



STUMP
& COMPANY

**M&A Specialists, Experienced
in the Lawn Care &
Landscaping Industry**

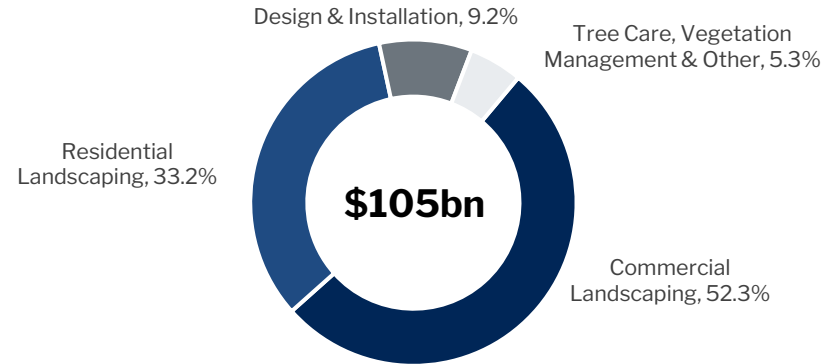
WWW.STUMPANDCOMPANY.COM

LAWN CARE/LANDSCAPING - INDUSTRY OVERVIEW

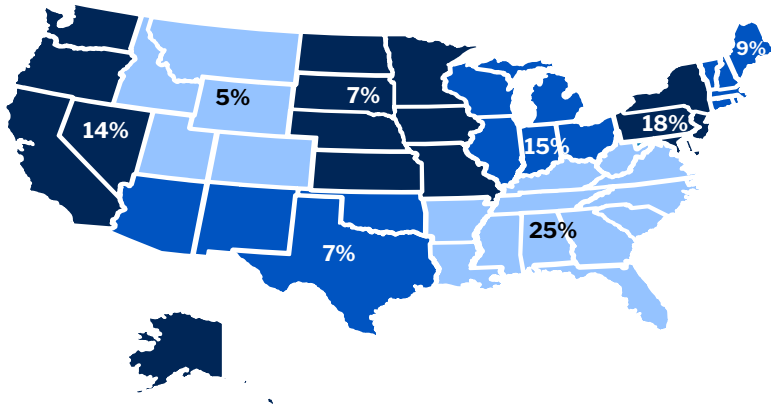
Industry Overview

- It involves activities that transforms visible features of landforms, varied terrains, and/or bodies of water, buildings, fences, as well as abstract elements such as weather and different lighting conditions
- The landscaping industry includes companies that construct and/or maintain landscapes for residences, and areas around residential complexes and business establishments
- While terms can vary between commercial and residential applications, landscaping service providers typically engage in contracts with their customers
- A few of the services provided under this industry includes lawn mowing and maintenance to more-complex landscape design and construction

Market Segmentation - Annual Revenue



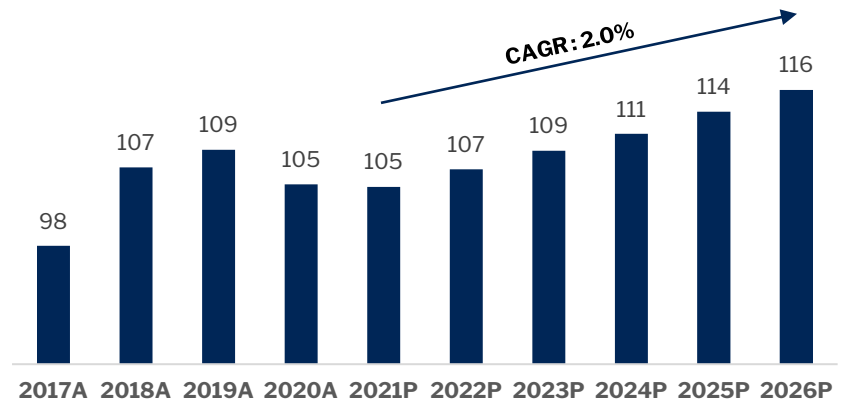
Regional Breakout Across U.S.



Regional % breakout of the **600,000** landscaping companies across the U.S.

