



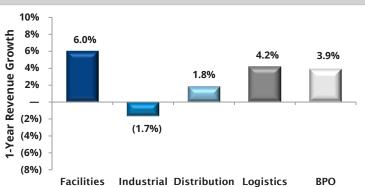
## **Business Services Headline Transactions**

	Target	Acquiror	Acquisition Synopsis
Facilities	Aetma Integrated Services	ATALIAN	<ul> <li>ATALIAN Global Services, a leading international provider of facilities services, acquired Aetna Integrated Services, a Columbus, OH-based provider of janitorial and related facilities services</li> <li>Aetna provides integrated facilities services to a wide range of commercial and institutional clients in Ohio, West Virginia, Kentucky, Indiana and Tennessee</li> <li>The acquisition marks ATALIAN's second phase of targeted acquisitions in the US following its merger with Temco Service Industries in January 2016</li> </ul>
Industrial	"∀Valicor <sup>-</sup>	WIND POINT PARTNERS	<ul> <li>Wind Point Partners, a Chicago-based private equity firm, acquired Valicor Environmental Services, one of the largest providers of non-hazardous wastewater treatment services in North America</li> <li>Valicor, based in Middletown, OH, provides mission-critical services that allow customers to meet federal, state and local regulations by safely disposing of oily water, leachate, soaps, line flush waste and similar waste streams</li> <li>Valicor Environmental Services was a division of Dexter, MI-based Valicor, Inc.; as part of the transaction, Wind Point acquired all of Valicor's wastewater and oil processing assets as well as ownership of the Valicor brand</li> </ul>
Distribution	CONTENT WATERS CONTENTION OF THE PROPERTY OF T	© CONSTRUCTION SUPPLY GROUP  ** THE STERLING GROUP	<ul> <li>Construction Supply Holdings, a distributor of construction materials, accessories and tools, acquired Carter-Waters, a Kansas City-based distributor of construction supply materials</li> <li>The combined company will have 72 branches serving nearly 25,000 customers, primarily professional concrete and masonry contractors</li> <li>This acquisition represents the fifth business acquired by the Construction Supply platform, a portfolio company of The Sterling Group that was formed in 2016</li> <li>Carter-Waters was a portfolio company of Merit Capital Partners and Aiglon Capital</li> </ul>
Logistics	E DOWN	PENSKE	<ul> <li>Penske Truck Leasing, a leading global transportation services provider, has agreed to acquire Old Dominion Truck Leasing, a Richmond, VA-based truck leasing firm</li> <li>Old Dominion provides full-service truck leasing, truck rental, contract fleet maintenance and dedicated contract carriage services</li> <li>The Company serves more than 360 customers in diverse industry sectors from 11 locations in five states; the transaction will add approximately 1,400 tractors, trucks and trailers to Penske's fleet</li> </ul>
BPO	luxresearch	্ঠিঃ   <b>Bregal</b> Sagemount	Bregal Sagemount, a NY-based private equity firm, acquired Lux Research, a leading provider of subscription-based market intelligence services  Lux's areas of expertise include data, analytics, insights and trends in technology innovations across the applied materials, digital transformation, energy and gas, food and nutrition and health and wellness practice areas  Lux provides market intelligence services to global multinationals, small- and medium-sized companies, governments and universities worldwide

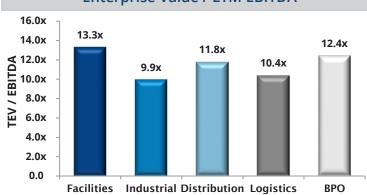




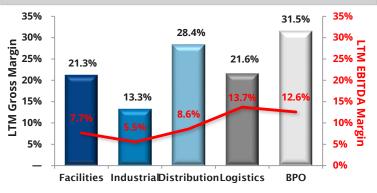




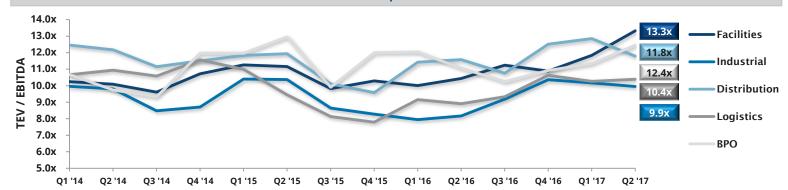
## **Enterprise Value / LTM EBITDA**



### **LTM Gross & EBITDA Margins**



# **EBITDA Multiples Over Time**



Facilities Services Transactions			
Target	Acquiror	Target Description	
Therma Corporation	Gemspring Capital LLC	Provides mechanical contracting services for industrial, commercial and biomedical users	
Emcon Associates, Inc.	Quality Solutions, Inc.	Provides facilities management logistics solutions in the United States and Canada	
Nature's Trees, Inc.	CI Capital Partners	Provides tree and landscape maintenance services	

Industrial Services Transactions				
Target	Acquiror	Target Description		
Earth Exploration, Inc.	Terracon Consultants, Inc.	Provides geotechnical engineering, materials engineering and testing and exploratory field services		
Mesa Compression, LLC	Enerflex Energy Systems Inc.	Provides contract gas compression services to the oil and gas industry		
Lemminkäinen Oyj	YIT Oyj (HLSE:YTY1V)	Provides infrastructure and building construction services in Europe		

	Distribution Transactions		
Target	Acquiror	Target Description	
Atlantic Door Control, Inc.	ASSA ABLOY AB (OM:ASSA B)	Distributes, installs and services automatic door and entrance systems	
Lighting Supply, Inc.	Galco Industrial Electronics, Inc.	Operates as a distributor of lighting products	
Angelus Welding, Inc.	Tech Air of California, Inc.	Distributes welding supplies, industrial gases and industrial supplies	

Logistics Transactions				
Target	Acquiror	Target Description		
Dedicated Logistics Technologies, Inc	Radiant Logistics, Inc. (AMEX:RLGT)	Provides logistics services under the Service By Air brand in NJ and CA		
JP Haarlem Delivery B.V.	PostNL N.V. (ENXTAM:PNL)	Offers furniture transportation and logistics services		
Worthington Logistics Solutions, Inc.	GlobalTranz Enterprises, Inc.	Offers freight brokerage and logistics services		

BPO Transactions				
Target	Acquiror	Target Description		
TMG Health, Inc.	Cognizant Technology Solutions (NasdaqGS:CTSH)	Provides technology-enabled business process outsourcing services for insurers, employers, health plans and providers		
Brady Insurance Planning	HUB International Limited	Provides strategic consulting services to employers on the design and delivery of employee benefit programs		
LabAnswer Government LLC	Accenture plc (NYSE:ACN)	Provides laboratory informatics consulting services in the United States		

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