

# 2016 Completed Transaction



## About First Mergers Group

First Mergers Group works exclusively with Owners/Operators in the Engineering, Contracting and Industrial Services Sectors. First Mergers Group is one of the most experienced mergers and acquisitions firms in the contracting industry and has sold more than 100 contracting companies with revenues ranging from \$15 to \$300 million.

Our mission is to "Unlock the Value" of privately held middle market contracting companies where First Mergers Group can leverage its extensive experience. First Mergers Group has earned a reputation of consistently exceeding our client's goals and expectations.

Michael A. Price, president and founder of FIRST MERGERS GROUP, L.L.C. stated, "We are proud to have participated in the development of such strategic and well matched relationships in this industry on behalf of Keith Moore and Chris Landreth. We are confident that privately-held contractors will see the benefits of a similar partnership. We maintain the philosophy that FIRST MERGERS GROUP will be a contributor to the development of this industry and will continue to serve as a guide to contractors as they investigate the mergers and acquisitions process."

This transaction represents First Mergers Group's 5<sup>th</sup> transaction on behalf of industry veteran Keith Moore over a 20-year span.

**NEWS**--Integrated Electrical Services, Inc. (or "IES") (NASDAQ:IESC) today announced that a wholly-owned subsidiary of IES has acquired 80% of the membership interests in STR Mechanical, LLC ("STR"), a Charlotte, North Carolina-based provider of commercial and industrial mechanical services, including maintenance, repair, and replacement services, and temperature control system installations. Keith Moore will remain in his role as CEO of STR and Chris Landreth will remain in his role as President of STR, and each will continue to manage STR's day-to-day operations. Mr. Moore and Mr. Landreth also will retain the total remaining interest in STR. STR will operate within IES's Commercial & Industrial segment and will continue to operate under the STR Mechanical name.

"We are pleased to have Keith, Chris and STR's dedicated employees join IES," said Tom Santoni, President of IES's Commercial & Industrial segment. "STR's focus on providing comprehensive mechanical maintenance services to its customers, often through preventative maintenance agreements, should diversify IES's revenue sources and enhance our capabilities. We look forward to working with Keith and Chris to expand STR's specialized mechanical maintenance services, including through additional acquisitions."

Keith Moore, CEO of STR, added, "Becoming part of IES was a natural process to assist STR in achieving its growth goals. Since its inception, STR has differentiated itself by building a focused mechanical maintenance services platform and offering outstanding value to our customers. In joining IES we have found a partner that not only allows us to continue as owners and managers, but who will also support STR in achieving our growth objectives."

Robert Lewey, President of IES, added, "Our long-term investment horizon at IES and flexibility of transaction structures allows us to provide a more attractive alternative than private equity for owners who want to retain an equity position in their business. Sellers can benefit from IES's substantial balance sheet and liquidity to grow their business, and can monetize their retained interest in a mutually agreed upon time frame. Attracting proven managers like Keith and Chris to IES and providing a long-term home for family-owned businesses like STR are key tenets of our acquisition strategy."

### ABOUT INTEGRATED ELECTRICAL SERVICES, INC.

IES is a holding company that owns and manages diverse operating subsidiaries, comprised of providers of industrial infrastructure services to a variety of end markets. Our over 3,100 employees serve clients in the United States. For more information about IES, please visit [www.ies-co.com](http://www.ies-co.com).

### ABOUT IES COMMERCIAL & INDUSTRIAL

IES's Commercial & Industrial segment provides electrical design, construction, and maintenance services to the commercial and industrial markets in various regional markets and nationwide in certain areas of expertise, such as the power infrastructure market. For more information about IES Commercial & Industrial, please visit [www.iesci.net](http://www.iesci.net).

### ABOUT STR MECHANICAL

STR Mechanical provides commercial and industrial mechanical services, including maintenance, repair, and replacement services, and temperature control system installations. For more information about STR, please visit [www.strmechanical.com](http://www.strmechanical.com).

