# **Business Services Monthly**

**April 2019** 



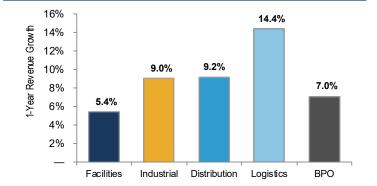
#### Business Services Headline Transactions

	Business dervices riedaline transactions				
	Target	Acquiror	Acquisition Synopsis		
FACILITIES	CORPORATE CONCIERGE	(()) JLL	Jones Lang LaSalle Inc. (NYSE: JLL), a Chicago, IL based provider of commercial real estate and investment management services, acquired Corporate Concierge Inc., a Chicago, IL provider of onsite tenant amenity and concierge services		
			<ul> <li>Corporate Concierge provides tenant amenity solutions such as engagement events, charity events, seasonal celebrations, recreational space management, exercise facilities as well as classic concierge services for retail, office, residential and hospitality properties across the United States</li> </ul>		
			This acquisition strengthens JLL's recently launched Curae Approach, a service philosophy and strategy designed to improve tenant experience across managed properties		
AL.	Petro Waste ENVIRONMENTAL	WASTE MANAGEMENT	<ul> <li>Waste Management Inc. (NYSE: WM), a Houston, TX based provider of comprehensive waste management services in North America, acquired Petro Waste Environmental, a San Antonio, TX based provider of oilfield waste services, from Tailwater Capital</li> </ul>		
INDUSTRIAL			<ul> <li>Petro Waste Environmental provides comprehensive oilfield environmental services and solid waste disposal in the Permian Basin and Eagle Ford Shale Play</li> </ul>		
볼			<ul> <li>This acquisition expands Waste Management Energy Services' business to provide superior and differentiated solid waste disposal services to oil and gas producing customers operating in Texas, a Dallas-based private equity firm</li> </ul>		
DISTRIBUTION	AMERICAN LUMBER DOUBLISHES A HEARING FOR	Boise Cascade	<ul> <li>Boise Cascade Company (NYSE: BCC), a Boise, ID based producer of engineered wood products and a leading distributor of building products in North America, acquired American Lumber Distributors and Brokers, a Birmingham, AL based distributor of lumber</li> </ul>		
STRIB			<ul> <li>American Lumber Distributors and Brokers is a U.S. Southeast-focused wholesale distributor of top quality lumber, plywood, oriented strand board, siding and engineered wood products</li> </ul>		
			This transaction represents Boise Cascade's fourth lumber and engineered wood distributor acquisition since 2018		
လှ		<b>♦</b> noatum logistics	<ul> <li>Noatum Logistics SL, a Madrid, Spain based provider of logistics and port services globally, acquired MIQ Logistics LLC, a Overland Park, Kansas based provider of freight logistics services, from Austin Ventures, an Austin, TX-based private equity firm</li> </ul>		
LOGISTICS	LOGISTICS		<ul> <li>MIQ Logistics provides air and ocean freight forwarding services, supply chain, project logistics and trade compliance services globally to a variety of industries</li> </ul>		
2			<ul> <li>This transaction solidifies Noatum Logistics' position as a leading global logistics provider and adds a strategic presence in Asia, the United States and Latin America</li> </ul>		
	X <b>≣KGS</b>	ManTech	<ul> <li>ManTech International Corporation (Nasdaq: MANT) a Herndon, VA based provider of misson-focused technology solutions for U.S. defense, intelligence community and federal civilian agencies, acquired Kforce Government Solutions, Inc. (KGS), a Fairfax, VA based provider of federal and defense technology services, for \$115 million</li> </ul>		
вРО			KGS provides technology solutions, transformation management, data management and analytics in support of federal health and defense missions		
			• The combination, adds 500 employees, substantially increases ManTech's footprint at the Department of Veteran's Affairs and bolsters the Company's presence in the VA's Transformation Twenty-One Total Technology Next Generation (T4NG) Program		

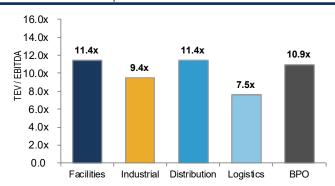
### Enterprise Value / LTM Revenue

#### 1.6x 1.4x 1.2x 1.2x 1.1x 1.0x 1.0x 9.08x 1.0x 0.6x 0.9x 0.5x 0.4x 0.2x 0.0 Distribution Facilities Industrial **BPO**

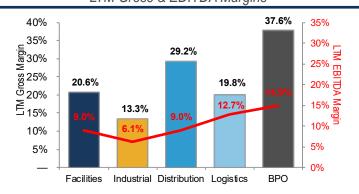
LTM Revenue Growth

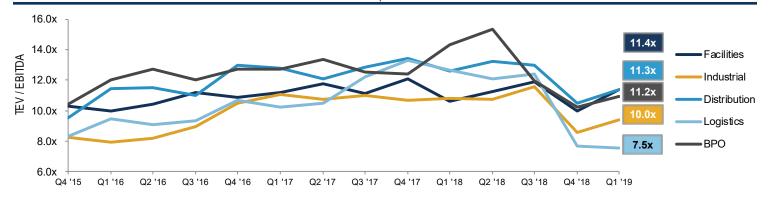


# Enterprise Value / LTM EBITDA



### LTM Gross & EDITDA Margins





### Facility Services Transactions

Indust	rial	Serv	ices	Irans	actio	ns

Target	Acquiror	Target Description	Target	Acquiror	Target Description
Security Solutions and Management LLC	Convergint Technologies LLC	Provides security solutions and management services	APEM Limited	WestBridge Capital Partners LLC	Operates as an environmental consultancy focusing on freshwate marine ecology and aerial surveys
Security Solutions and Management LLC	Convergint Technologies LLC	Provides security solutions and management services	Alytica LLC	CieloGov, LLC	Operates as an aerospace and de consulting company that assists organizations in the defense market
Empire Electric M & S, Inc.	Sciens Building Solutions, LLC	Provides electrical construction, telecommunication, and electrical maintenance services	Cape Design Engineering Co.	8-Koi, Inc.	Provides engineering and construct services in the United States.

### Distribution Transactions

# Logistics Transactions

Target	Acquiror	Target Description	Target	Acquiror	Target Description
Nu Forest Products, Inc.	International Building Materials, LLC	Operates as a wholesale distributor of lumber products	Rodair International Ltd.	Rhenus SE & Co. KG	Provides freight forwarding, customs brokerage, and third party logistics services internationally
Blume Supply Inc.	The NEFCO Corporation	Distributes construction and industrial equipment	Trinity Logistics, Inc.	Burris Logistics Inc.	Provides third-party logistics services
Crocker Equipment Co. Ltd.	Kendrick Equipment Ltd.	Distributes ice resurfacer, ice cleat, and skate sharpening machines	A. Beaumont Transport Inc.	TFI International Inc. (TSX:TFII)	Provides road transportation services for chemicals and oil industries

#### **BPO Services Transactions**

## TM Capital's Business Services Contacts

Br o corvided transactions					
Target	Acquiror	Target Description			
Axxis Solutions	Infotech Prism LLC	Provides marketing strategy and business development consulting services			
Kling & Pathak LLP	Ernst & Young LLP	Operates as an integrated accounting and consulting company			
Masfield Sales Partners, LLC	JMC Capital Partners LLC	Provides sales outsourcing services			



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