied EV/EBITDA statistics for the month as none of these deals had reported EBITDA numbers.

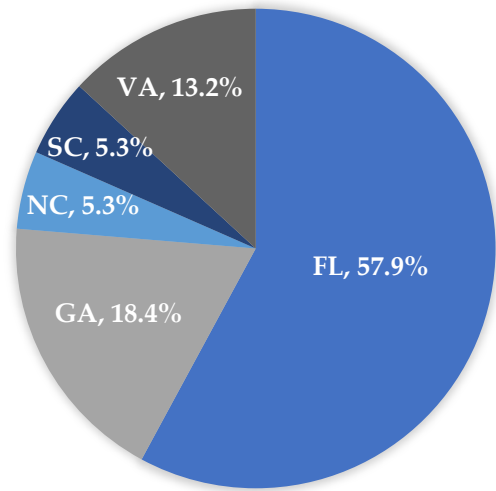
The top two most active verticles in the month of May were Technology, Media, and Telecommunications (TMT) and Manufacturing, both at 13.16%. For 2020, TMT continues to be the most active verticle; however, manufacturing saw a large increase compared to previous months in 2020.

Florida had the most completed deals by far at 22, including five of the seven largest deals done for the month. Georgia and Virginia were the next two at seven and five deals completed, respectively. The largest deal done in May was in South Carolina which was United Bank's \$1.1 billion acquisition of Carolina Financial.