Historical and Projected Industry Revenue

(\$ bn)



SERVICES AND CUSTOMERS

TYPICAL SERVICES

Commercial Landscaping	Residential Landscaping	Design & Installation	Tree Care, Veg. Mgmt. & Other
<ul style="list-style-type: none"> ▪ Lawn Mowing ▪ Weed Trimming ▪ Application of Pesticides / Herbicides ▪ Fertilization & Propagation ▪ Tree & Shrub Services ▪ Exterior Landscape Installation 	<ul style="list-style-type: none"> ▪ Lawn Mowing ▪ Leaf Blowing ▪ Fertilizing ▪ Weed & Pest Control 	<ul style="list-style-type: none"> ▪ Maintenance & Installation of Lawn & Garden Features ▪ Construction of Embankments, Terraces & Retaining Walls, Walkways, Decks, Fences, Ponds, And Similar Structures 	<ul style="list-style-type: none"> ▪ Cultivation and Management of Trees, Tree Felling and Surgery, Power Line & Other Right-of-way Clearances ▪ Vegetation Management (Mechanical & Herbicide Based)

TYPICAL CUSTOMERS

<ul style="list-style-type: none"> ▪ Commercial Facilities ▪ Municipal Buildings ▪ Campuses ▪ Others 	<ul style="list-style-type: none"> ▪ Households ▪ Multi-family Residential Structures 	<ul style="list-style-type: none"> ▪ Commercial Facilities ▪ Higher Income Households 	<ul style="list-style-type: none"> ▪ Utilities, Municipalities, Other Commercial & Industrial ROW Operators ▪ Residential Households
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Landscape Maintenance



Lawn Care



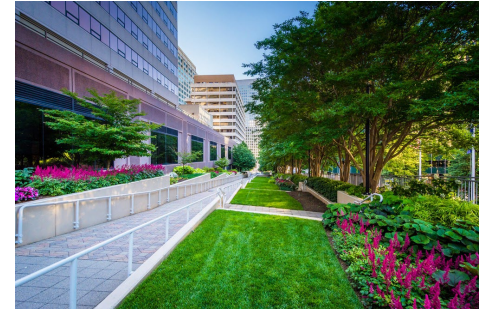
Design & Installation



Sprinkler & Irrigation Service

DESIRABLE INDUSTRY FEATURES DRIVING INCREASED M&A ACTIVITY

- The Industry is a highly desired market segment for acquirers, both from strategic consolidators and private equity firms that are aggressively looking to deploy capital into the space
- The attraction is driven by:
 - Recurring demand for critical maintenance, leading to nondiscretionary customer budget requirements
 - The expectation that outsourcing trends will be sustainable throughout the long-term future
 - The fundamentals of this large fragmented industry that support accelerated growth strategies through acquisitions
- **Valuations are at an all-time industry high**, albeit there are numerous factors that contribute to value on a company-by-company basis
- Lenders are attracted to the industry as well and are extending financing to acquirers at aggressive leverage multiples to support high valuations



STUMP'S M&A LEADERSHIP TEAM



Tim Stump

President, Head of M&A

Professional Background

- Founded Stump & Co. as part of The Stump Companies, 1990
- GE Capital, Former Vice President & Manager: Charlotte, NC
- Irving Trust Company: New York & Atlanta, GA

Educational Background

- MBA: Wake Forest University, 1982
- University of North Carolina at Chapel Hill, 1979



Bo Stump

Partner

Professional Background

- Joined Stump & Company, 2019
- Consulting, Abrigo, Inc.: Raleigh, NC
- Corp. Strategy, WME | IMG & Viacom, Inc.: Los Angeles, CA

Educational Background

- MBA: UNC Kenan-Flagler, 2017
Beta Gamma Sigma & Schrum Fellow
- University of North Carolina at Chapel Hill, 2013



Stuart Stump Mullens

Partner

Professional Background

- Joined Stump & Company, 2016
- McKinsey & Company: Atlanta, GA
- Georgia-Pacific: Atlanta, GA

