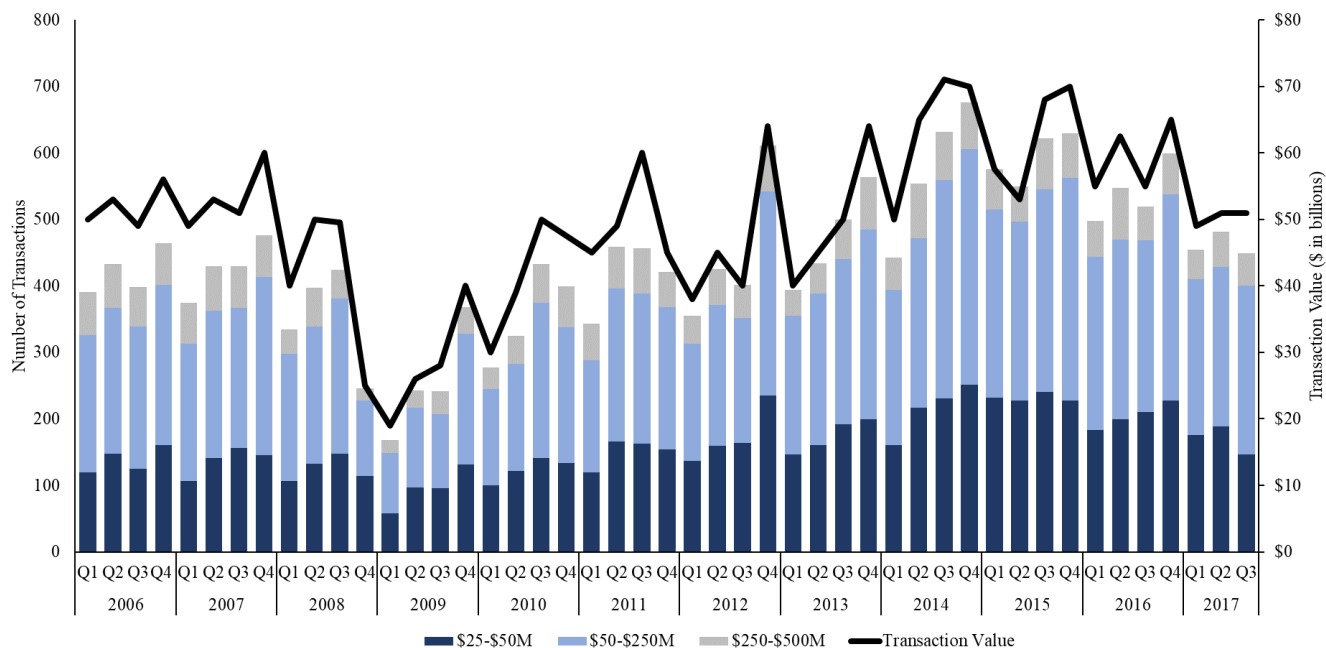


ENVIRONMENTAL SERVICES M&A ACTIVITY

SOLID & SPECIAL WASTE, ENVIRONMENTAL ENGINEERING & CONSULTING, E-WASTE & METALS RECYCLING, RECLAMATION & REMEDIATION, WASTE-TO-ENERGY, INDUSTRIAL SERVICES, ENERGY SERVICES

[MARCH 2018]

