



Quarterly Update

- The Infrastructure Investment and Jobs Act is driving significant dollars into power, gas, and water infrastructure. In turn, these utilities are demanding reliable service partners meet critical infrastructure requirements.
- Utilities are turning to outsourced providers because their in-house workforce is aging. Growing services providers are attracting top-tier talent and rewarding them with a broad experience and more attractive pay.
- Providers serving the telecommunications end-market are well-positioned, as the U.S. wireless industry is expected to invest roughly \$275B in 5G network infrastructure in the next ten years.
- 70% of the U.S. electricity grid is more than 25 years old, providing an opportunity for utility providers to perform significant maintenance and upgrades.
- Natural gas infrastructure needs repair as well, with 35% of distribution pipeline install 40+ years ago
- The thesis around infrastructure and specifically utility services is gaining popularity for reasons mentioned above. Accordingly, demand and valuations are rapidly rising.

Sources: Department of Energy; US Telecom; PHMSA

Selected Recent EdgePoint Transactions

Utility Vegetation Management

has been acquired by

has been acquired by

a portfolio company of

Award Winning Business Services Team



Private Equity
Deal of the Year



Investment Bank
of the Year

For more information and insights, please contact us:



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Recent Selected Utility Services Transactions

Critical Infrastructure Acquires Ultimate CNG



Target



Buyer

- **February 2024** – Critical Infrastructure Holdings, a data-driven critical infrastructure solutions company, has acquired Ultimate CNG, a natural gas service provider headquartered in Virginia.
- Ultimate CNG was founded in 2011 and stands as a leading mobile deployment provider of compressed natural gas and liquefied natural gas services.

Environ Energy Acquires Prism



Target



Buyer

Sponsor

- **January 2024** – Environ Energy, a leader in the energy solutions industry, has acquired Prism Energy Services of Massachusetts
- Prism Energy Services offers a comprehensive suite of energy management services, including lighting and lighting controls, natural gas measures, and custom mechanical equipment solutions.

AFL Acquires Forza Telecom



Target



Buyer

- **January 2024** – AFL, an international provider of engineering and installation services, has acquired Forza Telecom, a turnkey service and solutions provider based in Walnut Creek, CA.
- Forza Telecom has distinguished itself as a provider of Distributed Antenna Systems installations to some of the largest sports venues in North America.

Wright Service Corp Acquires Impact 7G



Target



Buyer

- **January 2024** – Impact7G, Inc., a multidisciplinary environmental consulting firm based in Johnston, Iowa, has been acquired by Wright Service Corp.
- Impact7G provides expertise required for effective decision making in environmental compliance, water resources, hazardous materials, telecommunications, and drilling markets.

Verdantas Acquires GRP Engineering



Target



Buyer

Sponsor

- **December 2023** – Verdantas, a firm specializing in environmental consulting, sustainable engineering, modeling and digital technology has acquired GRP Engineering, Inc. (GRP).
- Based in Petoskey, Michigan, GRP is an independent power utility consulting and electrical engineering firm.

TD&I Acquires Midwest Utility Services



Target



Buyer



Sponsor

- **December 2023** – TD&I Cable Maintenance has acquired Midwest Utility Services
- Headquartered in Savage, MN, Midwest Utility Services provides directional drilling, cable plowing, and other related services for the installation and maintenance of fiber optic networks and other critical infrastructure.

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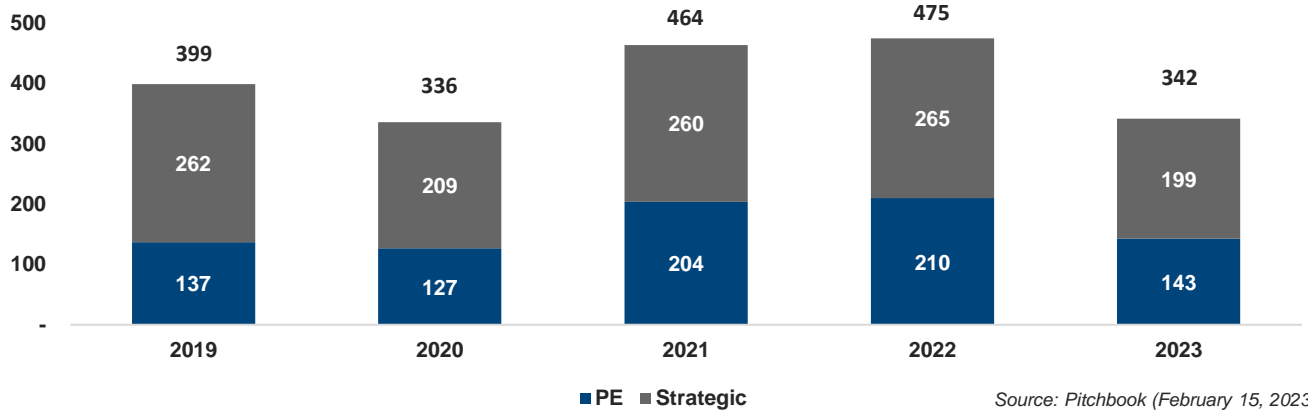
EdgePoint Public Comparable Index Constituents

Utility Services

Company Name	Enterprise Value (EV)	LTM Margins		EBITDA		EV/EBITDA		Revenue LTM	Revenue Growth		Stock Price	% of 52 Wk High
		Gross	EBITDA	LTM	2024E	LTM	2024E		LTM	3-Yr. CAGR		
Dycom Industries, Inc.	\$ 4,378	19.4%	11.5%	\$ 478	\$ 510	8.1x	8.6x	\$ 4,141	13.4%	9.1%	\$ 114.97	96.1%
MasTec, Inc.	9,053	12.0%	6.9%	812	849	5.9x	10.7x	11,724	36.7%	22.4%	72.78	59.0%
MYR Group Inc.	2,648	10.4%	5.2%	183	187	13.4x	14.2x	3,504	25.6%	16.6%	154.68	96.8%
Primoris Services Corporation	3,300	10.6%	6.5%	357	368	7.2x	9.0x	5,529	39.1%	17.8%	38.43	98.9%
Quanta Services, Inc.	34,844	14.4%	8.3%	1,628	1,916	12.3x	18.2x	19,515	17.7%	19.6%	212.64	97.0%
Median		12.0%	6.9%	478	510	8.1x	10.7x	5,529	25.6%	17.8%	114.97	96.8%
Mean		13.3%	7.7%	692	766	9.4x	12.1x	8,882	26.5%	17.1%	118.70	89.6%

Source: S&P CapIQ (February 15, 2024)

Utility Services M&A Volume – Last Five Years



Select Middle Market Utility Services Platforms (Date of Investment & Sponsor)

