

# BUSINESS SERVICES MONTHLY

NOVEMBER 2019

*Our business services team brings a uniquely tech-enabled focus to mission critical, high value outsourced services companies providing facilities, industrial and distribution services, logistics, staffing and business process outsourcing.*

Facilities











Industrial

Distribution

Logistics

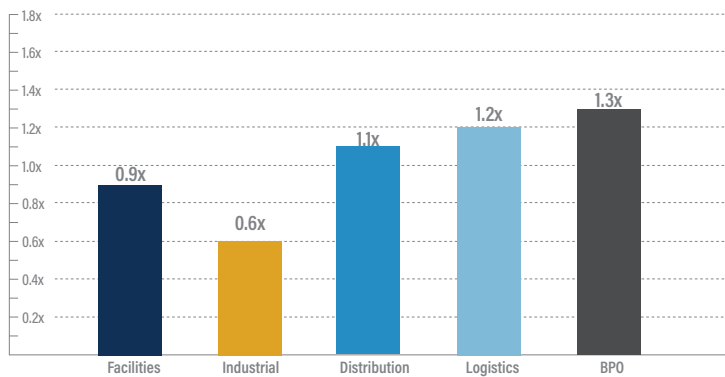
Business Process Outsourcing (BPO)

## HEADLINE TRANSACTIONS

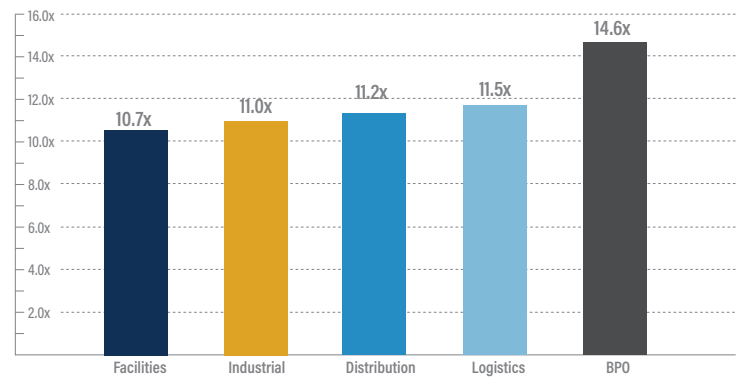
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Facilities			<ul style="list-style-type: none"> <li>Taylor, MI-based industrial and facility cleaning provider, TEAM Group, acquired Toronto, Canada-based Robinson Solutions, a leading provider of facility, maintenance and technical services, in a strategic effort to expand its services offering</li> <li>Robinson Solutions provides a portfolio of facility management services including equipment cleaning, building automation and fire and life safety system installation and maintenance to manufacturing businesses across North America</li> <li>TEAM Group offers a full suite of facility cleaning and maintenance and shutdown services to industrial manufacturing clients throughout North America, Europe and Asia</li> </ul>
Industrial			<ul style="list-style-type: none"> <li>Concord, CA-based ASRC Industrial Services agreed to acquire Tigard, OR-based Northwest Demolition and Dismantling, a leading provider of demolition, decommissioning, environmental remediation and consulting services</li> <li>Northwest Demolition and Dismantling serves a variety of industrial end markets, including mining and metals, oil and gas and nuclear, across the United States, Western Canada and the Pacific Islands</li> <li>ASRC Industrial Services offers construction, environmental and maintenance and repair services to construction and industrial engineering businesses across the United States</li> </ul>
Distribution			<ul style="list-style-type: none"> <li>Brooklyn Park, MN-based Wurth Industry North America agreed to acquire Fasco Fastener, an Alsip, IL-based distributor of stainless steel, silicon, bronze and brass fasteners to wholesale customers, OEMs and retailers</li> <li>Fasco Fastener supplies metal fasteners to manufacturers of various large consumer products, including cars and trucks, heavy appliances and building products in the Midwestern United States</li> <li>Wurth Industry North America is a division of the Wurth Group, the world's largest fastener distributor, offering products and services including engineering assistance and quality control to a global customer base</li> </ul>
Logistics			<ul style="list-style-type: none"> <li>Surrey, United Kingdom-based private investment firm Cathay Investments agreed to acquire Cardiff, United Kingdom-based logistics solutions provider Rhys Davies and Sons</li> <li>Rhys Davies and Sons specializes in providing end-to-end logistics solutions, including warehouse and distribution services, for customers in the building products, chemicals, food and beverage, healthcare, waste management and paper industries</li> <li>Cathay Investments focuses on investing in distribution businesses, employing a buy-and-build strategy to grow its platform and increase valuations for its portfolio companies; Cathay has demonstrated a particular recent emphasis on investing in third-party logistics companies, completing several recent transactions in the space</li> </ul>
BPO			<ul style="list-style-type: none"> <li>Kronos, a Chelmsford, MA-based provider of cloud-based human capital and workforce management solutions, acquired Nashville, TN-based Optimum Solutions, a leading HR, payroll and timekeeping solutions provider</li> <li>Optimum Solutions, through its Optimum Payroll and Optimum Time and Attendance systems, assists manufacturing, distribution and entertainment businesses in North America and Puerto Rico in managing payroll processing, tax reporting and employee attendance</li> <li>Kronos offers industry-centric workforce applications purpose-built for businesses, healthcare providers, educational institutions and government agencies of all sizes in the United States and internationally</li> </ul>

