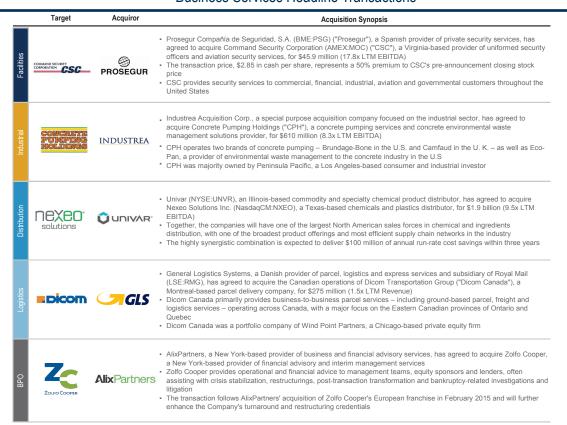
# **Business Services Monthly**

October 2018



### **Business Services Headline Transactions**



### Enterprise Value / LTM Revenue

### 1.6x 1.4x 1.4x 1.4x 1.2x 1.2x 1.1x x0.1 Revenue x8.0 x \_\_\_\_\_ 0.6x 0.6x 0.4x 0.2x 0.0 Facilities BPO Industrial Distribution Logistics

LTM Revenue Growth

14%

**Facilities** 

# 11.3% 10.4% 10.4% 10.4% 10.4% 10.4% 5.8%

Distribution

Logistics

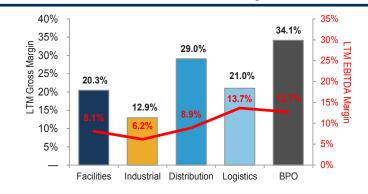
Industrial

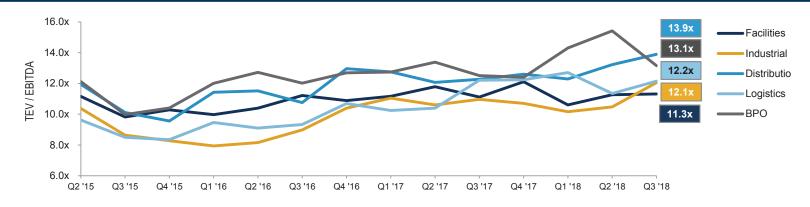
**BPO** 

### Enterprise Value / LTM EBITDA



### LTM Gross & EDITDA Margins





### **Facilities Services Transactions**

Target	Acquiror	Target Description
Water-Tite Solution, Inc.	Installed Building Products, Inc. (NYSE:IBP)	Provides commercial waterproofing installation services
Commercial Systems Group, Inc.	Convergint Technologies LLC	Offers designs, installations, and services for all commercial low-voltage systems
AMS Environmental, Inc.	Pine Lake Partners LLC	Provides commercial and industrial waste management solutions

### **Distribution Transactions**

Target	Acquiror	Target Description
American Piping Products Inc.	Center Rock Capital Partners	Supplies carbon steel pipes, specialty products, chrome-moly pipes, tubes, fittings and flanges
BlackHawk Industrial Distribution, Inc.	Snow Phipps Group, LLC	Distributes industrial products and equipment, and offers manufacturing services for metalworking companies in North America
Frontier Industries Inc	Kodiak Building Partners	Supplies building materials for home builders, commercial contractors and remodelers in Washington

### **BPO Transactions**

Target	Acquiror	Target Description
Premier Benefit Solutions, LLC	OneDigital Health and Benefits, Inc.	Provides employee benefit solutions
Evolve Consulting Group, Inc.	AssuredPartners, Inc.	Operates as an employee benefits and consulting firm that designs, implements and administers small to mid-size health and welfare plans
Turnkey Intelligence LLC	MarketCast Group Inc.	A sports research and advisory firm that provides research, consulting, and analytics to teams, leagues, agencies and brands

### **Industrial Services Transactions**

Target	Acquiror	Target Description
Basic Energy Services, Inc.	Key Energy Services, Inc. (NYSE:KEG)	Provides well site services to oil and natural gas drilling and producing companies in the United States
TWH Water Treatment Industries, Inc.	DuBois Chemicals, Inc.	Engages in providing water treatment chemical supplies and services
Palmer Paving Corporation	Peckham Industries, Inc.	Provides civil construction services and manufactures construction materials

## **Logistics Transactions**

Target	Acquiror	Target Description
Urgent Cargus S.A.	Mid Europa Partners LLP	Operates as a courier company that provides national and international delivery services
Smith Transportation Services Inc.	Post Capital Partners LLC	Provides transportation solutions to its clients
Wallenborn Transports SA	Equistone Partners Europe	Provides road transportation, warehousing, and logistics services

### TM Capital's Business Services Contacts



Jarrad S. Zalkin Managing Director jzalkin@tmcapital.com (617) 259-2207



James S. Grien Managing Director jgrien@tmcapital.com (404) 995-6235



David M. Felts Managing Director dfelts@tmcapital.com (404) 995-6252