ENVIRONMENTAL SERVICES MIDDLE MARKET M&A ACTIVITY



Source: S&P Capital IQ

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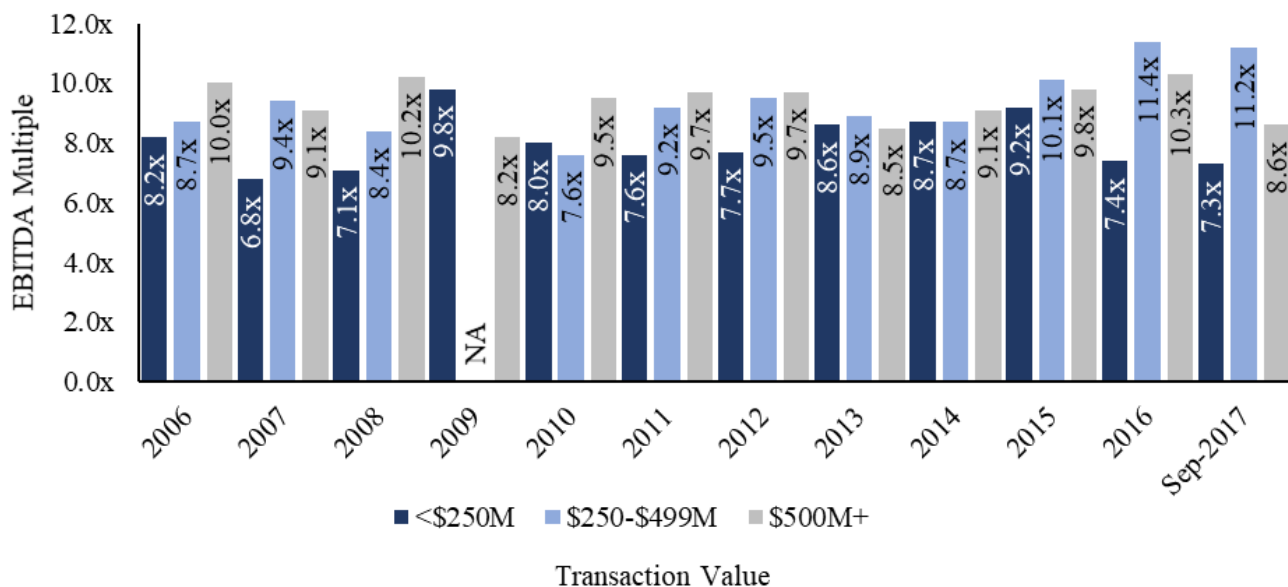
FIRM OVERVIEW:

Carleton McKenna & Company is a boutique, independent investment banking firm providing M&A Advisory, Capital Raising, and Valuation Advisory services. Our experienced professionals maintain a client-focused and entrepreneurial outlook which enables us to be creative for our clients, unencumbered by the bureaucracies inherent in larger investment banks. Our professionals have over three decades of experience partnering with companies led by strong, entrepreneurial management teams.

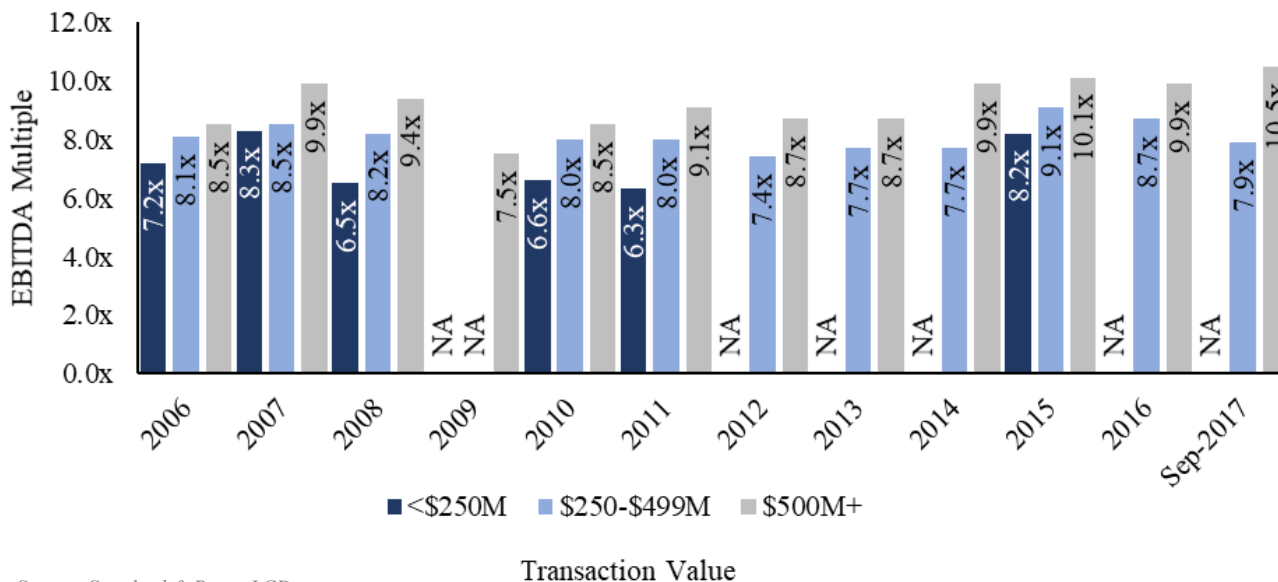
Using this expertise, Carleton McKenna specializes in providing M&A Advisory services to small- to mid-cap clients, including early-stage companies, closely-held businesses, portfolio companies of financial sponsor firms, and divisions or subsidiaries of public companies.

