

2020 AEC M&A Mid-Year Review

Median size of deal continues to shrink –
smaller buyers becoming more active

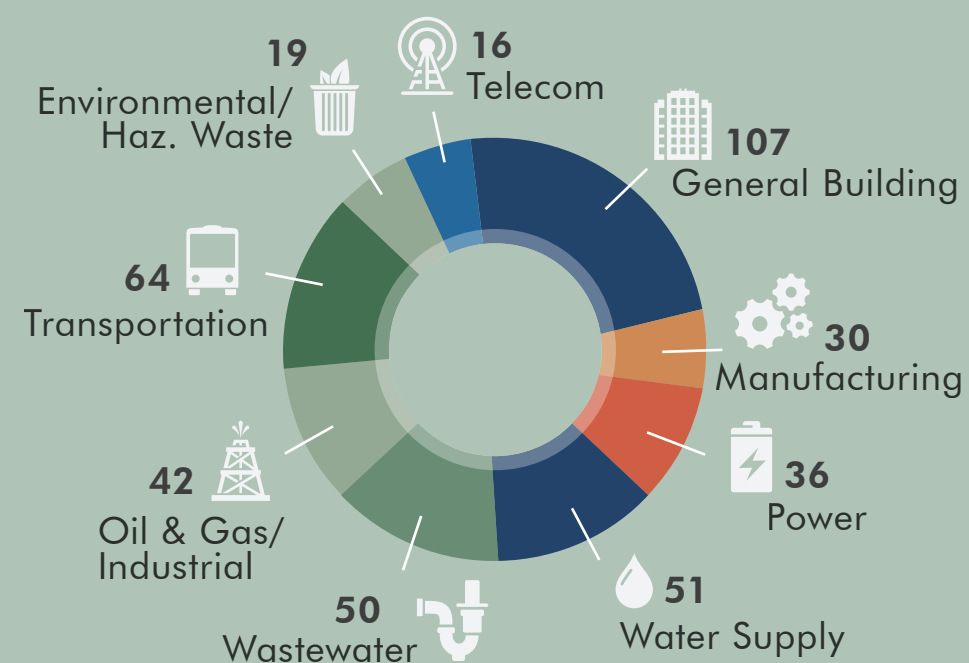
Types of Deals

January 1 – June 30

BUYERS

MEDIAN SIZE
\$52.3 MILLION
REVENUE
300 EMPLOYEES

BY SECTOR



Deals may be included in more than one market or service.

PROVIDING SERVICES IN

Architecture / Interior Design: 42



Engineering: 107



CM/PM: 36



Surveying/Mapping: 19



Environmental Services: 47



SELLERS

MEDIAN SIZE
\$2.0 MILLION
REVENUE
12 EMPLOYEES

BY SECTOR



Deals may be included in more than one market or service.

