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Summer 2024

TIC Insight

Mergers & Acquisitions, Public & Private Financings and Financial Advisory Services

RAYMOND JAMES

INVESTMENT BANKING

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Your success is our business

Companies testing, inspecting and certifying the world’s critical infrastructure and industrial solutions can turn to the Raymond James TIC team for results. The team’s expansive industry relationships and deep market insight allow us to provide comprehensive service to our clients, particularly those addressing the industry’s biggest secular trends: increasing industrial production, trade / globalization, regulation, technological advancement, outsourcing / privatization and consolidation.

As one of the largest middle market investment banking teams with a dedicated focus on the industry, you can expect informed advice and quality results and the “client first” approach for which Raymond James is known.

Learn how our deep industry expertise and commitment to each transaction can help you achieve your business objectives

TESTING, INSPECTION & COMPLIANCE SECTOR EXPERTISE

- ✓ One of the largest teams of bankers focused on the TIC sector
- ✓ Distinct combination of M&A, lending and capital markets advisory services
- ✓ Integrated teams across the U.S., Canada, U.K. and Germany
- ✓ Strong relationships with public, privately-held and investor-backed companies
- ✓ Differentiated focus on the Industrial & Infrastructure sub-sector within TIC
- ✓ Significant deal activity, providing insights on transaction terms & sector trends

SELECTED TRANSACTION EXPERIENCE⁽¹⁾⁽²⁾

 Initial Public Offering	 has partnered with  a portfolio company of 	Morgan Stanley CAPITAL PARTNERS has acquired  a portfolio company of 	 sale to 	 sale to 
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Notes: (1) Included transactions were completed between June 2017 and June 2024
 (2) Representative credentials include transactions completed by a Raymond James banker while at a former firm

Key investment considerations for supply chain risk management

THE OPPORTUNITY IN SUPPLY CHAIN RISK MANAGEMENT

- Supply chain risk management is an increasing area of focus for boards, governments and consumers alike
- Spending on third party solutions has grown as more and more companies seek external support
- There is a multi-billion-dollar market opportunity for providers and investors, double-digit growth rates and significant white space to penetrate
- Solutions are often mission-critical, highly embedded into customer processes and have attractive recurring revenue models. This makes the market highly investible for private equity and strategic buyers

APPLICABLE ACROSS SECTORS AND GEOGRAPHIES

The challenges that arise through the supply chain can vary across sectors and geographies, with consumer-facing organizations bearing the brunt of the most public backlash in recent years.

However, although supply chain management is most pertinent in industries such as food and clothing, it is no less problematic elsewhere. Automotive manufacturers, mobile phone producers, white goods specialists – all rely on thousands of global suppliers for raw materials, component parts, electronics and labor, skilled or otherwise.

Additionally, the need for effective supply chain management is not limited to goods alone. Service businesses are exposed to risk as well, across issues such as health and safety, regulatory compliance and ethical work practices.

The EU's Corporate Sustainability Due Diligence Directive (CSDDD) requires EU and non-EU companies to conduct environmental and human rights due diligence across their operations, subsidiaries and value chains. Under the CSDDD, businesses failing to prevent or mitigate potential supply-chain violation can face fines of up to 5% of global turnover. This stresses the need for businesses to tackle these challenges proactively.

In the US, the non-financial reporting requirements are not as stringent as those in the EU. However, the US recently adopted climate-related disclosure rules as of March 2024 and many large strategics are taking the initiative to disclose non-financial reports. Over time, the US may adopt regulations that more closely mirror that of the EU's CSDDD.

A GROWING NEED FOR VISIBILITY

Most multinationals today do business with tens of thousands of suppliers. Even small and mid-sized companies rely on a complex web of vendors and not just the firms which sell them goods and services, but the businesses those firms buy from. There is an ever-expanding universe – the edges of which are frequently invisible to those at its center.

To some extent, this is not new. Companies have relied on goods and services from third parties for years. However, today, business leaders face fresh challenges as stakeholders across the board want or need to know more about a company's suppliers than ever before:

- Stakeholders are increasingly demanding transparency
- Governments are increasingly adding regulatory burdens on businesses to responsibly manage their supply chains
- Strategics are taking more proactive responsibility for their ESG impact
- Boards are demanding KPI tracking and reporting around their suppliers and supply chains
- Geopolitical volatility is adding pressure to supply chain reliability
- Flexibility is increasingly important to build supply chain resilience

From an investor perspective, complications with ESG are now at the center of most decision-making processes. Additionally, there is a tangible shift in customer attitudes, with consumers making active choices about what they buy, depending on where products come from, how they are made and how workers are treated along the supply chain. Even within the boardroom, directors are putting supply chain management at the center of their strategic thinking, recognizing the operational, financial and reputational risks associated with failure in this field.

Key investment considerations for supply chain risk management (cont.)

A WIDE VARIETY OF RISKS TO MANAGE

The enormity of supply chain risks carry extensive implications. Historically, companies were judged on how well they managed their own operations and how well they trained and looked after their own employees. Today, their responsibilities extend further than ever before. Companies are no longer accountable for just their own ecosphere, they are expected to understand, map and control an entire galaxy of interwoven suppliers across geographies and sectors.

Beyond more onerous compliance and calls for greater transparency, two further issues have become front of mind among business leaders: supply chain disruption and input costs.

Climate change, geopolitical uncertainty, labor shortages and short-term dislocation between supply and demand all contribute to a step-change in supply chain disruption, from failing harvests to border friction and to sudden shortages of crucial components.