# BUSINESS SERVICES GROWTH & VALUATION TRENDS

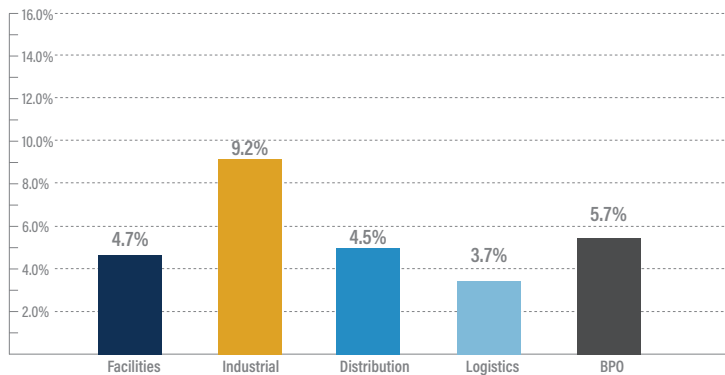
Enterprise Value / LTM Revenue



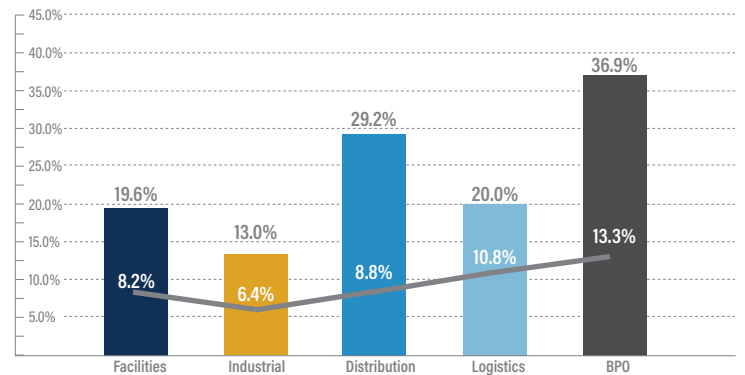
Enterprise Value / LTM EBITDA



LTM Revenue Growth

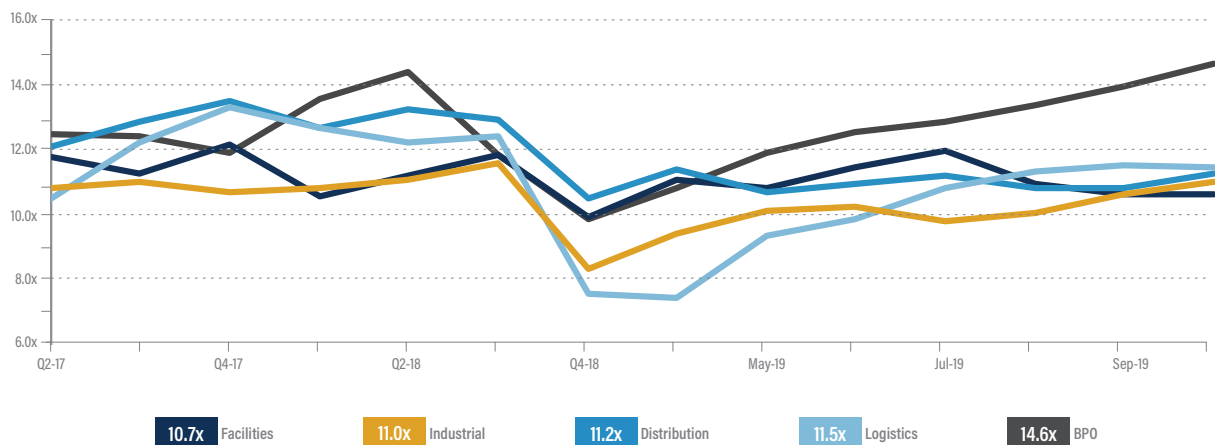


LTM Gross & EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

EBITDA Multiples Over Time



# SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Advanced Waste Solutions, Ltd	Reconomy UK, Ltd	UK-based Advanced Waste Solutions provides recycling and waste management services and solutions to construction companies

Raymond Brown Waste Solutions, Ltd	Collard Group Limited	Raymond Brown Waste Solutions, based in the UK, offers skip hire and waste management solutions in Southern England
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Balcones Resources, Inc.	Closed Loop Partners, LLC	Austin, TX-based Balcones Resources provides commercial recycling services, processing paper, plastics, aluminum and glass in Texas and Arkansas
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Target	Acquiror	Distribution Transactions
MASSCO, Inc.	Brady Industries, Inc.	Based in Park City, KS, MASSCO distributes facility, industrial and office supply products to logistics and hospitality businesses in the US

Philip Rosenau Co., Inc.	BCPE Empire Holdings, Inc.	Warminster, PA-based Philip Rosenau distributes sanitation maintenance supplies and equipment to educational institutions in the Mid-Atlantic
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Alpha Pump & Equipment, Inc.	Holland Pump Company	Based in Baton Rouge, LA, Alpha Pump & Equipment distributes and services Gorman-Rupp pumps and accessories across the Gulf Coast
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Target	Acquiror	BPO Transactions
Accelify, LLC	Frontline Technologies Group, LLC	Brooklyn, NY-based Accelify provides services for the management of individualized education plans in the US

BluePay Canada ULC	First Financial Merchant Services, LLC	Based in Oakville, Canada, BluePay Canada provides payment processing systems and solutions to suppliers and vendors in North America
