Apex Companies, LLC
An Introduction
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A National Water Resources and Environmental Services Firm

Water Resources

Industrial Hygiene

Traditional Environmental Services

Remediation and Restoration
Corporate History

- **1980s**
  - 1988: First office opened in Maryland, specializing in Industrial Hygiene

- **1990s**
  - 1990: Broadened service offering into Traditional Environmental Services and Remediation; opened first branch office
  - 1996: Bought out two founders, allowing company to broaden stock ownership to additional key employees

- **2000s**
  - 2001: Expanded water resources capabilities; invested in national business development model to complement local seller/doer model & catalyze organic growth
  - 2006: Recapitalization with Blue Point Capital Partners; acquired SI Group
  - 2010: Recapitalization with Capital Growth Plan developed

- **2010s**
  - 2011: Expanded into Texas and Pacific Northwest with acquisition of TITAN Engineering, Inc. and Ash Creek Associates
  - 2012: Broke through $100M revenue. Expanded Florida presence with acquisition of A2L Technologies
  - 2013: Expanded into Western Pennsylvania with acquisition of MTR, Inc. in Pittsburgh, PA
  - 2014: Continued growth in Texas with acquisition of Southwest Geoscience

Revenue:

- 1980s: $0
- 1990s: $19M
- 1990s: $24M
- 2000s: $48M
- 2010s: $66M
- 2010s: $100M
- 2010s: $120M
Mission and Vision

• Apex provides high quality, cost effective business solutions to address environmental, health and safety issues. We know that in order to be successful, we must serve our clients better than anyone else.

• To do this, we will:
  – Attract, motivate, and retain the best people in the business
  – Empower our people to act, unencumbered by bureaucracy
  – Foster a healthy, open and safe working environment
  – Continually strive to improve both our quality and our cost effectiveness through innovation and creative management
  – Maintain an energy level and excitement about our work

... to better serve our clients.
Service Offerings

**Revenue Mix By Service**

**Water Resources**
- Stormwater services
- Wastewater services
- Potable water services
- Dredging support services
- Stream restoration

**Industrial Hygiene**
- Asbestos and lead
- Mold
- Indoor air quality
- Safety and health
- Exposure assessment

**Traditional Environmental Services**
- Due diligence and compliance
- Soil and groundwater assessments
- Air Services
- Risk assessment
- Litigation support
- Engineering
- Energy and sustainability

**Remediation and Restoration**
- Brownfield restoration
- Underground storage tank services
- Voluntary cleanup programs
- Soil and groundwater remediation

- [Graph showing revenue mix by service]
Attractive End Markets and Blue Chip Customer Base

% of Gross Revenue by End Markets

- Retail: 20%
- Real Estate: 16%
- Commercial and Industrial: 15%
- State and Local Govt.: 15%
- Telecom: 8%
- Energy/Oil and Gas: 20%
- Military Privatization: 5%
- Risk Management: 1%
- Other Private: 2%

Representative Clients

- Lubrizol
- AstraZeneca
- Port of Portland
- Lincoln Property Company
- Magellan Midstream Partners, L.P.
- ConocoPhillips
- Walmart
- at&t
- JPMorgan Chase
- Regency Centers
- Colonial Pipeline Company
- Walgreens
- TravelCenters of America
- United Airlines
- nrg
- Safeway
National Reach with Actionable Growth Opportunities

Acquisition/Growth Targets

- Expand geographic footprint
  - West
  - Mountain
  - Texas
  - Upper Midwest
  - Southeast/Gulf Coast
- Add service capability
  - Natural/Cultural Resources
  - Water Resources
  - Air Services
- Diversify end markets
  - Energy
  - Oil and Gas
  - Chem Petro/Chem
Key Apex Attributes

- Experienced management team
- Business-oriented culture focused on profitability
- Recurring revenue from long-term O&M contracts
- Industry leading margins and cash flow
- Favorable regulatory and industry dynamics
- Strong presence in rapidly growing sectors
- Blue chip clientele
- National presence