Input costs are subject to similar tensions, with raw material prices at risk of significant fluctuations through economic cycles or even from one season to the next. No company is immune to these pressures and in turn, each must find more sophisticated ways of managing their implicit challenges.



Key investment considerations for supply chain risk management (cont.)

ADDRESSING SUPPLY CHAIN RISKS

Expenditure on supply chain management software alone is estimated at \$20 billion globally in 2024 and is expected to reach >\$24 billion by 2028, with a compound annual growth rate of ~5%. Despite the size and growth trajectory of this market, fewer than one in ten companies have adopted software tools to facilitate systems and drive oversight.

There are also discrepancies in the breadth and depth of supply chain risk management. While large multinationals are far more likely to adopt software-based solutions than their small or medium-sized counterparts, there is a clear focus on critical suppliers (those which form the top 10% of the pyramid and account for 90% of current spending). The wider supplier network remains largely unchecked which creates a long tail of potential risk.

Separate from the need for increased transparency, there are also cost implications. Managing the supply chain in-house is resource-intensive and, in many cases, inefficient, particularly for small and mid-sized businesses. Outsourcing all or part of a company’s supply chain management to a third party can both reduce costs over the long term and provide a more effective barrier against unexpected operational, reputational or political costs.

BUSINESSES ARE SEEKING SOLUTIONS THAT CAN HELP THEM



Collate information and insight to support decision making



Create workflows to enable more efficient management



Authenticate compliance and provide audit trails



Quantify compliance levels with dashboards and reporting

EXAMPLE SUPPLY CHAIN MANAGEMENT OFFERINGS

Standards and compliance



Within this sphere, operators offer systems, software testing and inspection to ensure that suppliers conform with regulatory requirements across multiple jurisdictions as well as complex quality control requirements and intelligence on practices and profiles of parties upstream in the value chain. Such services do not just improve effectiveness, they also reduce the burden on procurement teams.

Supply disruption monitoring



Smart technology and software can highlight vulnerabilities in the supply chain and warn businesses of potential short and long-term disruptions.

Pricing and procurement



There are monitoring tools that allow companies to understand cost trends across their supply chains. Applications such as these can help businesses source better or cheaper alternatives for goods and services. They can also alert businesses to secondary provider options, thereby reducing reliance on single suppliers and, in turn, building resilience.

Operational coordination



Here, specialists take responsibility for demand management. This includes monitoring whether goods are available, their location and how best to ship them from source to destination so that logistics and distribution can function with maximum efficiency.

Key investment considerations for supply chain risk management (cont.)

THE OPPORTUNITY FOR INVESTMENT

The supply chain risk management market is worth billions of dollars but remains highly fragmented with significant amounts of white space, creating several opportunities for investors.

First, as a rapidly-evolving market, pioneers can swiftly gain first-mover advantage and become de facto leaders in their chosen space. Clients tend to be highly sticky and a large client base can produce a halo-effect, increasing the value of their proposition.

Second, many companies have not engaged with third-party specialists but there is every indication that they will, as pressures mount and the supply chain increasingly takes center-stage. This backdrop creates significant headroom for growth.

Third, most operators offer software, data and/or tech solutions as a service. Contracts are signed on an annual or multi-year basis; revenues are recurring and solutions are often both mission-critical and become highly embedded into customer processes. As a result, retention rates are high and revenues are predictable and visible.

Fourth, while many of the more successful players are in “expansion mode”, they frequently lack the necessary financial and operational resources to fulfil their potential. External support can provide swift and rewarding growth. Driving adoption naturally requires an “educational sell” to the target base. This, in turn, requires investment in sales and marketing.

With companies under pressure to make their supply chains more efficient, transparent and compliant with a range of environmental, social and governance issues, demand for frontrunners in the field is likely to only grow. Most of these specialists, while already experiencing rapid growth, could turbo-charge their development with the aid of private equity resources and expertise. The opportunities are plentiful and investors who spot them now are likely to reap the benefits over the coming years – while also delivering better ESG outcomes across businesses and industries.

Additionally, the investment case is particularly strong, as most businesses in this space are highly scalable. Given their high margins and low capital intensity, these businesses can be developed with strong cash flow profiles, entrenching first-to-market positions and enjoying further economies of scale.

ABOUT CIL

CIL provides growth strategy and due diligence support to management teams and investors. We are rigorous in our approach, confident in our conclusions and experts at what we do. With extensive experience across TIC we provide unique and valuable perspectives on the market and its opportunities.