PROVIDING SERVICES IN

Architecture / Interior Design: 26



Engineering: 76



CM/PM: 17



Surveying/Mapping: 15



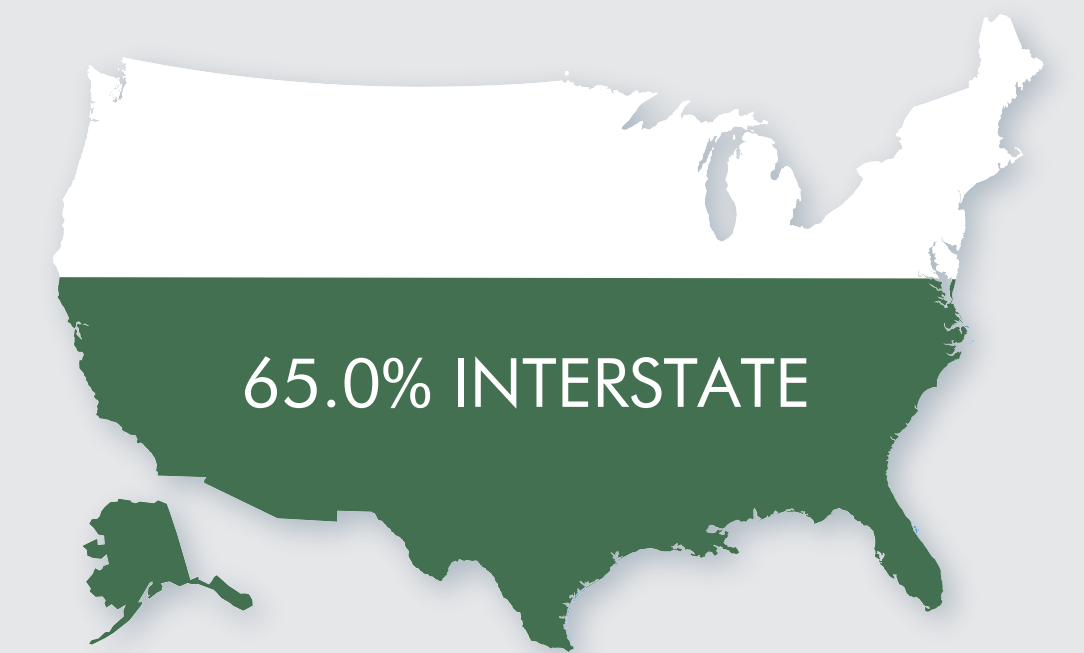
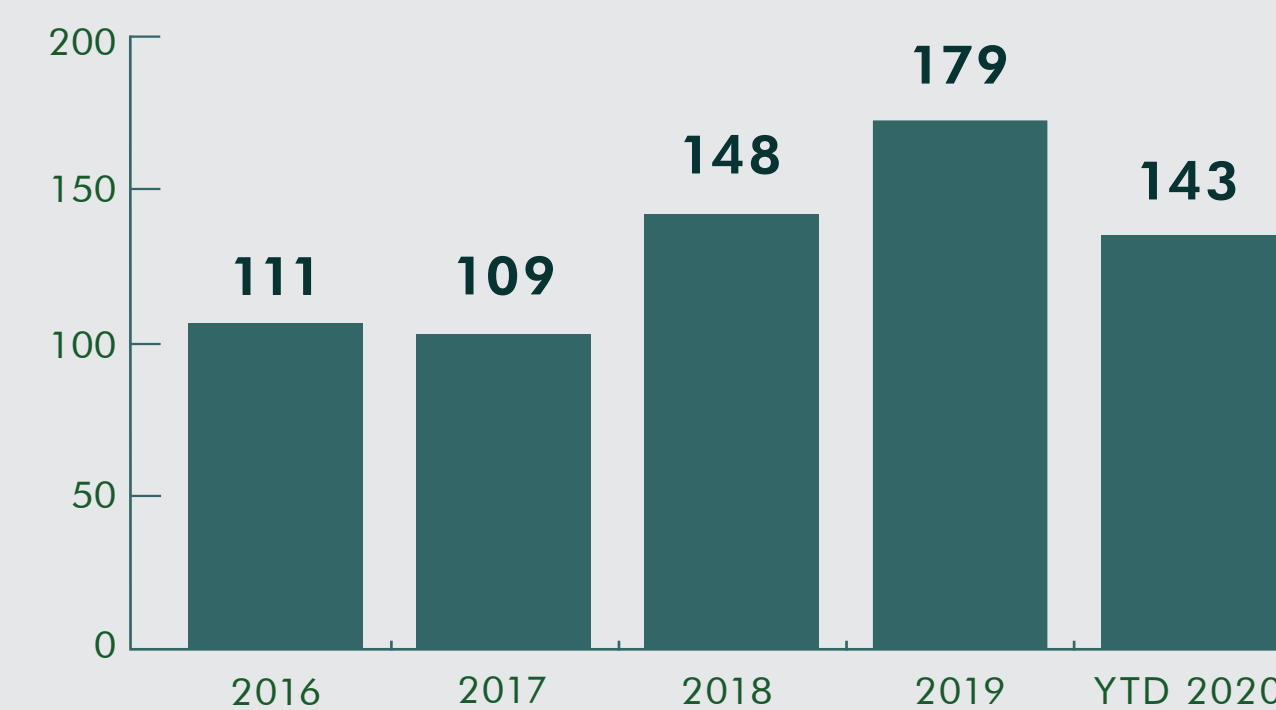
Environmental Services: 33



