

BUSINESS SERVICES MONTHLY

JULY 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 and business process outsourcing.

Facilities











Industrial

Distribution

Logistics

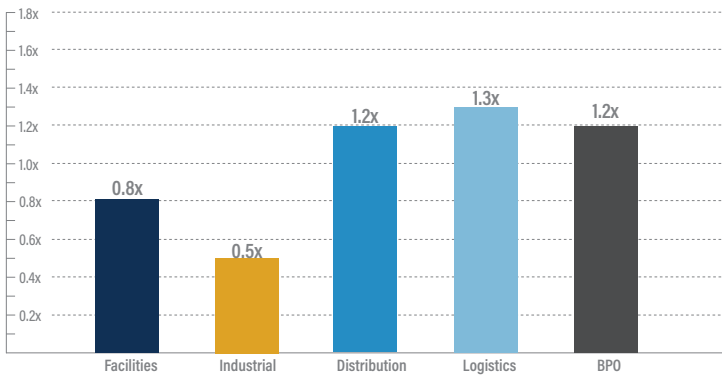
Business Process Outsourcing (BPO)

HEADLINE TRANSACTIONS

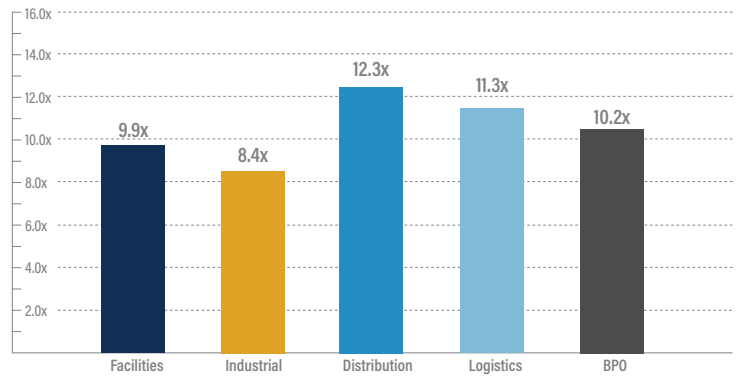
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Facilities			<ul style="list-style-type: none"> The Cook & Boardman Group, a portfolio company of private equity firm Littlejohn & Co., has agreed to acquire Advantech, a security integration and facilities services provider based in Delaware Advantech offers security integration services specializing in solutions such as fire and life safety, access control, video surveillance and emergency communications for educational, municipal, commercial and healthcare facilities in the Mid-Atlantic Cook & Boardman is a leading distributor of commercial doors, frames and specialty products; Advantech will serve as a division of Cook & Boardman's systems integration subsidiary, A3 Communications
Industrial			<ul style="list-style-type: none"> Industrial services provider AXIOS Industrial Group has agreed to merge with Texas-based A&L Industrial Services, a provider of industrial sandblasting, scaffolding construction and insulation installation services in North America Axios Industrial Group is a Woodlands, Texas-based specialty contractor servicing the energy, paper, agriculture and pharmaceuticals industries White Deer Energy, the majority shareholder of AXIOS, and Hastings Equity Partners, the leading shareholder of A&L Industrial Group, will continue as the majority shareholder of the combined entity
Distribution			<ul style="list-style-type: none"> Richards Packaging, a leading North American packaging distributor, has agreed to acquire Canadian medical equipment distributor Clarion Medical Technologies for \$64 million Clarion Medical Technologies distributes medical equipment including diagnostic devices, laser technologies and skin-care products to hospitals and private medical practices in Canada Ontario, Canada-based Richards Packaging is the third largest packaging distributor in North America and specializes in distributing consumable products for food and beverage, pharmaceutical, cosmetic and chemical companies
Logistics			<ul style="list-style-type: none"> Osceola Capital Management, a middle-market private equity firm, has agreed to acquire New Jersey-based Central Medical Group, a logistics management provider for medical equipment manufacturers Central Medical Group provides equipment inventory management, delivery logistics, patient data consolidation services and equipment utilization analysis for hospices on the East Coast Tampa-based Osceola Capital Management specializes in strategic rollups centered around investments in the business services sector
BPO			<ul style="list-style-type: none"> Group Management Services, a human capital management provider, has agreed to acquire Corporate Business Solutions, a professional employer organization and benefits administrator based in Atlanta, Georgia Corporate Business Solutions provides human resource outsourcing, government compliance and risk management consulting services for energy, construction, manufacturing and agriculture companies Ohio-based Group Management Services offers payroll, risk management and employee benefits solutions to logistics, B2B services, industrial and technology businesses; the Acquisition will expand GMS's geographic presence into the southeastern United States