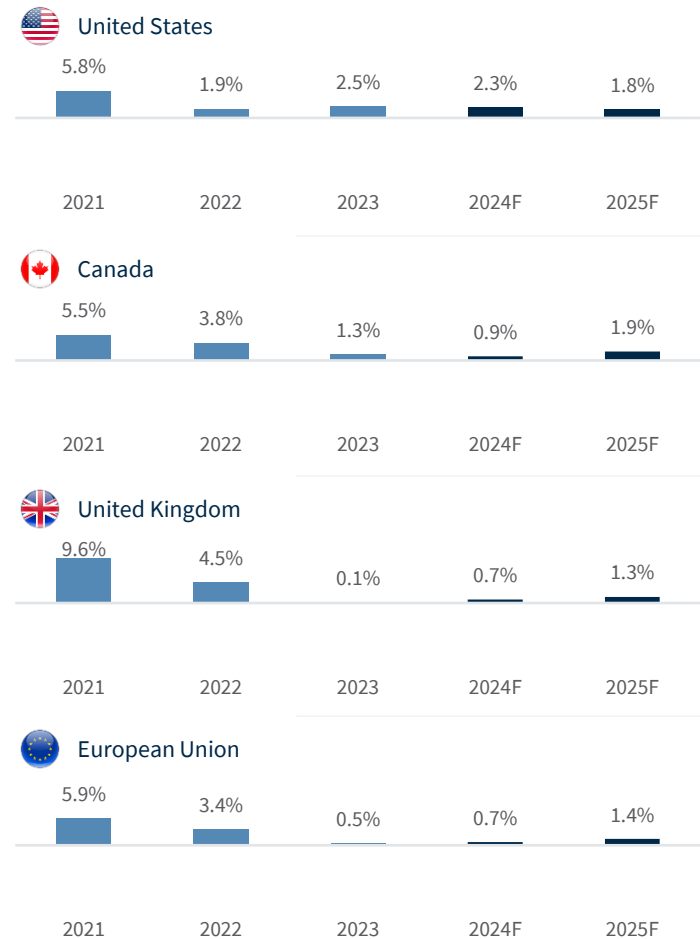


Select transactions in supply chain risk management

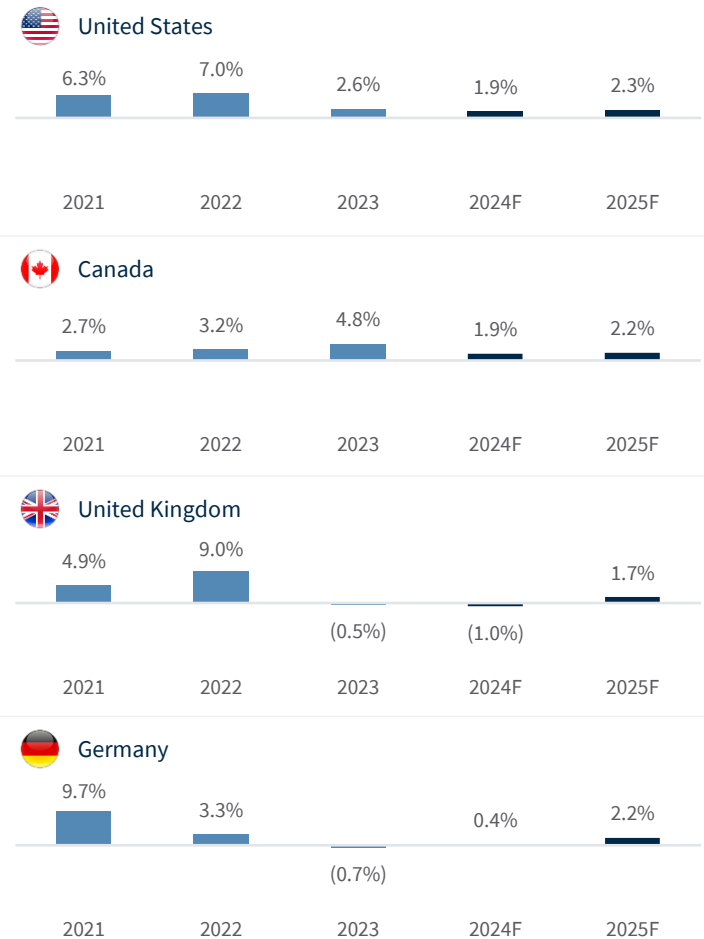
DATE	TARGET AREA(S) OF FOCUS	ACQUIROR	TARGET	TARGET DESCRIPTION
4/2/24	 Operational / Sustainability	 IEQT	 Avetta	Developer of supply chain risk management platform for various industries, providing services such as supplier prequalification, document management, auditing, insurance verification, analytics, reporting, systems integration and compliance consultation
10/26/23	 Governance / Operational	 Apax GLOBAL IMPACT	 GAN INTEGRITY	Developer of compliance management software designed to reduce corporate risk, eliminate operational inefficiencies and provide end-to-end solutions to manage supply chain compliance across regulatory entities
9/26/23	 Operational	 SILVER OAK SERVICES PARTNERS	 QLS	Provider of supplier representation, inspection and containment, repair and rework and quality engineering for OEMs and suppliers across end markets
8/30/23	 Governance / Sustainability	 GTCR	 ONCE FOR ALL	Provider of risk management system for the building, facilities management, construction and property development sectors, offering supplier sourcing, compliance management, risk management and other services to enable clients to evaluate suppliers based on various risk criteria
5/23/22	 Governance / Operational	 Aterian INVESTMENT PARTNERS	 VAYAN	Provider of comprehensive quality assurance solutions, offering inspection, warehousing, technical and engineering services through real-time insights and inspection part traceability
2/11/22	 Operational / Sustainability	 Apax PARTNERS	 Alcumus [®] Safer, Healthier, Stronger	Developer of supply chain and risk management software for small and medium-sized businesses, offering services in social and governance environments, health and safety and contractor and certification management
5/12/21	 Operational	 SFW CAPITAL PARTNERS	 GRL	Operator that helps implement the latest connectivity and charging interfaces in devices and applications as well as providing end-to-end engineering services and testing solutions

Sector and economic indicators

GROSS DOMESTIC PRODUCT (GDP)