We work with privately-held businesses, portfolio companies of financial sponsor firms, and divisions or subsidiaries of public companies, as well as early growth businesses, across many industries.

STRATEGIC BUYER ENVIRONMENTAL SERVICES EBITDA MULTIPLES BY TRANSACTION VALUE



FINANCIAL BUYER ENVIRONMENTAL SERVICES EBITDA MULTIPLES BY TRANSACTION VALUE

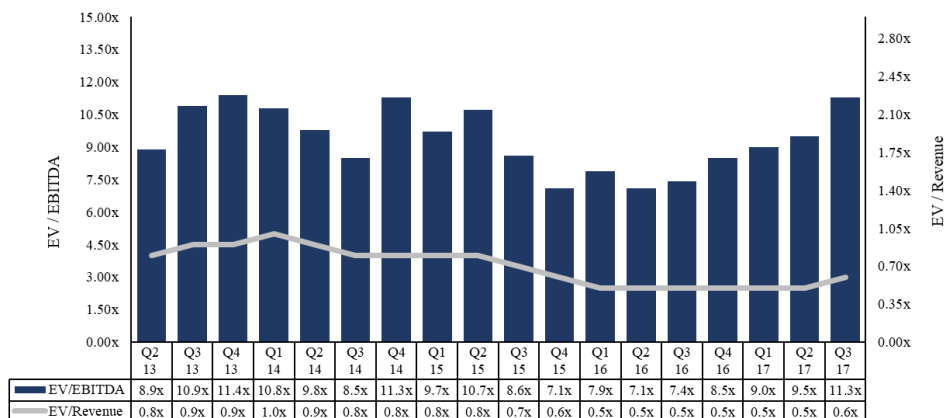


Source: Standard & Poors LCD

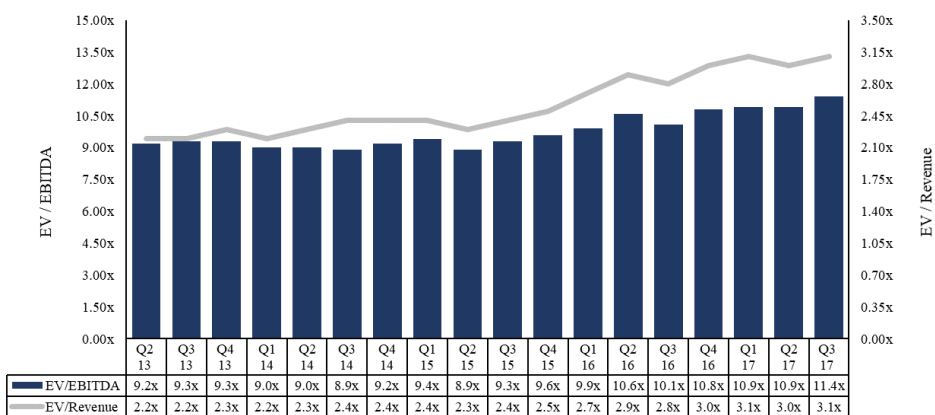
ENVIRONMENTAL SERVICES M&A ACTIVITY - MARCH 2018