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Goldleaf Partners Employer Services, LLC	Ascensus, LLC	Bloomington, MN-based Goldleaf Partners Employer Services offers retirement, payroll and employee benefits management services in the Midwest
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Target	Acquiror	Industrial Transactions
AXOR Experts-Conseils, Inc.	FNX-INNOV, Inc.	Montreal, Canada-based AXOR Experts-Conseils offers infrastructure project management and engineering services in Eastern Canada

RUMBLE Foundations (Ontario), Ltd.	York Excavation & Grading, Ltd.	RUMBLE Foundations, based in Mississauga, Canada, offers design and construction services to North American construction businesses
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Royal VolkerWessels	Reggeborgh Groep	Royal VolkerWessels operates as a diversified construction services company in the Netherlands, UK, North America and Germany
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Target	Acquiror	Logistics Transactions
Charles L. King & Associates	Granite Creek Capital Partners, LLC; Red Arts Capital	d.b.a. Sunset Pacific Transportation, provides logistics services including freight consolidation and warehousing services across the Western US

Associated Cargo Specialists (Canada), Inc.	Manitoulin Global Forwarding Inc.	Headquartered in Dollard-des-Ormeaux, Canada, Associated Cargo Specialists provides logistics and freight forwarding services in North America
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Horizon Air Freight, Inc.	ICV Partners, LLC	Jamaica, NY-based Horizon Air Freight offers air, sea and land freight forwarding services, as well as warehousing services in the US
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## TM Capital's Business Services Industry Contacts



**Jarrad Zalkin,**  
Managing Director  
jzalkin@tmcapital.com  
617.259.2207



**James Grien,**  
Managing Director  
jgrien@tmcapital.com  
404.995.6235



**David Felts,**  
Managing Director  
dfelts@tmcapital.com  
404.995.6252