BUSINESS SERVICES GROWTH & VALUATION TRENDS

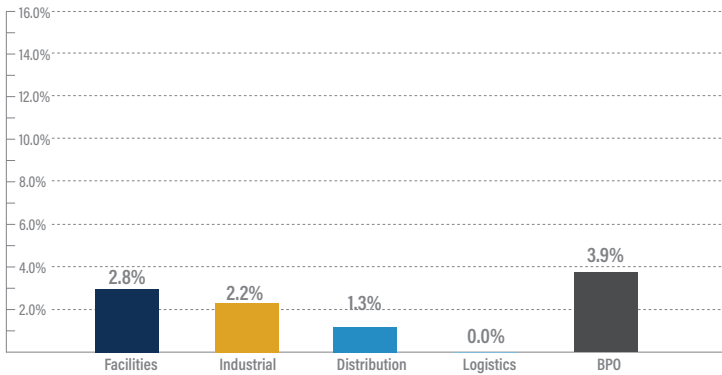
Enterprise Value / LTM Revenue



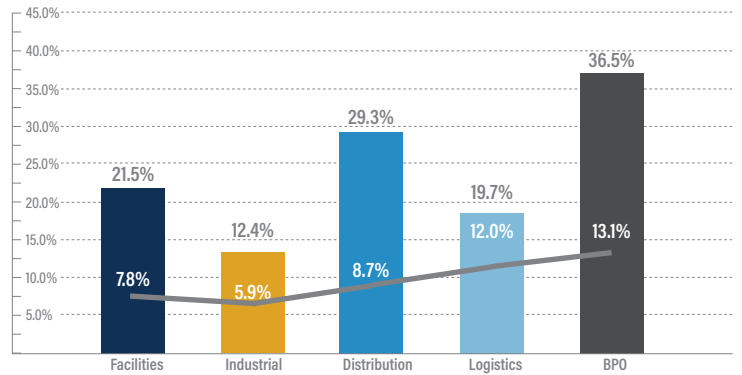
Enterprise Value / LTM EBITDA



LTM Revenue Growth

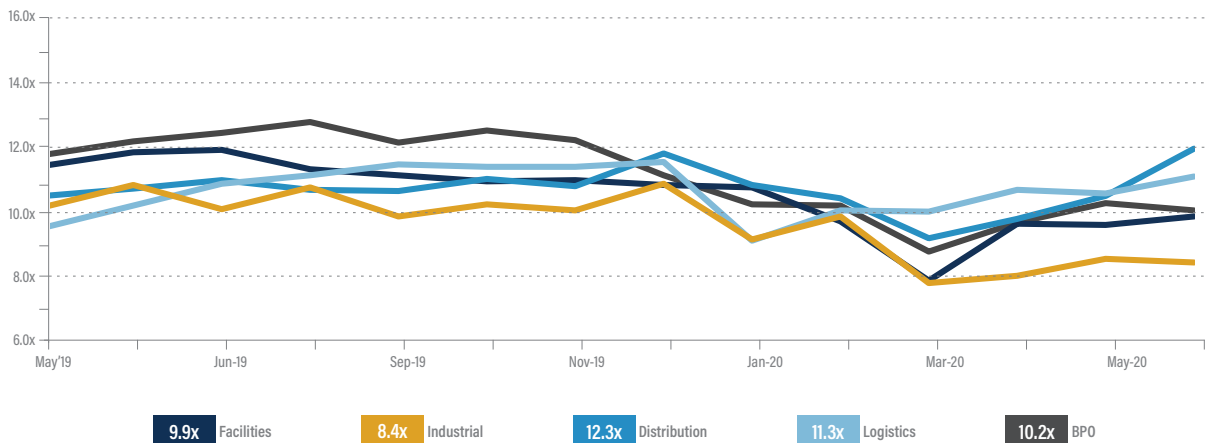


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Over Time



9.9x Facilities

8.4x Industrial

12.3x Distribution

11.3x Logistics

10.2x BPO

SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Carolina Heating Service, Inc.	NearU HVAC Services	Carolina Heating Service provides HVAC maintenance, repair and installation services for residential and commercial customers in South Carolina

Tech-24	HCI Equity Partners	Tech-24 installs, maintains and repairs a range of commercial foodservice and HVAC equipment across the United States
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Interserve Facilities Management, Ltd.	Mitie Group plc	Interserve Facilities Management offers asbestos, energy, cleaning and water solutions for the aviation, public works and education sectors in the United Kingdom
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Target	Acquiror	Distribution Transactions
Factory Cleaning Equipment, Inc.	Jon-Don, Inc.	Factory Cleaning Equipment distributes industrial floor cleaning equipment to the aviation, manufacturing and healthcare sectors nationwide

PeakLogix, Inc.	Alta Equipment Group, Inc.	PeakLogix provides material handling equipment for warehouses and manufacturers in the United States
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Original One Parts, LLC	Kinderhook Industries, LLC	Texas-based Original One Parts distributes OEM auto parts for collision and mechanical repairs in the Southwest
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Target	Acquiror	BPO Transactions
Orange Health Solutions, Inc.	Cedar Gate Technologies, LLC	Orange Health Solutions offers technology and health benefit management solutions for healthcare organizations in the United States

WorkWise, LLC	Aptean, Inc.	Wisconsin-based WorkWise offers customized CRM and ERP systems for industrial manufacturing companies
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Quality In Real Time, Inc.	McBee Associates, Inc.	Quality In Real Time provides consulting, billing and educational services to homecare and hospice centers in the United States
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Target	Acquiror	Industrial Transactions
Gilbert Mechanical Contractors, LLC	Therma Corporation	Gilbert Mechanical Contractors provides engineering, construction and design services for medical, commercial and retail projects in Minnesota

Pacific Construction Services, Inc.	BlockPoint, LLC	Pacific Construction offers general contracting services for institutional, healthcare, retail, industrial and residential construction projects in the Midwest
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Cardno Haynes Whaley, Inc.	IMEG Corp.	Cardno Haynes Whaley provides structural engineering services for commercial, public and institutional construction projects internationally
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Target	Acquiror	Logistics Transactions
Laser Transport International Limited	Currie European Transport Limited	United Kingdom-based Laser Transport International provides air, road and sea freight management services for the aerospace industry

Fast Lane Freight Services, Inc.	Aevitas, Inc.	Fast Lane Freight Services provides open deck transportation and logistics services for industrial manufacturers throughout North America
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Cove Logistics, LLC	Stord, Inc.	Missouri-based Cove Logistics is a leading transportation support services provider in the Midwest
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TM Capital's Business Services Industry Contacts



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