

BUSINESS SERVICES MONTHLY

SEPTEMBER 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

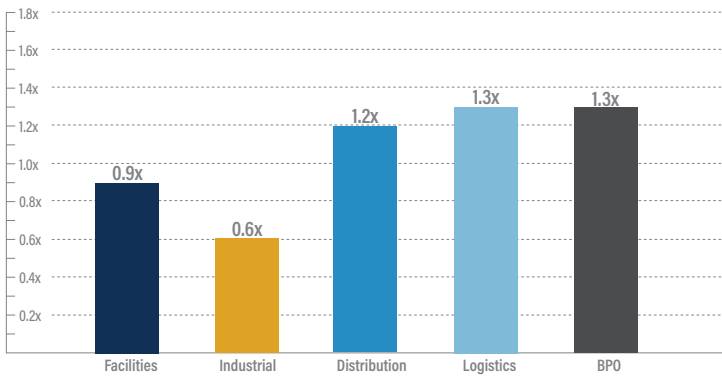
Business Process Outsourcing (BPO)

HEADLINE TRANSACTIONS

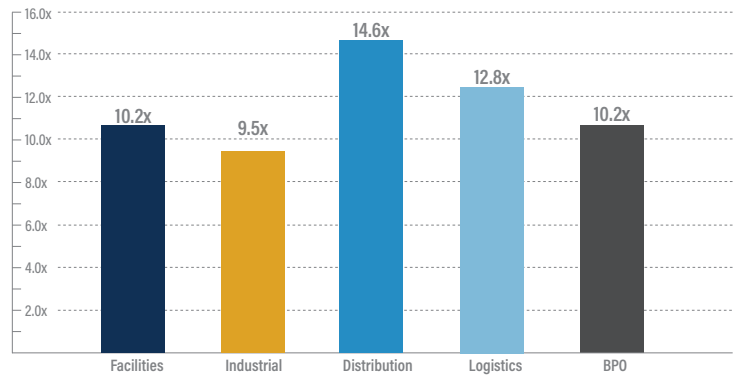
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Facilities			<ul style="list-style-type: none"> CertaSite, The Riverside Company's fire and life safety services platform, has agreed to acquire the Advanced family of businesses - Advanced Fire Company, Approved Fire Protection and Advanced Fire & Security The three companies will be merged into one business under the Advanced Fire brand, providing a full-suite of facility services including fire and life safety, security, access control and fire suppression services for industrial, retail and commercial facilities The acquisition expands CertaSite's geographic presence into western Pennsylvania and marks the company's sixth acquisition in the fire and life safety space in the last year
Industrial			<ul style="list-style-type: none"> Court Square Capital, a New York-based private equity firm, has agreed to acquire RailPros, a leading railroad construction services provider in Texas, from Bow River Capital RailPros offers engineering, design, site and safety management services for rail operators, public utility companies and the Department of Transportation contractors throughout the Midwest Court Square Capital plans to continue RailPros' existing growth initiatives to expand its geographic presence, enhance service capabilities and complete strategic acquisitions
Distribution			<ul style="list-style-type: none"> Global gas generation systems provider Xebec Adsorption (TSXV: XBC) has agreed to acquire Air Flow, a North-Carolina based HVAC equipment distributor Air Flow distributes compressed air equipment including refrigeration and air conditioning systems, boilers and chillers for industrial and commercial facilities throughout the United States The acquisition strengthens Xebec Adsorption's Cleantech systems offering; Xebec plans to incorporate its renewable natural gas and hydrogen adoption systems into Air Flow's existing distribution platform
Logistics			<ul style="list-style-type: none"> North American transportation and logistics services provider TFI International (NYSE: TFII) has agreed to acquire Canada-based APPS Transport Group, a transportation and supply chain solutions provider APPS Transport Group provides less-than-truckload (LTL), warehousing, distribution and logistics services for the retail, automotive, food and beverage, industrial and electrical supply sectors across Canada TFI International continues to build its geographic presence and service capabilities through acquisition in 2020 - APPS Transport Group represents the company's sixth logistics services add-on acquisition since March
BPO			<ul style="list-style-type: none"> Global investment firm KKR has agreed to acquire The Citation Group, a provider of health and safety law services for small and medium size businesses, from HgCapital, a UK-based private equity firm focused on technology and tech-enabled services The UK-based Citation Group provides subscription-based Compliance (HR/Employment Law, Health & Safety) and Quality (ISO certification, supplier verification) services to clients in a broad range of industries The Citation Group has completed eight strategic acquisitions, expanded their customer base to 40,000+ companies and strengthened core service capabilities since HgCapital acquired the business in 2016

