

BUSINESS SERVICES MONTHLY

JANUARY 2020

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

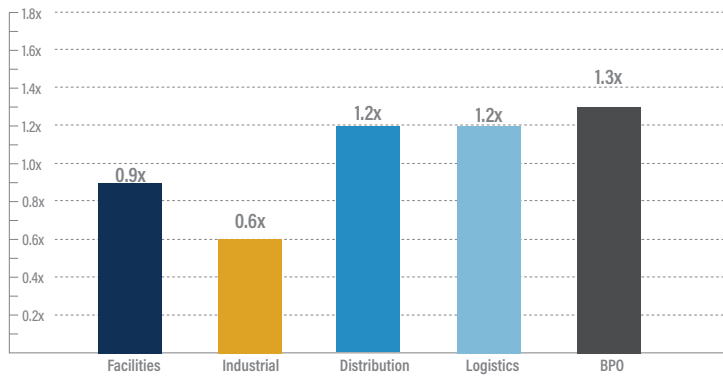
Business Process Outsourcing (BPO)

HEADLINE TRANSACTIONS

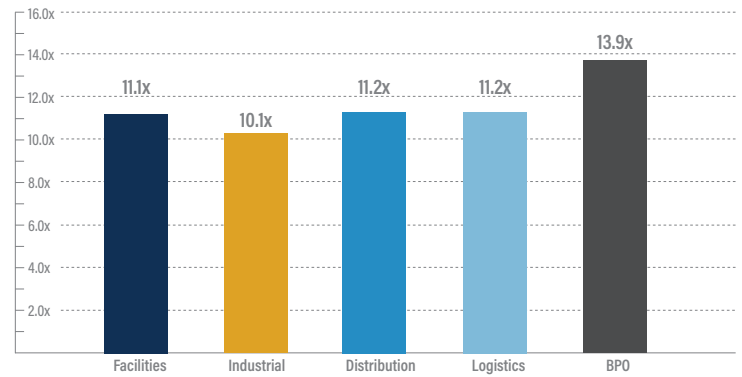
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Facilities	 <p>FIELD'S Fire Protection <small>a Certasite company</small></p>	 <p><i>Riverside</i> CertaSite</p>	<ul style="list-style-type: none"> CertaSite, based in Indianapolis, IN, agreed to acquire Grand Rapids, MI-based Field's Fire Protection, a provider of fire and life safety systems, as part of a continued consolidation effort in the fire and life safety space Field's Fire Protection offers a range of products and services including automatic sprinkler systems, kitchen and industrial fire suppression systems, emergency and exit lighting solutions and safety system monitoring to commercial and industrial clients in the Upper Midwest CertaSite, founded in 2018, is currently a portfolio company of international private equity firm The Riverside Company, and has recently completed four additional acquisitions in the fire and life safety space throughout the Midwest
Industrial	 <p>Score Group plc Intelligent Valve and Gas Turbine Solutions™ www.score-group.com</p>	 <p>SCF PARTNERS HOUSTON CALGARY ABERDEEN SINGAPORE</p>	<ul style="list-style-type: none"> Houston, TX-based energy services investor SCF Partners acquired Peterhead, United Kingdom-based industrial services provider Score Group for \$157 million Score Group provides engineering, inspection, repair and maintenance services related to valves and industrial turbines to a global set of customers in the oil & gas, nuclear and hydroelectric energy sectors SCF Partners is a leading middle market private equity firm specializing in investing in energy services businesses in North America, the United Kingdom, the Middle East and Australia with revenues between \$20 - \$200 million
Distribution		 <p>RELIANCE STEEL & ALUMINUM CO.</p>	<ul style="list-style-type: none"> Los Angeles, CA-based Reliance Steel & Aluminum (NYSE:RS) agreed to acquire Fry Steel Company, a Santa Fe Springs, CA-based long bar steel and general line distributor Fry Steel performs steel cutting and distribution and delivery services for a diverse assortment of steel and specialty metals for North American manufacturers in the automotive, aircraft and industrial industries Reliance Steel & Aluminum, with total annual revenue exceeding \$11 billion, is the largest metals service company in North America, operating through a network of more than 300 locations, providing value-added metal processing services and distributing a line of over 100,000 products to more than 125,000 customers across a range of industries
Logistics	 <p>OSM worldwide TOWER ARCH CAPITAL</p>		<ul style="list-style-type: none"> Draper, UT-based private equity firm, Tower Arch Capital, acquired OSM Worldwide, a leading global parcel management and logistics services company based in Glendale Heights, IL OSM Worldwide is a tech-enabled international logistics management services company providing delivery services for both domestic and cross-border shipments to a range of customers including publishers, retailers and fulfillment houses Tower Arch Capital is a leading lower middle market private equity firm focused on taking control positions in entrepreneur and family-owned businesses with EBITDAs between \$5 - \$25 million
BPO	 <p>Arise vivtera</p>	 <p>WARBURG PINCUS</p>	<ul style="list-style-type: none"> Vivtera, a global business process management platform focused on serving high-growth technology and financial services companies, agreed to acquire Miramar, FL-based Arise Virtual Solutions, a global provider of BPO services, from Strait Lane Capital Partners Arise Virtual Solutions offers a range of outsourced customer support services including voice, email and live chat, inbound sales support, order fulfillment and billing adjustments to a diverse set of blue-chip customers in North America and Europe Vivtera, founded in 2018, is currently a portfolio company of leading international private equity firm, Warburg Pincus, which currently holds over \$58 billion in AUM and an active portfolio of more than 190 companies

