

 Harris Williams

Testing, Inspection, Certification & Compliance

QUARTERLY SECTOR REVIEW | Q3 2021

Select TICC M&A Transactions

Announced August 9, 2021



SensibleIoT acquired by Montrose Environmental Group

- › SensibleIoT is a software platform that interfaces with multiple air, water, and soil data sources to provide an integrated environmental solution with advanced data analytics.
- › Montrose Environmental provides environmentally focused solutions, including air measurement & laboratory services, regulatory compliance, emergency response, permitting, engineering, and remediation.

Announced August 3, 2021



Silkstone Environmental acquired by CTS Group

- › Silkstone Environmental is a UK-based environmental testing specialist.
- › CTS Group is currently a portfolio company of Palatine.

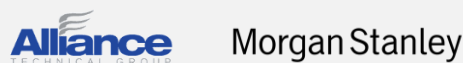
Announced July 26, 2021



FlexRay acquired by Warburg Pincus and Tilia Holdings

- › FlexRay is the largest US provider of testing, inspection, and recovery services for food companies.
- › FlexRay received a significant growth investment from Warburg Pincus, a leading global growth investor, and Tilia Holdings, a Chicago-based private investment firm with a food and nutrition supply chain focus.

Announced July 20, 2021



Alliance Technical Group acquired by Morgan Stanley Capital Partners (“MSCP”)

- › Alliance Technical Group is the leading provider of regulatory-driven air quality testing and monitoring solutions to customers throughout North America.

Announced June 28, 2021



Trinity Consultants acquired by Oak Hill Capital Partners

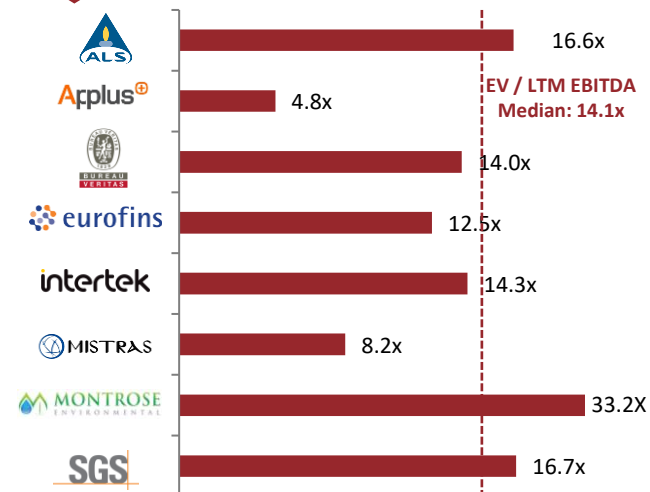
- › Trinity Consultants is a leading EHS, engineering and science consulting firm that provides regulatory-driven technical consulting services to clients in various industrial and healthcare end markets globally.
- › Oak Hill Capital Partners, a middle-market private equity platform, has acquired Trinity Consultants from Levine Leichtman Capital Partners.

TICC Public Company Valuations¹

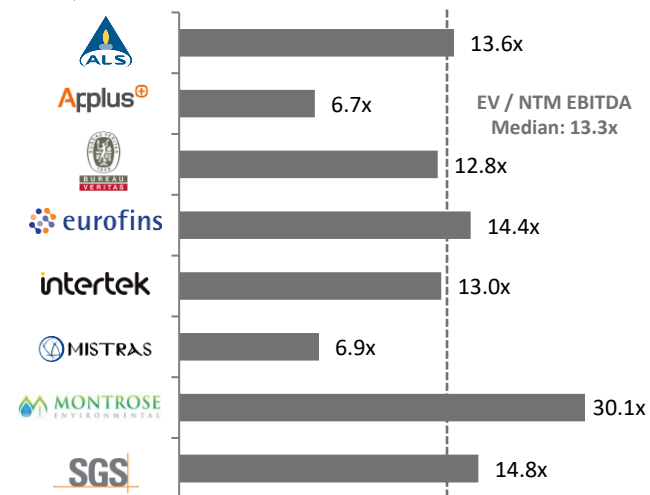
Five Year Trading EV / LTM EBITDA Multiple