VALUATIONS BY INDUSTRY

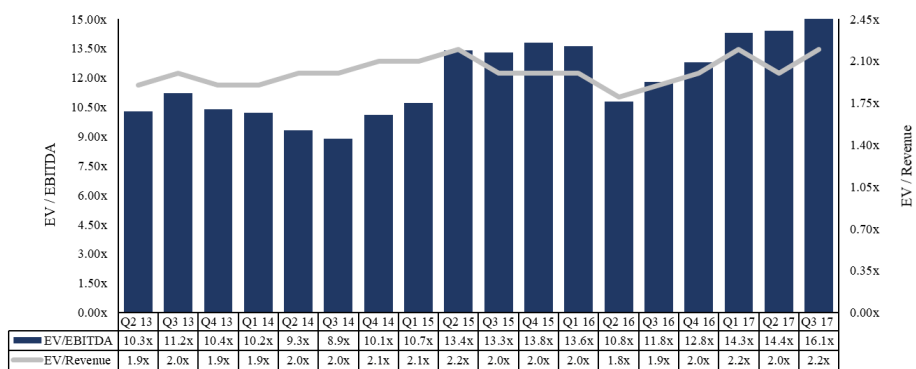
ENVIRONMENTAL ENGINEERING & CONSULTING



SOLID WASTE – VERTICALLY INTEGRATED



SOLID WASTE – WASTE-TO-ENERGY

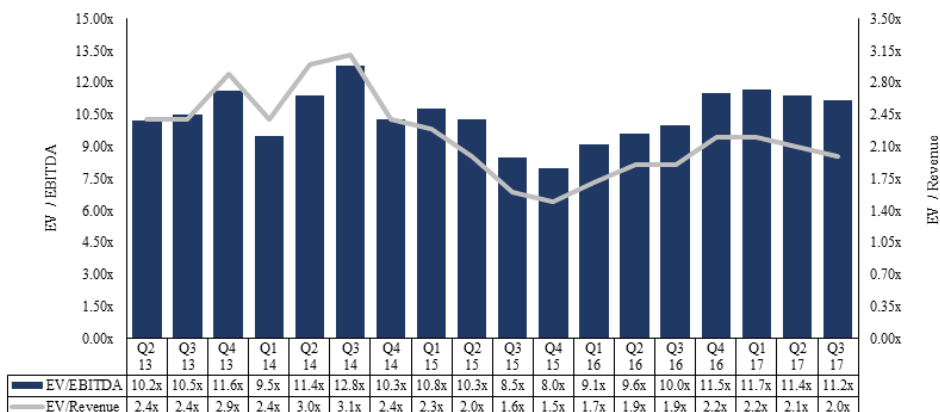


Source: S&P Capital IQ

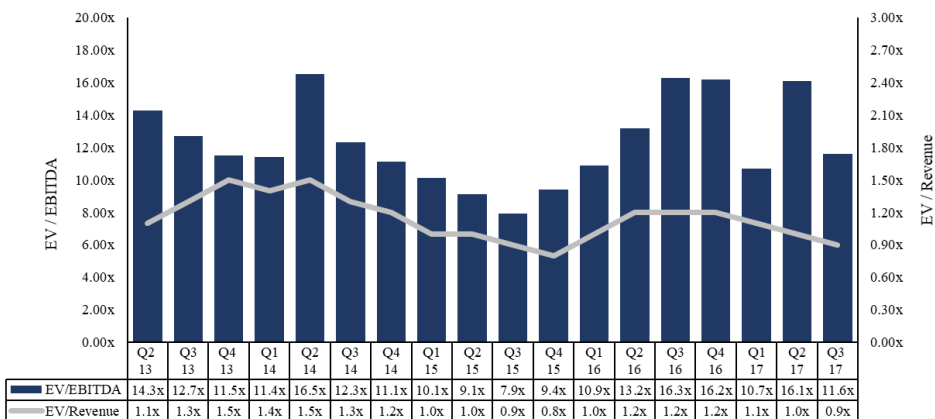
ENVIRONMENTAL SERVICES M&A ACTIVITY - MARCH 2018