TRADE VOLUMES - EXPORTS



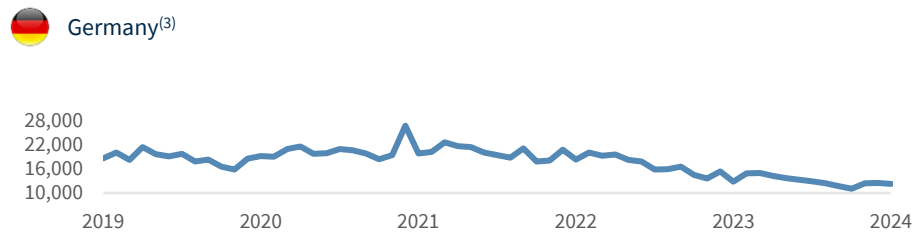
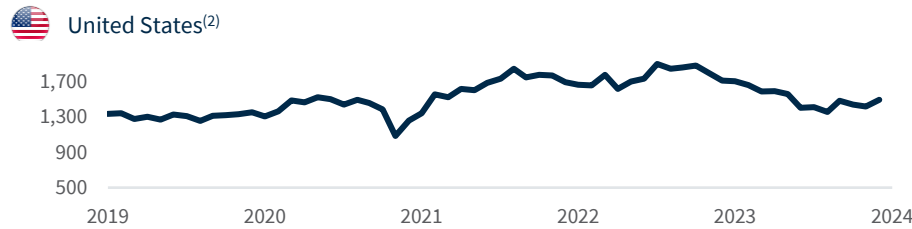
COMMODITIES⁽¹⁾



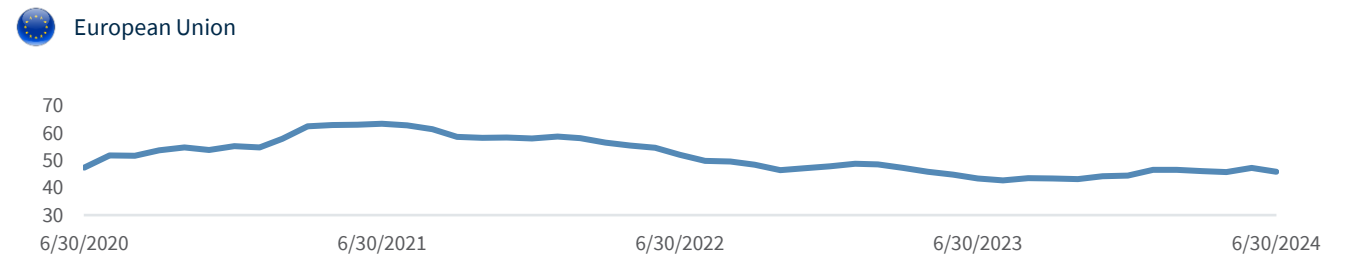
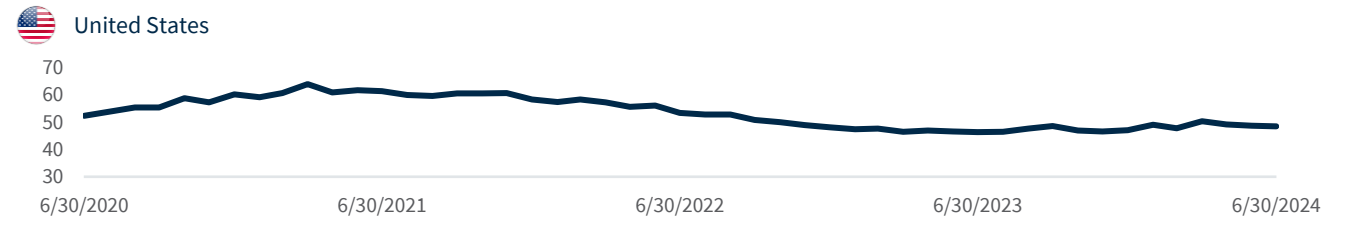
Source: Bloomberg, S&P Capital IQ
 Notes: Light blue represents historical figures and dark blue represents forecasted figures
 (1) Commodities data as of 6/28/24
 (2) Top 25 mining companies determined based on market capitalization

Sector and economic indicators (cont.)

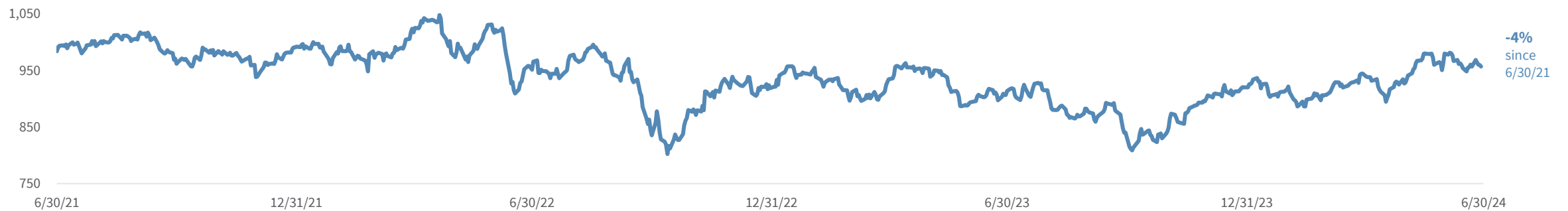
BUILDING PERMITS⁽¹⁾



PURCHASING MANAGERS' INDEX ("PMI")