U.S. Deals

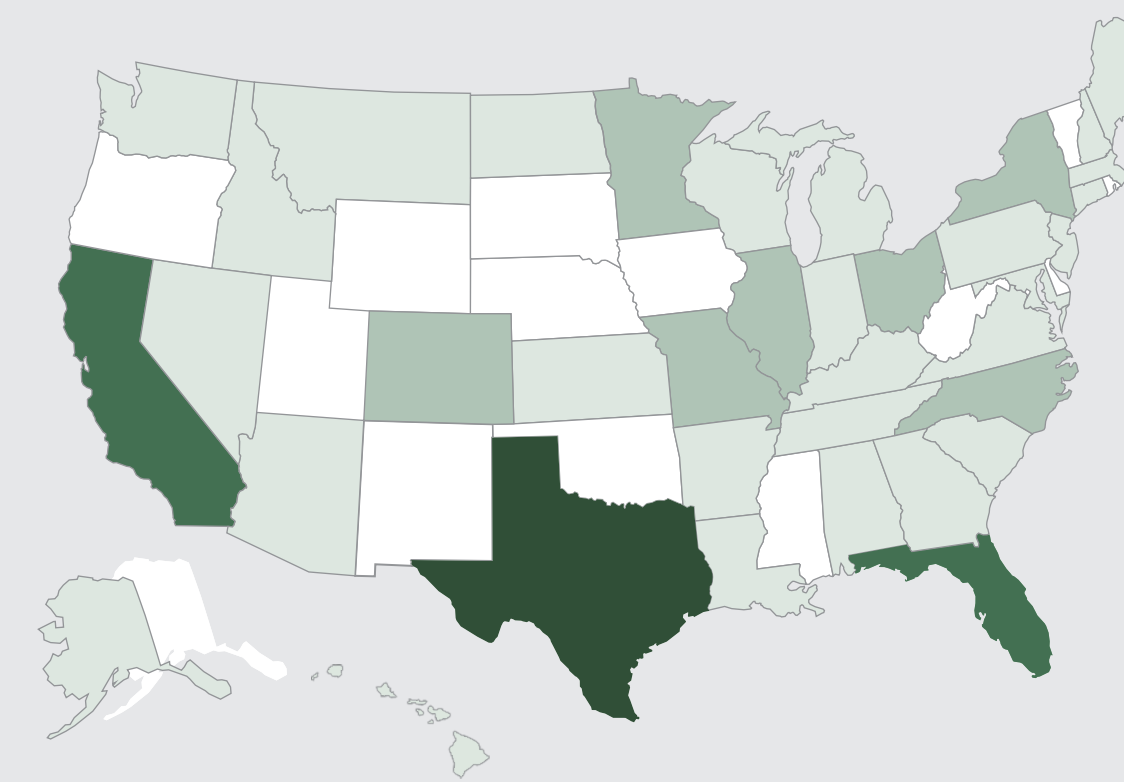
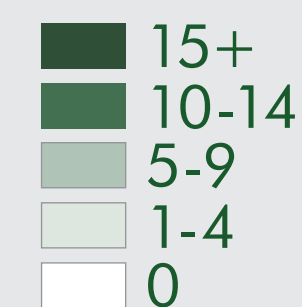
January 1 – June 30