EV / LTM EBITDA Multiple

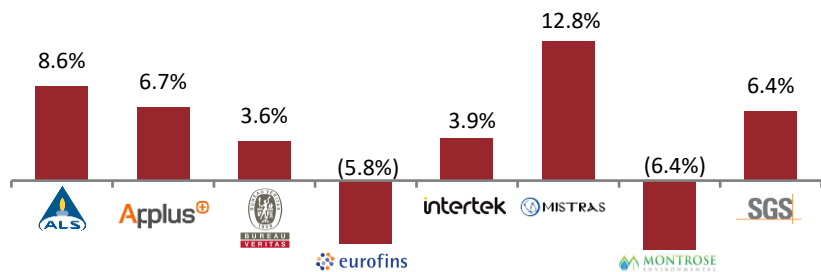


EV / NTM EBITDA Multiple

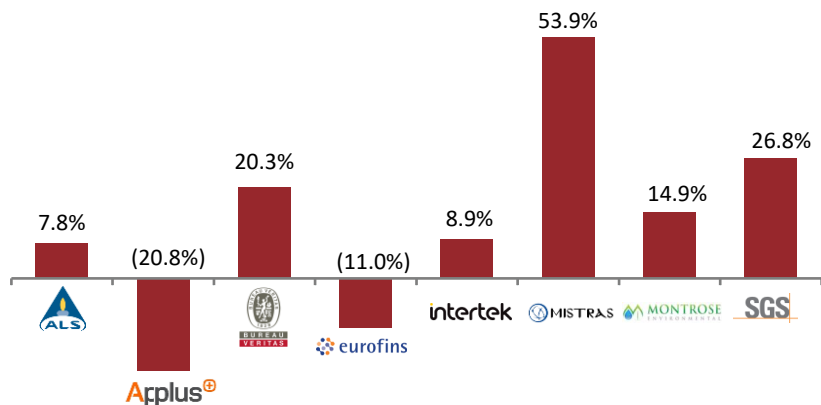


TICC Public Company Benchmarking¹

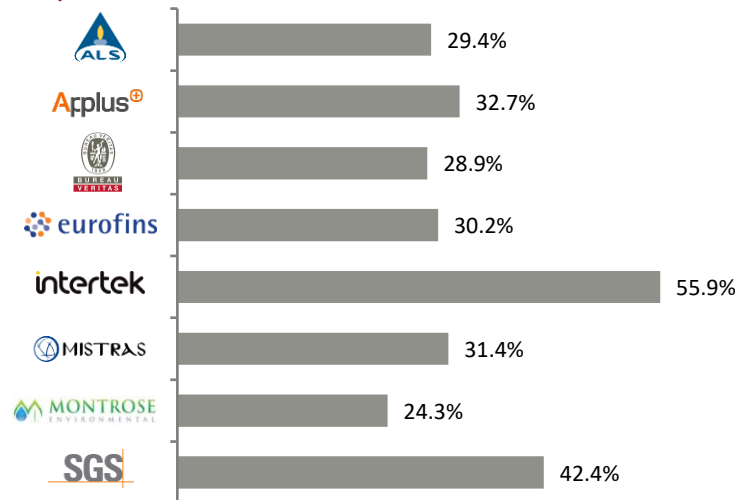
NTM Revenue Growth Forecast



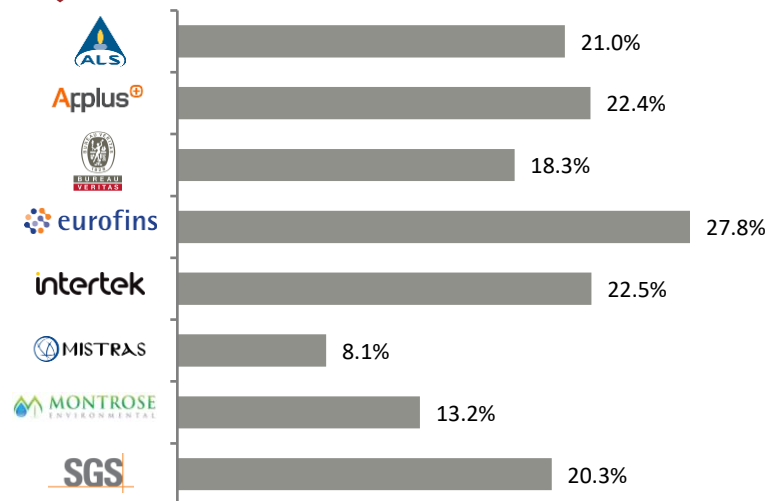
NTM EBITDA Growth Forecast



LTM Gross Margin



LTM EBITDA Margin



Harris Williams TICC Overview

Harris Williams TICC Sector Focus Area

BUILDINGS & INFRASTRUCTURE

- › Design Review
- › Commercial, Residential, and Civil Inspection
- › Project and Construction Management
- › Construction Materials Testing
- › Structural Integrity Analysis

CONSUMER

- › Product Failure Analysis
- › Environmental Impact Testing
- › Consumer Products Testing
- › Trade Certification and Auditing
- › Expert Witness Services

ENERGY

- › Oil, Fuel, Liquids, and Chain of Custody Testing
- › Energy Infrastructure Inspection and Testing
- › Integrity Management
- › Corrosion Monitoring
- › Production Analytics and Measurement

ENVIRONMENTAL

- › Stormwater Management
- › Emissions Monitoring and Testing
- › Soil, Water, and Air Testing
- › Environmental Consulting
- › Industrial Hygiene

FOOD & AGRICULTURE

- › Pesticide, Soil, and Seed/Crop Testing
- › FDA Audit and Compliance
- › Chemical and Nutritional Testing
- › Food Production Assessments
- › Food Contaminant Testing

LIFE SCIENCES

- › Pharmaceuticals Testing
- › Medical Device Testing
- › Ecological Toxicology
- › Residue and Analytical Chemistry
- › Soil, Plant, and Animal Metabolism

POWER & UTILITIES

- › T&D Inspection and Testing
- › Electrical Inspection and Testing
- › Renewables Testing and Inspection
- › In-Plant Inspection
- › Reliability Services

TRANSPORTATION & AEROSPACE

- › Supplier and Supply Chain Audits
- › Third-Party Assessments
- › Performance Management Services
- › Aerospace and Automotive Parts Testing
- › Manufacturing Inspection

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Select Recent Harris Williams TICC Transactions

ARCLINE
INVESTMENT MANAGEMENT

has acquired

NASS EPS
Electric Power Service

QUALUS
POWER SERVICES

has been acquired by

NMC
NEW MOUNTAIN CAPITAL LLC

S P A R U S

has been acquired by

Ridgemont EQUITY PARTNERS™

ATS
Applied Technical Services

has been acquired by

ODYSSEY
PARTNERS

ATLAS
TECHNICAL CONSULTANTS

has been acquired by

BOXWOOD
MERGER
CORP.

Osmose

has been acquired by

IEQT

RESTORATION - RECOVERY
Environmental Management Company

has received significant growth investment from

DFW CAPITAL PARTNERS

Si
Sherma Industries

has been acquired by

GRYPHON
INVESTORS

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Consistent Recognition for Quality



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