INFRASTRUCTURE | MSCI WORLD INFRASTRUCTURE INDEX⁽⁴⁾

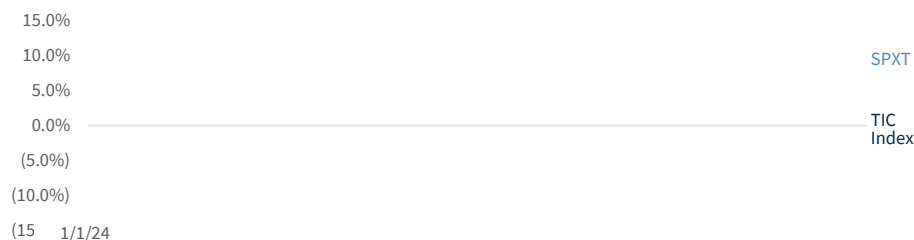


Source: Bloomberg, S&P Capital IQ

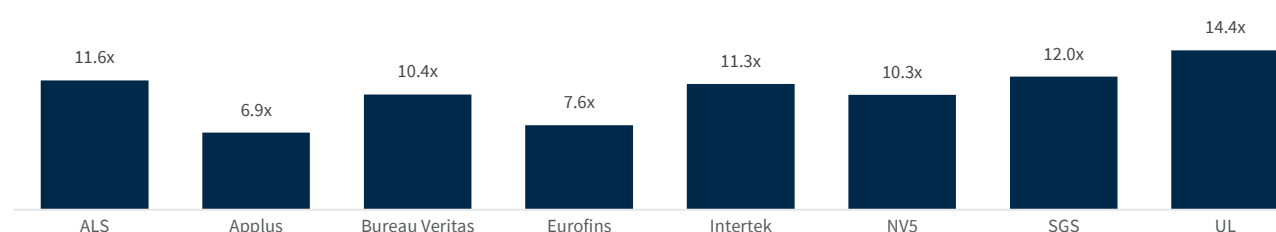
- (1) United States in SA, units / Person and Germany in NSA, Units / Person
- (2) United States building permits as of 5/31/2024, presented in 000's
- (3) Germany building permits as of 4/30/2024
- (4) Infrastructure index data as of 6/28/24

Public company financial information

STOCK INDEX



ENTERPRISE VALUE / NEXT TWELVE MONTHS EBITDA



FINANCIAL INFORMATION⁽¹⁾

Local Currency in Millions	ALS	Applus	Bureau Veritas	Eurofins	Intertek	NV5	SGS	UL	Median
Enterprise Value	A\$8,368	€2,566	€13,153	€11,738	£8,685	\$1,745	CHF 18,050	\$9,126	NM
Market Capitalization	A\$6,782	€1,650	€11,733	€8,977	£7,730	\$1,501	CHF 15,142	\$8,438	NM
YTD Share Price Change	9.0%	28.0%	13.1%	(21.1%)	12.9%	(16.3%)	10.3%	23.3% ⁽²⁾	12.9%
Net Debt	A\$1,572	€867	€1,363	€2,701	£918	\$244	CHF 2,839	\$676	NM
Revenue	A\$2,462	€2,058	€5,868	€6,515	£3,329	\$891	CHF 6,622	\$2,719	NM
Forward Revenue Growth ⁽³⁾	11.6%	5.0%	6.1%	7.7%	5.5%	4.9%	5.8%	5.5%	5.8%
Gross Margins	31.6%	35.0%	29.9%	21.1%	57.5%	50.2%	43.8%	48.0%	35.0%
EBITDA Margins	23.3%	13.2%	17.9%	18.2%	21.3%	12.9%	17.4%	19.2%	17.4%
Net Leverage Ratio	2.7x	3.2x	1.3x	2.3x	1.3x	2.1x	2.5x	1.3x	2.5x
Cash Conversion Ratio ⁽⁴⁾	27.1x	16.0x	1.6x	3.3x	1.8x	1.8x	2.0x	1.7x	1.8x
Capex as a % of Sales	6.2%	3.9%	2.7%	7.3%	3.5%	1.7%	4.5%	209	3.9%
M&A as a % of Cash from Operations ⁽⁵⁾	26.0%	33.6%	7.2%	15.5%	8.1%	166.1%	1.1%	7.7%	15.5%

Source: S&P Capital IQ, public filings and Raymond James internal resources

(1) Unless otherwise stated, financial information presented on an LTM basis as of 6/30/2024

(2) UL Solutions YTD trading % begins in April 2024

(3) The period of the forward revenue growth is 2024-2025

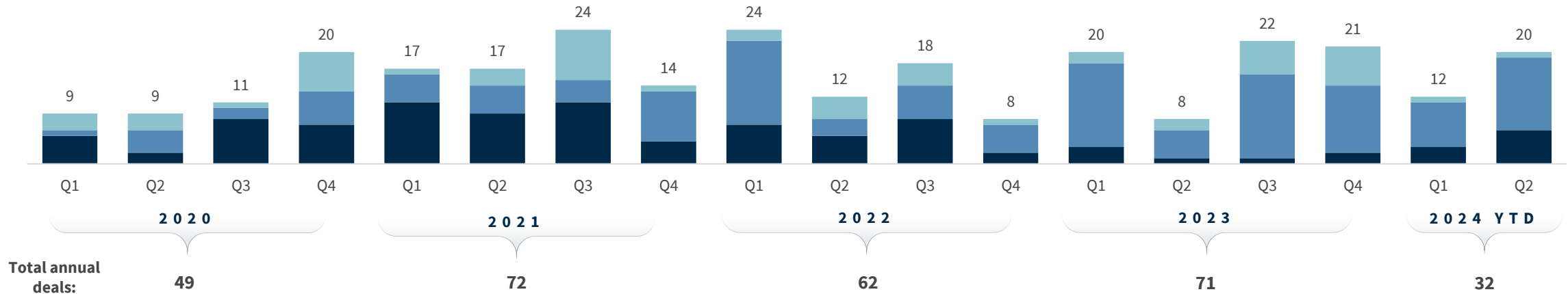
(4) Cash conversion ratio defined as net income divided by cash from operations