BUSINESS SERVICES GROWTH & VALUATION TRENDS

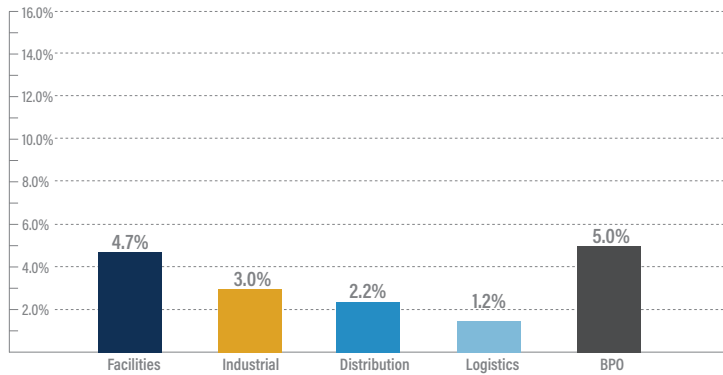
Enterprise Value / LTM Revenue



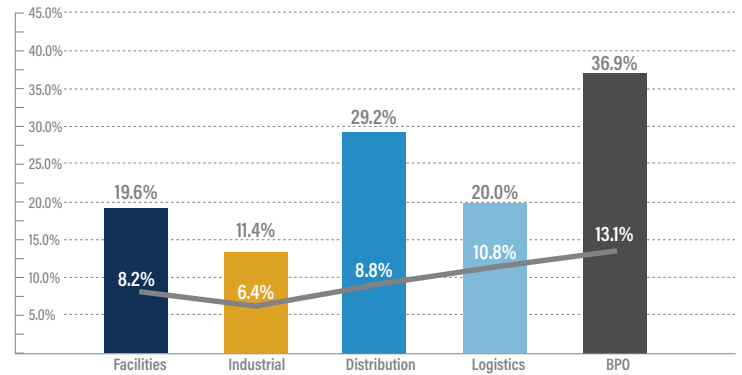
Enterprise Value / LTM EBITDA



LTM Revenue Growth

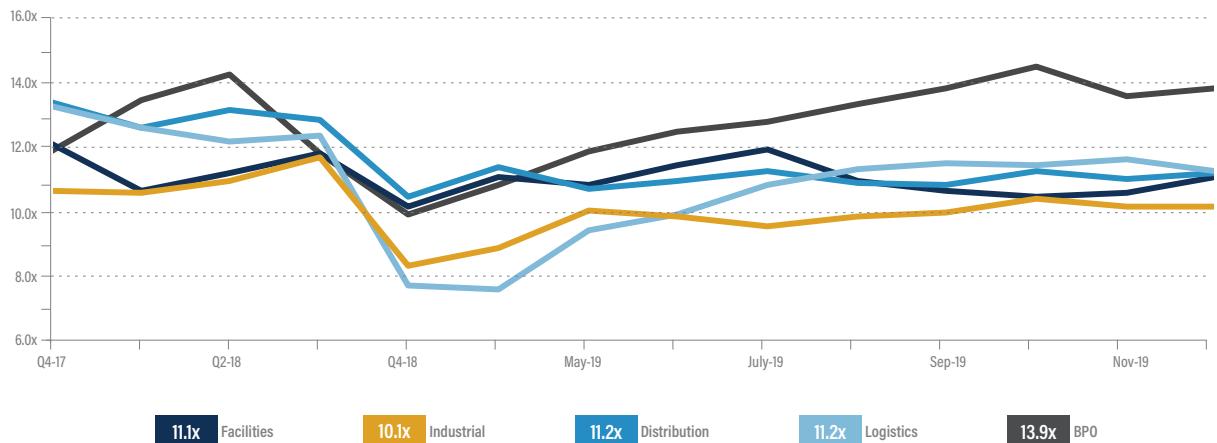


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Over Time



SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Cobb Refrigeration, LLC	Temp-Con, Inc.	Cobb Refrigeration, based in Overland Park, KS, provides commercial refrigeration and HVAC services to laboratories in the Midwest

Specialized Waste Systems, Inc.	TAS Environmental Services, LP	Based in Channelview, TX, Specialized Waste Systems provides hazardous and non-hazardous waste management services in the Southwest
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Chris Jones Security Services	Threat Protect Australia Limited	Based in Howard, Australia, Chris Jones Security Services provides security alarm installation and repair for commercial real estate clients in Australia
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Target	Acquiror	Distribution Transactions
Daniel Stone & Landscaping Supplies, Inc.	SiteOne Landscape Supply, Inc.	Daniel Stone & Landscaping, based in Austin, TX, distributes landscape supplies for both residential and commercial clients in the US

Custom Wheel House, LLC	Thompson Street Capital Partners	Los Angeles, CA-based Custom Wheel House distributes branded automotive aftermarket wheels and accessories for customers in the Western US
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Frost Electric Supply Company	Consolidated Electrical Distributors, Inc.	Frost Electric Supply Company, based in Maryland Heights, MO, distributes electrical supplies to construction and manufacturing clients across the Midwest
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Target	Acquiror	BPO Transactions
Data Dimensions Corporation	Thompson Street Capital Partners	Data Dimensions, based in Janesville, WI, provides IT management and business process automation services to commercial clients in the US

