

Business Services Monthly January 2016



Business Services Headline Transactions

Target Acquiror **Acquisition Synopsis** · Jones Lang LaSalle acquired Corrigo, a provider of real-time, cloud-based facility management solutions that improve productivity, increase transparency and provide advanced business analytics The acquisition adds technology automation capabilities for JLL's clients to transform the way they initiate and track work orders, manage bids and monitor project completion and invoicing · JLL is expected to remain aggressive following an active year of acquisitions in numerous key service areas · Wood Group PSN, a subsidiary of John Wood Group PLC, acquired The Infinity Group, an industrial construction and maintenance contractor, for \$192m (7.3x EBITDA) WOOD GROUP Infinity Group The acquisition adds brownfield service offerings to Wood's downstream energy and petrochemical markets, complementing the Company's existing capabilities within the refining, chemicals and LNG sectors Beacon Roofing Supply acquired RCI Roofing Supply, Roofing & Insulation Supply and Statewide Wholesale in three separate transactions RCI (Colorado), Roofing & Insulation Supply (Texas) and Statewide (Nebraska) all distribute roofing materials and other building supplies for commercial and residential applications These acquisitions will be integrated with Roofing Supply Group, a platform acquired by Beacon in July ABF Logistics, the third-party logistics subsidiary of ArcBest Corporation, acquired Bear Transportation Services, a transportation brokerage company, for \$26m (0.2x Revenue) Transportation Bear is a technology-focused, asset light, full truckload brokerage firm based in Texas ArcBest ABF has experienced rapid growth since it was formed in 2013 - this acquisition was its second in 2015 · TrueBlue, a provider of staffing, recruitment process outsourcing and managed services, acquired SIMOS Insourcing Solutions, a labor management solutions provider, for \$67.5m (0.4x Revenue) **BPO** OSIMOS The deal significantly expands TrueBlue's workforce management group, providing on-premise staffing solutions for various Fortune 500 companies that use contingent labor to increase performance

16.0x

14.0x

12.0x

10.0x

8.0x

6.0x

4.0x

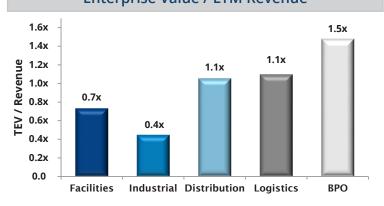
2.0x

0.0

Facilities

TEV / EBITDA

Enterprise Value / LTM Revenue





10.2x 9.9x 9.5x 8.5x 7.9x

Industrial Distribution Logistics

LTM Gross & EBITDA Margins

BPO

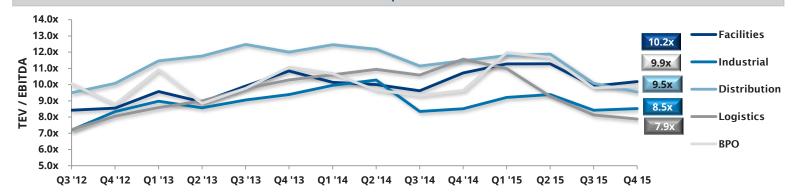
35%

Enterprise Value / LTM EBITDA





EBITDA Multiples Over Time



Facilities Services Transactions			
Target	Acquiror	Target Description	
JENSEN HUGHES, Inc.	Gryphon Investors	Provides life safety and fire protection consulting, engineering and design services	
White Fire Extinguisher, Inc.	Cintas Corporation	Provides fire extinguishers, fire system services and training services	
EG Systems, Inc. (d.b.a. Scotts LawnService)	Trugreen Holding Corporation	Provides residential lawn services such as fertilization, crabgrass prevention, weed control, lawn aeration and more	

Distribution Transactions		
Target	Acquiror	Target Description
Tubular Steel, Inc.	Reliance Steel & Aluminum Co.	Distributes carbon, alloy and stainless steel pipes, tubing and bar products in the United States
G Davis Robert & Associates Inc.	Trane U.S. Inc.	Supplies and distributes commercial and industrial HVAC products, services and total system solutions
Updike Supply, Inc.	NOW Inc.	Distributes industrial maintenance, repair and operating (MRO) supplies

BPO Transactions			
Target	Acquiror	Target Description	
Beacon Consulting Group, Inc.	Accenture plc	Provides advisory and management consulting services to financial and investment firms	
Viteos Capital Market Services Limited	Wipro Ltd.	Provides securities processing and fund administration and consulting services to the global capital markets industry	
The Bartech Group, Inc.	Impellam Group PLC	Offers workforce solutions in the areas of managed service provider staffing, vendor solution management and more	

Industrial Services Transactions			
Target	Acquiror	Target Description	
Blount International Inc.	American Securities; P2 Capital Partners	Designs and markets equipment, replacement and component parts and accessories to the agriculture and construction sectors	
Red Valve Company, Inc.	Process Equipment Group, Inc.	Manufactures and supplies pinch valves for municipalities and industrial plants	
J. L. Patterson & Associates, Inc.	Jacobs Engineering Group Inc.	Provides engineering design, construction management and staff augmentation services for public and private sector clients	

Logistics Transactions		
Target	Acquiror	Target Description
CARPROOF Corporation	IHS Inc.	Offers used vehicle history reports including an overview of the vehicle's life, accident/damage details, lien status and more
N.B. LTD. (d.b.a. Kinek)	PUDO Inc.	Provides parcel collection, storage and delivery services across the United States and Canada
WCD Trucking	Leonard's Express, Inc.	Specializes in fresh food and refrigerated freight transportation services for fresh food commodities and frozen products

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