(5) M&A as a % of Cash from Operations is cash acquisitions divided by cash from operations

Precedent M&A transactions

M&A TRANSACTION BREAKDOWN BY BUYER TYPE

■ Public Strategic Buyer ■ Private Strategic Buyer ■ PE Buyer



Date Announced	Buyers/Investors	Target	Target Description	Transaction Value (\$mm)	EV / LTM Revenue	EBITDA
6/27/24	Levine Leichtman Capital Partners, LLC	NSL Analytical Services, Inc.	Provider of materials testing services	-	-	RJ Conf.
6/17/24	Sensitech Inc.	Monitoring Solutions Business of Berlinger & Co. AG	Provider of doping control and temperature monitoring solutions	-	-	-
6/17/24	Great Day Improvements, LLC	ELM Home & Building Solutions	Supplier of home products and provider of building solutions	-	-	-
6/3/24	Colliers International Group Inc.	EnGlobe Corp.	Provider of materials testing, environmental services and engineering	-	-	-
5/31/24	Premier Biotech, Inc.	Desert Tox, LLC	Provider of laboratory drug testing services	-	-	-
5/29/24	Alliance Technical Group, LLC	RSB Solutions, Ltd Co.	Provider of environmental consulting services	-	-	-
5/22/24	UL Solutions Inc.	BatterieIngenieure GmbH	Provider of testing, development and consulting services	-	-	-
5/22/24	Admiral Acquisition Limited	Rockwood Service Corporation	Provider of integrity management solutions such as testing and inspection	\$1,850.0	1.8x	12.0x
5/8/24	Envea Société Anonyme	Asia Pacific Air Quality Group Pte. Ltd.	Provider of air quality services	-	-	-
5/6/24	Industrial Inspection & Analysis, Inc.	Aerial & Crane Experts, Inc.	Provider of inspection and certification services	-	-	-

Precedent M&A transactions (cont.)

Date Announced	Buyers/Investors	Target	Target Description	Transaction Value (\$mm)	EV / LTM	
					Revenue	EBITDA
4/26/24	West Physics Consulting, LLC	Medical physics service division of Tricord, Inc.	Provider of radiation safety services	-	-	-
4/16/24	SOCOTEC AE Consulting, LLC	DnA Controlled Inspections, Ltd	Provider of testing, consulting and inspection services	-	-	-
4/16/24	SOCOTEC AE Consulting, LLC	ANDT	Provider of testing, inspection, training and engineering services	-	-	-
4/16/24	SOCOTEC AE Consulting, LLC	Future Tech Consultants Of New York Inc.	Provider of engineering, investigation and examination services	-	-	-
4/5/24	True Environmental	Triton Environmental, LLC	Provider of environmental consulting and engineering services	-	-	-
4/3/24	Eurofins Scientific SE	Ascend Clinical, LLC	Provider of laboratory and environmental testing	-	-	-
4/2/24	EQT Private Equity	Avetta, LLC	Provider of risk management and compliance services	-	-	-
4/2/24	Montrose Environmental Group, Inc.	Engineering and Technical Associates, Inc.	Provider of safety management consulting services	\$2.0	-	-
4/2/24	Shermco Industries, Inc.	Power Test, Inc.	Maintenance, repair, testing and analysis services	-	-	-
4/1/24	Integra Testing Services, LLC	Controlled Environment Certification Services business of STERIS plc	Provider of certification, testing, maintenance and compliance services	-	-	-
3/25/24	ALS Limited	YORK Analytical Laboratories, Inc.	Provider of environmental lab testing services	-	-	RJ Conf.
3/19/24	US BioTek Laboratories, LLC	RealTime Laboratories, Inc.	Provider of mycotoxin testing	-	-	-
3/18/24	SPL, Inc.	DHL Analytical, Inc.	Provider of environmental analytical testing services	-	-	-
3/12/24	True Environmental	Sundance Consultants, LLC	Provider of specialized environmental and natural resource services	-	-	-
3/6/24	Medical Technology Associates, Inc.	Cal-Tec Labs Inc.	Provider of construction material testing and quality control services	-	-	-
3/5/24	Intertek Group plc	Base Metallurgical Laboratories Ltd.	Provider of metallurgical testing and consulting services	-	-	-
2/29/24	RMA Group, Inc.	Insight Group LLC	Provider of geotechnical, environmental and construction materials	-	-	-
2/29/24	LaunchPad Home Group, Inc.	AJF Inspections & Engineering	Provider of comprehensive property inspection services	-	-	-
2/16/24	ABB Ltd	SEAM Group, LLC	Provider of safety, reliability and maintenance services	-	-	-
2/1/24	Osmose Utilities Services, Inc.	Principal assets of Mclean Engineering Company, Inc.	Provider of consulting services to utilities end-markets	-	-	-
1/8/24	ALL4 Inc.	Whatcom Environmental Services, Inc.	Provider of environmental, regulatory and compliance solutions	-	-	-
1/4/24	Summit Park LLC	G. T. Michelli, Co., Inc.	Provider of calibration, inspection and repair services	-	-	RJ Conf.
12/18/23	RMA Group, Inc.	Black Eagle Consulting, Inc.	Provider of inspection services	-	-	-
12/19/23	Elevator Service LLC	Allrise Elevator Company, Inc.	Provider of elevator inspection services	-	-	-
12/19/23	Orica Limited	Terra Insights Ltd.	Provider of geotechnical, structural and geospatial monitoring	\$378.7	-	-
12/5/23	FoodChain ID, Inc.	Organic Certifiers, Inc.	A US-based certification body	-	-	-
12/5/23	The Kelvin Group	Advanced Examination Services	Provider of non-destructive testing services	-	-	-
11/30/23	Trinity Consultants, Inc.	Soundview Consultants LLC	Provider of environmental testing and consulting services	-	-	-
11/17/23	Alliance Technical Group	Four Environmental Laboratories	Four different environmental laboratories	-	-	-
11/14/23	Balance Point Capital Advisors	CraneTech Inc.	Provider of overhead crane inspection and maintenance services	-	-	-
11/14/23	Partners Group AG	ROSEN Swiss AG	Provider of oil & gas inspection services	-	-	-
10/30/23	Graycliff Partners LP	XCEL NDT, LLC	Provider of non-destructive and inspection testing	-	-	-
10/26/23	Apax Partners	GAN Integrity	Provider of compliance services	-	-	-
10/25/23	RMA Group, Inc.	Big Apple Group NY, LLC	Provider of in-field monitoring, inspection and lab-based testing services	RJ Conf.	RJ Conf.	RJ Conf.
10/23/23	Columbia River Partners	US powertrain testing operations of SGS SA	Provider of powertrain testing services	-	-	-
10/17/23	DEKRA	Testing Labs of Weiss Technik	Testing laboratory assets of Weiss Technik	-	-	-
10/16/23	Trinity Consultants, Inc.	Waid Corporation	Provider of engineering and environmental services	-	-	-
10/11/23	Encino Environmental Services, LLC	Lemos Labs LLC	Provider of source emissions testing services	-	-	-
10/11/23	TPG Capital, LP; TPG Rise Climate LP	AmSpec Services, LLC	Testing and certifying the performance and emission qualities	-	-	-
10/10/23	Eurofins Scientific SE	Ars Probata GmbH	Provides auditing and certification of food standards	-	-	-

