

# ON DECK – AGING ASSETS

## ON DECK WITH LEAGUE PARK

### INCREASING AGE AND RISK

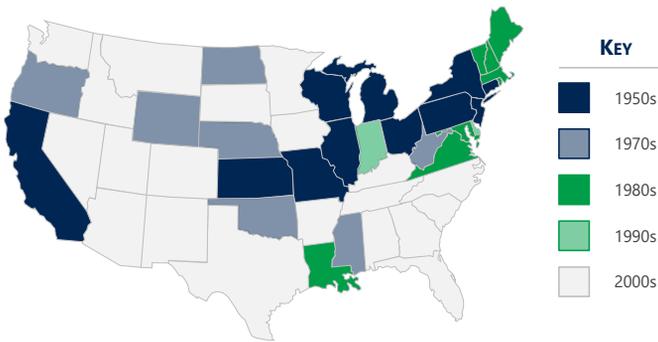
*Not only is the American infrastructure aging, but so too is the infrastructure within our homes and buildings*

#### SITUATION OVERVIEW

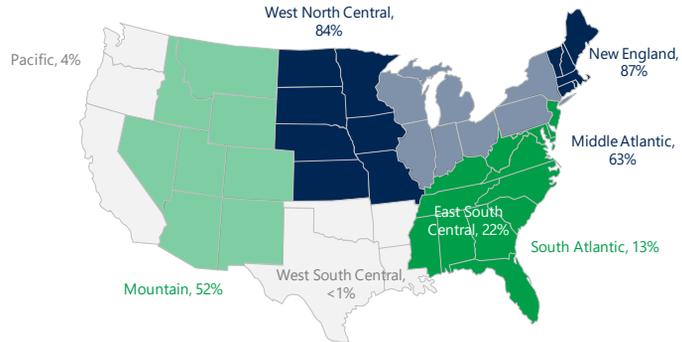
The average age of an HVAC system in the U.S. is 12 to 13 years old, while the average age of systems when they are replaced is just 16 years old. Meanwhile, the average age of water pipes around the U.S. is nearly 50 years old. Given this dynamic, the problems caused by aging systems and pipes is entering public awareness. Even worse is that pipes in certain markets in the Eastern U.S. are approaching the century mark, which is depicted in the below chart outlining the average age by state of the U.S. housing stock. An aging home and building infrastructure present opportunities for facility services companies to proactively market solutions before an incident occurs. Technicians can make building managers and homeowners aware of upcoming expenditures through service visits and follow-up with digital marketing, acting as a resource prior to an incident.

In addition to in-home/building issues, sewer line replacements will become more commonplace. In an effort to drive margins, reduce labor hours, and reduce property impact, trenchless technology will become even more popular and require incremental training and investments in specialized equipment. Trenchless methods have been used for the last 50 years but, these days, with advancements in technology for excavation and guidance systems, trenchless methods are becoming more commonly used. The most popular trenchless technology methods include horizontal directional drilling, micro-tunneling, horizontal auger boring, pipe ramming, pipe bursting, and pipe jacking. The capabilities and reliability of trenchless techniques has expanded significantly and can be completed much faster than traditional excavations. Companies that have internally (training and capital equipment) and externally (marketing) embraced newer technologies are well-positioned to garner market share gains and improve margins.

AVERAGE AGE OF HOMES



PERCENTAGE OF HOMES WITH BASEMENTS



### RECENT LEAGUE PARK FACILITY SERVICES EXPERIENCE



has been acquired by



League Park acted as financial advisor to Len the Plumber on the transaction



has merged with



a portfolio company of



League Park acted as financial advisor to ABC0 on the transaction



has been acquired by

A Group of Private Investors

League Park acted as financial advisor to Butler on the transaction



has acquired



League Park acted as financial advisor to SCG Partners on the transaction



has partnered with



League Park acted as financial advisor to Zephyr on the transaction



has acquired



League Park acted as co-advisor to Safeguard Properties on the transaction