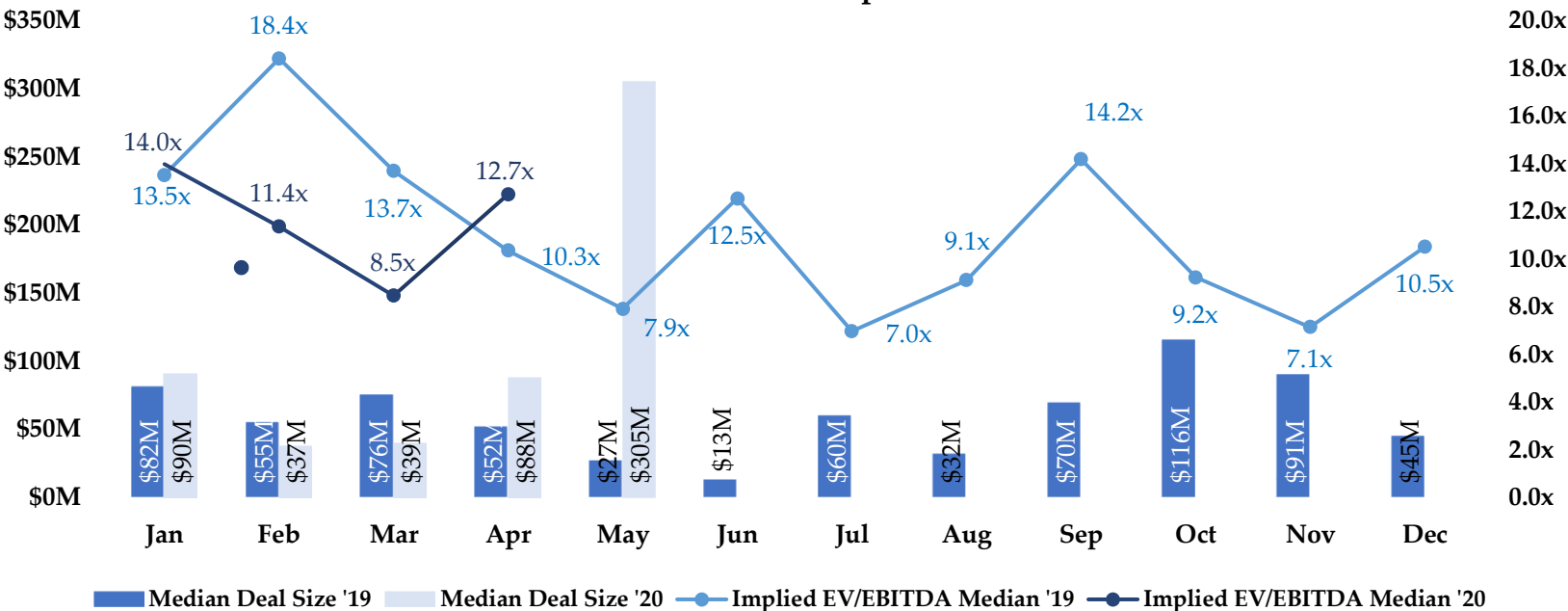
Top 5 Associated Verticles



DEAL COUNT PERCENTAGE BY STATE



YTD Median Deal Size & Implied EV/EBITDA



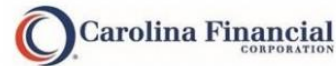
Selected Southeast Transactions for May

Deal Date	Investors	Company Name	Company State/Province	Verticals	Deal Size
01-May-2020	United Bank (Charleston) (NAS: UBSI)(Richard)	Carolina Financial	South Carolina	Banking	1,100.00
04-May-2020	Leidos (NYS: LDOS)(Roger Krone)	L3Harris (Airport Security and Automation Business)	Florida	Aerospace/Defense	1,000.00
06-May-2020	LogistiCare Solutions	National MedTrans Network	Georgia	TMT, Healthcare	305.00
07-May-2020	Nammo	Chemring Ordnance	Florida	Industrials, Manufacturing	17.00
06-May-2020	Mr. Moishe Mana	McArthur Dairy	Florida	Manufacturing	16.50
04-May-2020	Oragenics (ASE: OGEN)(Alan Joslyn)	Noachis Terra	Florida		1.90
19-May-2020	ACS Laboratory(Roger Brown)	Botanica Testing	Florida	Cannabis	
06-May-2020	Aerospace Marketing Group(Jason Altzman)	721 Solutions	Georgia		
04-May-2020	Apple Rush (PINX: APRU)(Tony Torgerud)	Mistyk	Florida	Manufacturing	
14-May-2020	Birmingham Fastener & Supply(Brad Tinney)	Atlanta Rod and Manufacturing	Georgia	Manufacturing, Oil & Gas	
18-May-2020	Cognosante(Y. Michele Kang)	Enterprise Information Services	Virginia	TMT	
14-May-2020	Forgen(Chris Shea)	Inquip Associates	Virginia		
18-May-2020	Green Hills Communications	Frontier Communications	Florida	TMT	
31-May-2020	Gumtree.com	Cox Automotive	Georgia	Marketing Tech, SaaS, TMT	
11-May-2020	Ingevity (NYS: NGVT)(Ed Woodcock)	Adsorbed Natural Gas Products	South Carolina	Manufacturing	
12-May-2020	KeyLogic Systems(Ken Bissett)	OnLocation	Virginia	CleanTech, Oil & Gas	
15-May-2020	Lion Street(Bob Carter)	Midnight Financial Group	North Carolina		
14-May-2020	McGriff Insurance Services(Jonathan Trevisan)	Peak Health	North Carolina		
28-May-2020	MEI Wet Processing and Services(Dan Cappella)	Adams Machinery Movers	Georgia		
19-May-2020	O2 Aero Acquisitions	Aerox	Florida	Industrials	
01-May-2020	ONE Sotheby's International Realty	Sea Turtle Real Estate	Florida		
01-May-2020	Selby Marie Botanical Gardens(Jennifer Romo)	Historic Spanish Point	Florida		
27-May-2020	Surgical Consultants of Hollywood(Aurelio M)	Broward Guardian	Florida		
01-May-2020	Volkert(David Allsbrook)	Bolt Underwater Services	Florida		
31-May-2020	Xalles Holdings (PINX: XALL)(Thomas Nash)	Argus Technology Partners	Florida		

Transactions Highlights in May

Carolina Financial (SC)

Carolina Financial was a bank holding company operating through CresCom Bank and headquartered in Charleston, South Carolina. United Bank acquired them for \$1.1 billion on May 1, 2020. United Bank entered the Southeast in 2017 and has been steadily looking to evolve in this region. This transaction will generate more growth opportunities and help establish them as a leading community bank in the Southeast and Mid-Atlantic regions.



L3 Harris (FL)

The company, a technology firm that provides products, systems, and services to the government and commercial consumers, was bought by Leidos Holdings for \$1 billion in cash. Leidos is a global science and technology firm that provides services mainly for the government. This acquisition is expected to be accretive to Leidos' revenue growth, EBITDA margins, and non-GAAP EPS.

National MedTrans Network (GA)

They provide non-emergency medical transportation (NEMT) and other services to managed care organizations. LogistiCare, the nation's largest manager of NEMT programs, acquired National MedTrans for \$305 million at the beginning of the month. This acquisition advances their relationship with several key payors and adds more than \$200 million of estimated annual revenue to their platform.



Chemring Ordnance (FL)

The company, a US subsidiary of Chemring, develops and manufactures ordnance, pyrotechnic products and other munition components for defense agencies and prime contractors in the US. They were acquired by Nammo for around \$17 million. Nammo is an international aerospace and defense company who provides ammunition and rocket motors to customers. This transaction helps strengthen Nammo's US manufacturing capabilities and gets them closer to their goal of being one of the main advanced munitions providers in the world.



McArthur Dairy (FL)

McArthur Dairy was a South Florida facility that belonged to Dean Foods before they filed for Chapter 11 bankruptcy in November. Moische Mana, an individual investor who specializes in real estate, purchased the land, furniture, equipment, trucks, and other vehicles for a total of \$16.5 million. Mana plans to keep all 130 employees on board and work with Florida International University to introduce new products, such as protein shakes and other beverages.