Precedent M&A transactions (cont.)

Date Announced	Buyers/Investors	Target	Target Description	Transaction Value (\$mm)	EV / LTM	
					Revenue	EBITDA
10/10/23	Inflexion Private Equity Partners LLP	Celnor Group Limited	Provider of inspection, testing, certification and compliance services	-	-	-
10/4/23	Applied Technical Services	Phoenix National Laboratories	Provider of quality testing, inspection and engineering services	-	-	-
10/2/23	NMI Certin B.V.	Avon Dynamic Calibration Limited	Provider of calibration solutions in the electrical and dimensional field	-	-	-
9/29/23	Integra Testing Services	JF Coffey Associates	Provides testing, adjusting and balancing services	-	-	-
9/27/23	Susquehanna Private Capital, LLC	U.S. Compliance Corporation	Provider of environmental, health and safety services	-	-	-
9/27/23	Milrose Consultants, LLC	JM Zoning/Project Expeditors Consulting Corp.	Provider of services to help navigate planning and zoning approval	-	-	-
9/27/23	Technical Safety Services, LLC	Controlled Environment Management, LLC	Provider of testing, validation, certification and calibration services	-	-	-
9/26/23	Silver Oak Services Partners	Quality Liaison Services	Representation and quality assurance services for OEMs	-	-	-
9/20/23	Concept Machine Tool Sales, Inc.	American Calibration, Inc.	Provider of 350 types of accredited calibration	-	-	-
9/19/23	Concept Machine Tool Sales, Inc.	Inspection Engineering, LLC	Full-service gage house offering inspection services and equipment	-	-	-
9/19/23	RMA Group, Inc.	A3GEO, Inc.	Provider of geotechnical, geologic and earthquake engineering	-	-	-
9/18/23	Acuren Inspection, Inc.	Alloyweld Inspection	Provider of engineering and environmental services	-	-	-
9/11/23	Trescal S.A	Quality Service Process S.R.L.	Provides repair and maintenance services for other electronic equipment	-	-	-
9/11/23	SPL, Inc.	Volumetrics, Inc.	Provides flow meter verification services for oil and gas industry	-	-	-
9/5/23	Elevator Service LLC	Metro Elevator Inc.	Provider of maintenance, repair and modernization services	-	-	-
9/5/23	Analytical Technologies	Technical Alternatives	Provider of laboratory-related services	-	-	-
9/1/23	Applied Technical Services	Caltronix	Provider of calibration solutions for electrical equipment	-	-	-
8/23/23	Synopsys, Inc.	PikeTec GmbH	Testing and verification of automotive software for control unit systems	-	-	-
8/16/23	Freedom 3 Capital, LLC; Coalesce Capital Management, LLC	Examinctics, Inc.	Provider of mobile occupational health screening	-	-	-
8/15/23	LaunchPad Home Group, Inc.	Axium Listings Pro, LLC / Axium Inspections, LLC	Provider of residential inspections and radon mitigation service	-	-	-
08/10/23	Loyds Banking Group	Sedex	Provider of sustainability services	-	-	-
7/24/23	GTCR LLC	Once For All	Provider of sourcing and risk management services	-	-	-
7/11/23	Incline Management, LP.	Aldinger Company Inc.	Offers calibration solutions to verify accuracy, reliability and compliance	-	-	RJ Conf.
7/11/23	Universal Engineering Sciences, LLC	GEO Solutions, LLC	Provider of testing and inspection services	-	-	-
7/5/23	D&H United Fueling Solutions, Inc.	Tanknology Inc.	Provider of environmental compliance testing and inspection services	-	-	-
6/6/23	Universal Engineering Sciences, LLC	Riner Engineering, Inc.	Geotechnical and construction testing and inspection	-	-	-
6/1/23	Achieve Capital LLC	Shaw Pipeline Services, Inc.	Non-destructive, ultrasonic and radiographic pipeline inspection	\$6.5	-	-
5/22/23	SAM Companies	MTPLS Land Surveyors, LLC	Professional geomatics solutions company	-	-	-
5/11/23	SGS SA	Nutrasource Diagnostics Inc.	Nutraceutical and pharmaceutical industries focused on compliance	-	-	-
4/29/23	Souter Investments Limited; Sullivan Street Partners Ltd	Diagnostic Services Business of Johnson Matthey Plc	Provider of specialized detection, diagnostic and measurement solutions	\$69.1	0.8x	-
4/24/23	Applied Technical Services, LLC	Accu-Chek, Inc.	Calibration and dimensional inspection services	-	-	-
4/11/23	Mitratech Holdings, Inc.	The Infosoft Group LLC	Provider of regulatory compliance and recruitment solutions	-	-	-
4/3/23	Applied Technical Services, LLC	Instrumentation Technical Services, Inc.	Provider of calibration and metrology services	-	-	-
3/31/23	Atlantic Testing Laboratories, Limited	Assets of SJB Services, Inc.	Drilling, geotechnical engineering and construction testing firm	-	-	-
3/27/23	Transcat, Inc.	TIC-MS, Inc.	Calibration laboratory firm	\$9.6	-	-
3/23/23	EQT Growth AB	Integrity Next GmbH	Software platform enabling supply chain and regulatory compliance	\$108.9	-	-
3/14/23	Universal Engineering Sciences, LLC	Faulkner Engineering Services, Inc.	Environmental, geotechnical and construction testing firm	-	-	-
3/14/23	TransDigm Group Incorporated	Calspan Corporation	Aerospace and automotive research and testing services	\$725.0	3.6x	-
3/9/23	RMA Group, Inc.	PRI Construction Materials Technologies, LLC	Testing, product development, validation and certification services	-	-	-
3/3/23	HMT LLC	Weld Spec, Inc.	Inspection services firm	-	-	-