U.S. DEAL-MAKING FALLS TO PRE-2018 LEVELS



U.S. DEALS:
93 INTERSTATE

U.S. DEALS BY STATE



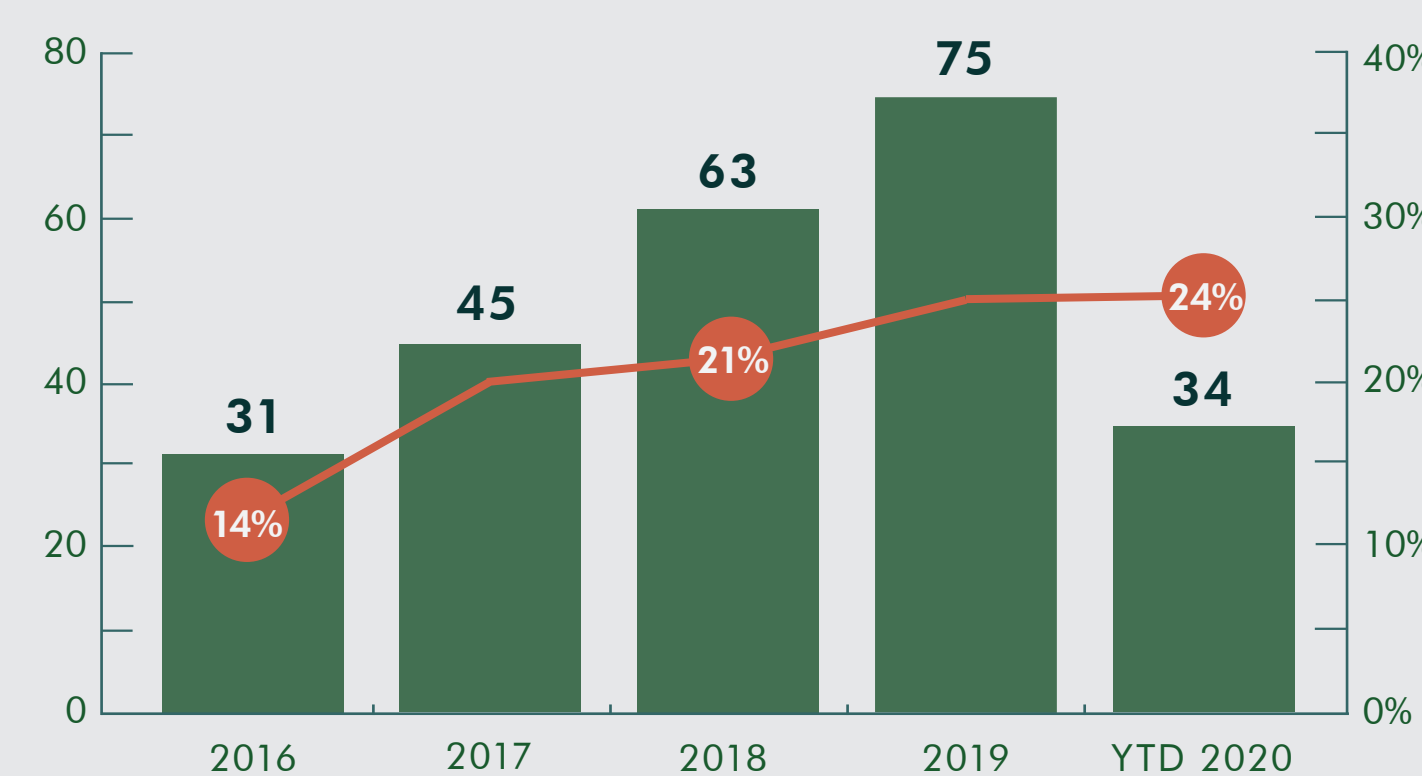
38.5% OF U.S. DEALS INVOLVED
ENR TOP 500
RANKED FIRMS

TOP STATES FOR DEALS



Focus on Private Equity

■ U.S. PE backed Deals — % of U.S. Deals



30% OF U.S. DEALS IN Q2 2020 INVOLVED PRIVATE EQUITY