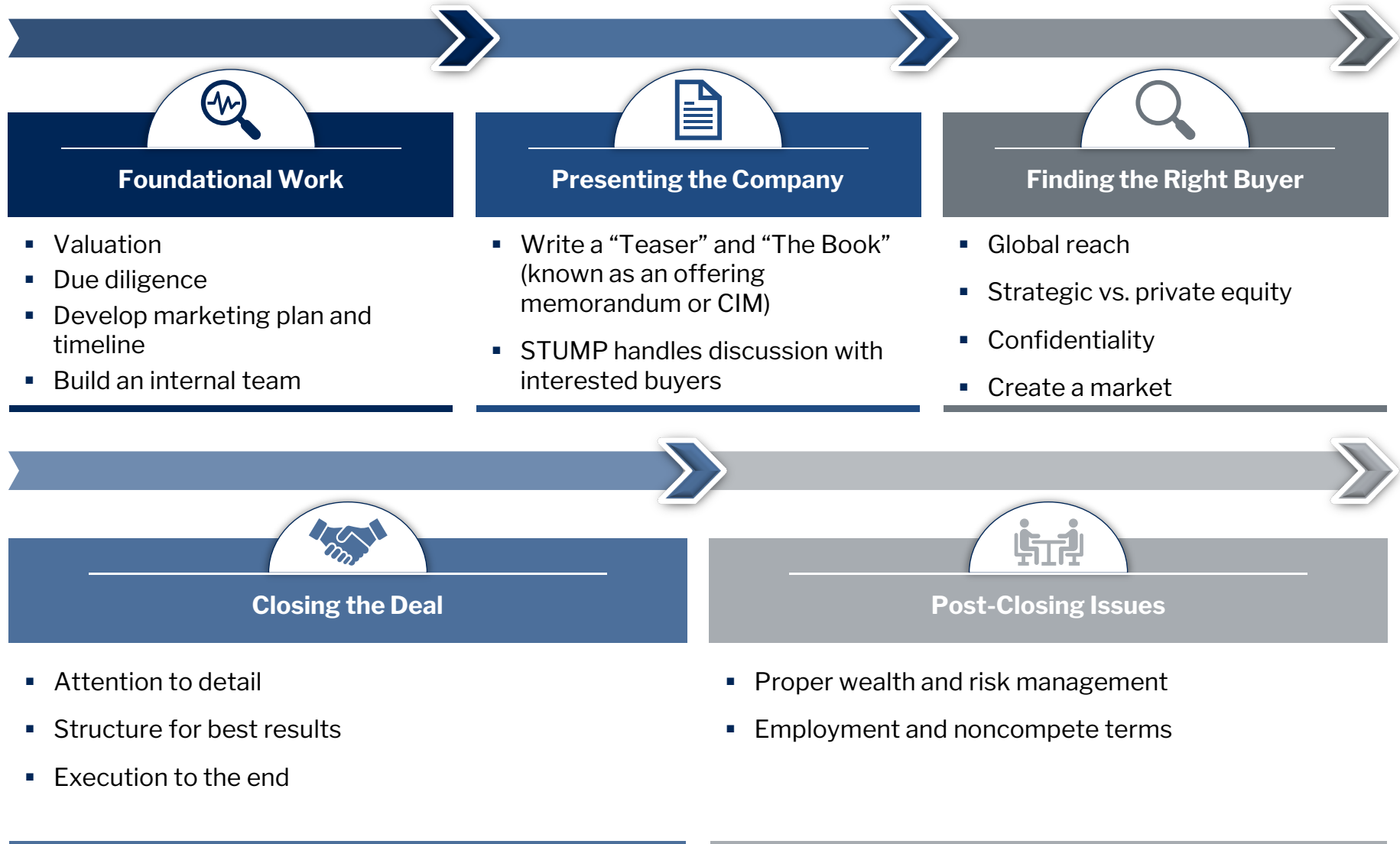
Educational Background

- University of Virginia, 2011
Jefferson Scholar & Phi Beta Kappa

WHAT WE DO

- We are an **Investment Bank** focused on **mergers & acquisitions**
- Our work is primarily as **sell-side Merger & Acquisition advisors**. We work with business owners and their Board of Directors to create a plan and process for a liquidity event
- We **engage deeply with all strategic buyers** as well as with **Private Equity firms** and **Family Offices** to identify potential investors
- We have successfully executed over **400 transactions** with business owners since our inception in 1972.
- Stump & Company is headquartered in **Charlotte, North Carolina** with an ancillary office in **Savannah, GA.**

TYPICAL M&A SALES PROCESS



RELEVANT DEAL EXPERIENCE IN THE LANDSCAPING INDUSTRY



acquired
by

WSC&Company

**Tar Heel
Natural Turf**

acquired
by



We initiated these transactions and served as exclusive advisors to the selling shareholders.

Contact Information

- STUMP is a 50+ year old investment bank that specializes in working with privately-owned, family-run businesses.
- We have executed over 400 transactions over this time and value our private relationships with business owners.
- Our firm and team of professionals have experience in the lawn care & landscaping industry and have personal relationships with the leading investors in the industry that are interested in acquiring more businesses in the space.

Interested in selling your business? Call us, we do the deals!

Tim Stump

President, Head of M&A

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