Precedent M&A transactions (cont.)

Date Announced	Buyers/Investors	Target	Target Description	Transaction Value (\$mm)	EV / LTM	
					Revenue	EBITDA
3/2/23	Applied Technical Services, LLC	Process Instruments, Inc.	Provider of high-end instrument calibration services	-	-	-
2/27/23	Exacta Land Surveyors, Inc.	SNIDER & ASSOCIATES, LLC	Provider of residential surveying services	-	-	-
2/22/23	RMA Group, Inc.	GeoTest Services, Inc.	Provider of geotechnical, material and specialty inspection services	-	-	-
2/22/23	Superhero Fire Protection, LLC	Life Safety Inspections, LLC	Provider of Fire, Life & Safety installation and services to customers	-	-	-
2/1/23	Link Engineering Company	Quay Brake Testing Ltd.	Provider of friction material and disc/drum brake testing services	-	-	-
1/31/23	GI Partners	Atlas Technical Consultants, Inc.	Provider of infrastructure and environmental solutions	\$1,005.0	1.6x	13.4x
1/26/23	Opus Inspection, Inc.	Applus Technologies, Inc.	US vehicle inspection and testing services	-	-	-
1/23/23	York Analytical Laboratories, Inc.	Precision Testing Labs	Drinking water and soil testing services	-	-	-
1/19/23	Technical Safety Services, LLC	Quality Systems Integration, LLC	Testing and certification services in controlled biotechnology environments	-	-	-
1/19/23	Technical Safety Services, LLC	Northeast Medical Consulting, Inc.	Provider of medical gas testing and consulting services	-	-	-
1/17/23	Technical Safety Services, LLC	Cornerstone Commissioning, Inc.	Commissioning, qualification and validation engineering services	-	-	-
1/17/23	RMA Group, Inc.	C Below, Subsurface Imaging Inc.	Provider of subsurface imaging services	-	-	-
1/6/23	Montrose Environmental Group, Inc.	Frontier Analytical Laboratories	Environmental analytical laboratory analysis	\$1.1	-	-
Median				\$58.2	1.8x	12.1x
Mean				\$69.1	1.8x	13.0x

Transaction experience

Raymond James has participated in many industry-shaping transactions, including mergers and acquisitions, strategic advisory, fairness opinions and equity and debt capital raises, within the testing, inspection and compliance space

 Initial Public Offering	 has partnered with  a portfolio company of 	Morgan Stanley CAPITAL PARTNERS has acquired  a portfolio company of 	 has acquired  a portfolio company of 	 T.D. Williamson has received a strategic investment from 	 sale to 	 sale to 	 has been acquired by 	 sale to 	 Follow-on Offering \$350,000,000
 has been acquired by  a portfolio company of 	 has acquired 	 Simultaneous carve-out divestitures of  by way of an MBO backed by 	 Private placement	 sale to 	 sale to 	 sale to 	 sale to 	 sale to 	 sale to 
 sale to 	 acquisition of 	 sale to 	 sale to 	 sale to 	 sale to 	 has acquired  a portfolio company of 	 sale to 	 sale to 	 sale to 

Notes: Representative credentials include transactions completed by a Raymond James banker while at a former firm. Included transactions were completed between November 2011 and June 2024.

Notes and disclosures

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