VALUATIONS BY INDUSTRY

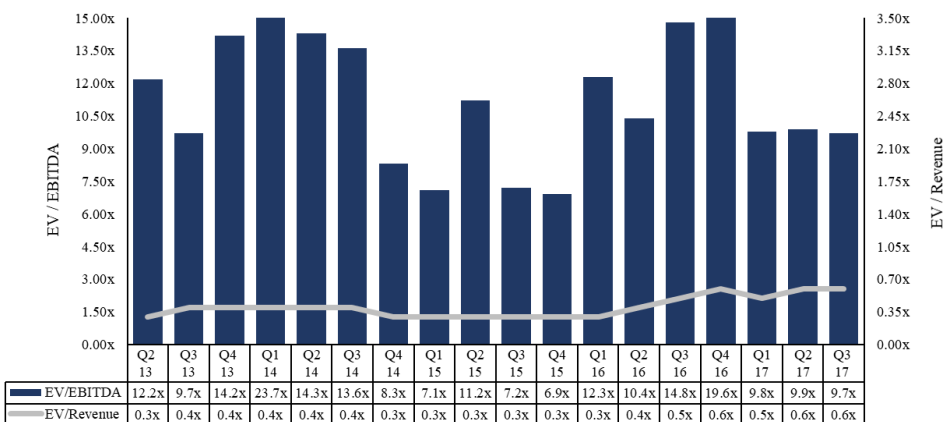
SPECIAL WASTE – BROADLY DIVERSIFIED



SPECIAL WASTE – OTHER



METALS RECYCLING



Source: S&P Capital IQ

PUBLIC COMPARABLE COMPANIES BY INDUSTRY SECTOR

As of 10/12/2017

Company Name	Country	Enterprise Value/TTM		TTM Margins	
		Revenue	EBITDA	Gross	EBITDA
Solid Waste (Vertically-Integrated)					
Waste Management, Inc.	United States	3.0x	11.1x	37.6%	27.3%
Republic Services, Inc.	United States	3.0x	10.7x	38.4%	28.0%
Waste Connections, Inc.	Canada	3.7x	18.4x	41.3%	31.1%
Advanced Disposal Services, Inc.	United States	3.7x	3.4x	37.5%	27.4%
Casella Waste Systems, Inc.	United States	2.2x	11.2x	32.5%	19.4%
Median		3.0x	11.1x	37.6%	27.4%
Mean		3.1x	11.0x	37.4%	26.6%
Solid Waste (Waste-to-Energy)					
Covanta Holding Corporation	United States	2.8x	16.1x	30.8%	17.4%
Renewi plc	United Kingdom	1.7x	17.9x	15.9%	10.2%
Median		2.3x	17.0x	23.4%	13.8%
Mean		2.3x	17.0x	23.4%	13.8%
Special Waste (Broadly Diversified)					
Veolia Environment S.A.	France	0.8x	7.6x	16.9%	11.2%
Stericycle, Inc.	United States	2.5x	11.4x	44.2%	21.6%
Clean Harbors, Inc.	United States	1.6x	10.8x	30.0%	14.5%
US Ecology, Inc.	United States	3.0x	13.3x	30.0%	22.3%
Median		2.0x	11.1x	30.0%	18.0%
Mean		2.0x	10.8x	30.3%	17.4%
Special Waste (Other)					
Darling Ingredients Inc.	United States	1.3x	10.5x	21.6%	12.2%
Secure Energy Services Inc.	Canada	0.8x	16.5x	9.2%	5.1%
Heritage-Crystal, Inc.	United States	1.4x	11.9x	25.6%	11.6%
Renewable Energy Group, Inc.	United States	0.3x	11116.2x	8.3%	4.8%
Newalta Corporation	Canada	1.7x	11.1x	29.3%	16.3%
Perma-Fix Environmental Services, Inc.	United States	0.9x	22.5x	19.9%	4.1%
Vertex Energy, Inc.	United States	0.5x	147.0x	15.8%	0.3%
Median		0.9x	11.1x	19.9%	5.1%
Mean		1.0x	11.2x	18.5%	7.8%
Environmental Engineering & Consulting					
AECOM	United States	0.5x	11.3x	3.5%	4.5%
Tetra Tech, Inc.	United States	1.4x	13.4x	17.2%	10.7%
ARCADIS NV	Netherlands	0.6x	11.3x	17.4%	5.7%
Chicago Bridge & Iron Company N.V.	Netherlands	0.3x	348.0x	3.0%	0.1%
Cardno Limited	Australia	1.0x	NA	4.0%	-1.1%
Great Lakes Dredge & Dock Corporation		0.6x	9.6x	11.1%	10.0%
Median		0.7x	11.3x	7.5%	5.1%
Mean		11.4x	9.4%	5.0%	
E-Waste & Metals Recycling					
Commercial Metals Company	United States	0.6x	10.2x	13.1%	6.4%
Sims Metal Management Limited	United States	0.4x	10.0x	13.2%	4.6%
Schnitzer Steel Industries, Inc.	United States	0.6x	10.3x	13.3%	5.7%
ALBA SE	Germany	1.0x	105.9x	7.4%	1.0%
Median		0.6x	10.2x	13.2%	5.1%
Mean		0.7x	10.2x	11.8%	4.4%

Source: S&P Capital IQ