

Revenues for EMCOR's United States electrical construction and facilities services segment for 2000 increased by \$357.6 million, or 36.0%, compared to 1999. The increase in revenues was due to favorable market conditions for most of the business units in the segment, and was primarily attributable to both new construction and renovation and retrofit jobs for commercial construction and the communication infrastructure and technology markets. Offsetting this overall increase was a decrease in new construction revenues for casino work, although this was partially offset by increased renovation and retrofit casino work. Additionally, certain industrial construction related renovation and retrofit revenues decreased principally due to these facilities not having as many shut-downs in production to perform major maintenance during 2000. The \$104.5 million, or 11.8%, increase in 1999 revenues compared to 1998, was attributable to \$23.0 million of revenues from companies acquired during 1999 and 1998 and \$81.5 million, or a 9.2% increase, due to growth from the balance of EMCOR's United States electrical construction and facilities services businesses.

United States mechanical construction and facilities services revenues increased \$200.0 million, or 19.0%. The increase in revenues was primarily attributable to revenue growth from EMCOR's operations excluding acquisitions. Revenues from the impact of 1999 acquisitions contributed toward approximately \$77.5 million of the increase. Eastern and Western United States based operations were the major contributors to the increase in revenue due to the continued strong renovation market and new construction markets in New York City, Houston, Connecticut, Denver and California. A \$454.1 million, or 75.7%, increase in revenues for 1999 compared to 1998 was attributable to \$377.5 million of revenues related to 1999 and 1998 acquisitions, and \$76.6 million of the increase in revenues, or a 12.8% increase, was due to growth from the balance of EMCOR's United States mechanical construction and facilities services.

United States other revenues increased by \$76.1 million for 2000 compared to 1999. The primary source of the increase in 2000 was revenues of \$68.6 million from BTENA and companies acquired during 1999, as well as increases from the balance of EMCOR's other United States operations. Revenues for 1999

increased by \$81.8 million versus 1998, primarily attributable to revenues of \$75.6 million from companies acquired during 1999 and 1998 and revenues from the balance of EMCOR's United States other operations.

Revenues of Canada construction and facilities services increased by \$40.3 million, or 20.5%, for 2000 as compared to 1999 revenues. The increase in revenues for 2000 compared with 1999 was primarily due to an increased level of activities in Eastern Canada, especially in the second half of 2000. The \$5.2 million, or 2.6%, decrease in revenues for 1999 compared with 1998 was attributable to a reduced level of activities in Eastern Canada and from delays during 1999 in the commencement of certain projects caused by delays in the bidding process for certain jobs.

United Kingdom construction and facilities services revenues decreased \$107.5 million, or 19.4%, for 2000 compared to 1999 revenues principally due to the completion of the Jubilee Line project in London at the end of 1999. The \$60.4 million, or 12.2%, increase in 1999 revenues compared with 1998 revenues was attributable to continued growth in selected construction and facilities markets, combined with an increase in revenues associated with two major projects.

Revenues of the Other international construction and facilities services decreased for 2000 to \$0.3 million, compared to \$0.6 million for 1999 and \$12.6 million for 1998. Other international construction and facilities services primarily consist of EMCOR's operations in the Middle East. Substantially all of the current projects in this operating segment are being performed by joint ventures, and accordingly, no revenue attributable to such joint ventures was recorded. In 1999, several projects in which EMCOR had majority ownership were completed. EMCOR continues to pursue new business selectively in these markets; however, the availability of opportunities has been significantly reduced as a result of local economic factors.