IRI Consultants To Management, Inc.	Workforce Solutions Holdings, LLC	Tory, MI-based IRI Consultants to Management provides labor relations and HR outsourced services to businesses in the Upper Midwest
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Caraffi, Ltd.	Investigo Limited	Woking, United Kingdom-based Caraffi offers outsourced recruitment and staffing solutions for clients in the private and public sectors in the United Kingdom
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Target	Acquiror	Industrial Transactions
O'Donnell & Sons Construction Co., Inc.	Superior Bowen Asphalt Company, LLC	O'Donnell & Sons, based in Overland Park, KS, offers highway construction and repair services to municipal and commercial clients in the Midwest

Knowsley Contractors Limited	NVM Private Equity	Liverpool, United Kingdom-based Knowsley Contractors (dba: King Construction) provides civil engineering and construction services in the United Kingdom
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The Municipal Infrastructure Group, Ltd.	T.Y. Lin International Group, Ltd.	Based in Vaughan, Canada, The Municipal Infrastructure Group provides industrial engineering and project management services for construction projects in Canada
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Target	Acquiror	Logistics Transactions
GE Supply Logistics, LLC	LKCM Headwater Investments	Based in Irving, TX, GE Supply Logistics provides supply chain management solutions to OEM's and commercial and industrial clients in the US and Mexico

Kansas Continental Express, Inc.	Visible Supply Chain Management, LLC	Kansas Continental Express, based in Emporia, KS, offers shipping logistics and freight transportation services throughout North America
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Beacon Transit Lines, Inc.	Morneau Eskimo	Beacon Transit Lines, based in Brampton, Canada, specializes in next-day less than truckload delivery of temperature sensitive goods for clients in North America
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TM Capital's Business Services Industry Contacts



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