BUSINESS SERVICES GROWTH & VALUATION TRENDS

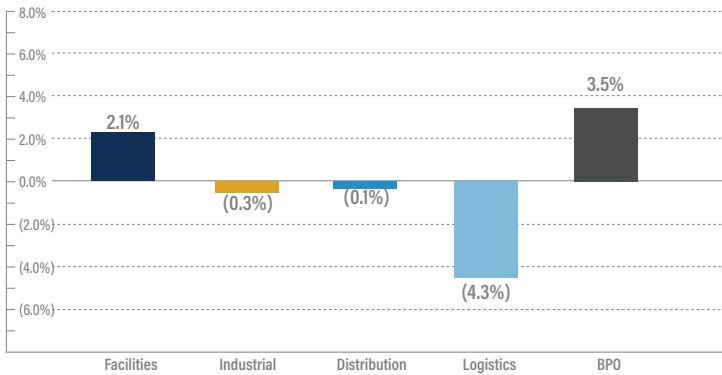
Enterprise Value / LTM Revenue



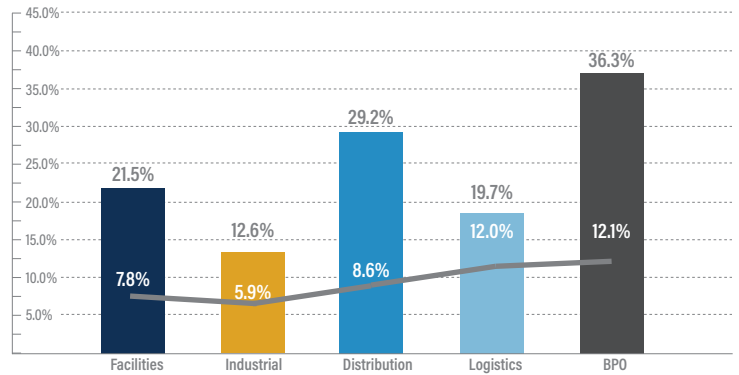
Enterprise Value / LTM EBITDA



LTM Revenue Growth

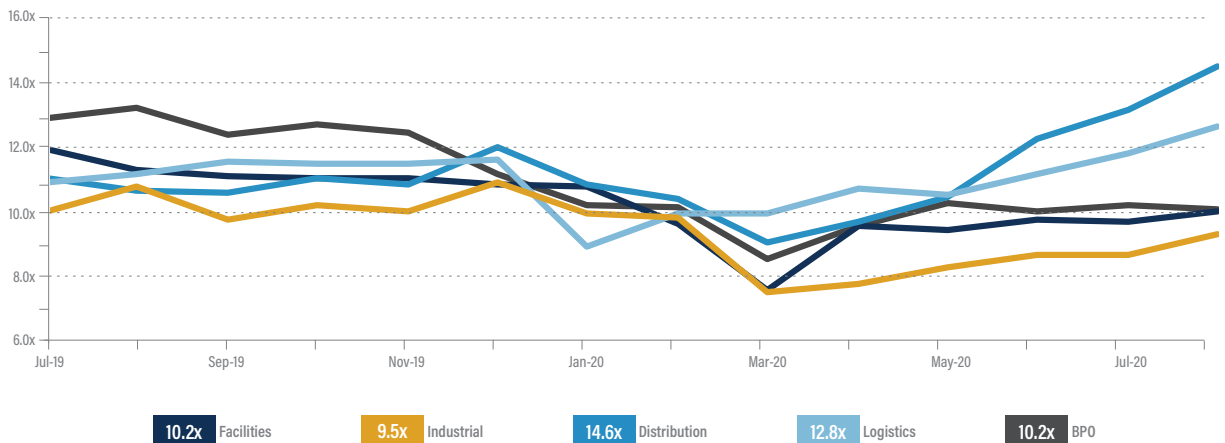


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
TFM Services LLC	Gen Cap America, Inc.	TFM Services provides janitorial services for retail, industrial, education and healthcare facilities in the Midwest

Curbco, Inc.	Cast-Crete USA, Inc.	Curbco offers concrete construction and pavement services for new construction projects and facility maintenance in the Southeast
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Cash-N-Go ATM	Payment Alliance International, Inc.	Cash-N-Go ATM provides ATM maintenance and cash distribution services for financial institutions throughout North America
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Target	Acquiror	Distribution Transactions
Mills Wilson George, Inc.	Gorham/Schaffler, Inc.	Mills Wilson George provides HVAC equipment for commercial facilities in Tennessee

Reardon Office Equipment, Inc.	Loffler Companies, Inc.	Reardon Office Equipment distributes office furniture to commercial facilities in the Midwest
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Sanilabo	Deltalab	Sanilabo distributes medical research equipment for hospitals, laboratories and research facilities in Spain
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Target	Acquiror	BPO Transactions
HCFS, Inc.	Centauri Health Solutions, Inc.	HCFS offers payment management solutions for hospitals and healthcare facilities in Texas

Tradehelm, Inc.	The Acacia Group	Tradehelm provides staffing and recruitment services for technology companies in the Midwest
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MBR Medical Billing, Inc.	Radiation Business Solutions, Inc.	MBR Medical Billing provides medical billing management services for radiation providers in Pennsylvania
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Target	Acquiror	Industrial Transactions
Otis Eastern Service LLC	Artera Services LLC	Otis Eastern Service provides pipeline and loop line construction services for oil and gas companies in the Northeast

Berner Construction, Inc.	Cedarville Engineering Group LLC	Berner Construction offers engineering and restoration services for municipal facilities and environmental projects in the Midwest
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TGC Engineering LLC	Davey Resource Group, Inc.	TGC Engineering offers engineering, site design and surveying services for new construction projects in the United States
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Target	Acquiror	Logistics Transactions
LogistiPoint Consulting LLC	The North Highland Company, Inc.	LogistiPoint provides logistics and supply chain consulting services for retail, material handling equipment and apparel businesses in Tennessee

L.T. Harnett Trucking, Inc.	A&R Logistics, Inc.	L.T. Harnett Trucking provides trucking and transport services for foodservice, pharmaceutical and commodities businesses in the Midwest
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M. J. Van Damme Trucking, Inc.	Eberhart Capital LLC	M.J. Van Damme Trucking provides freight shipping and trucking services for a broad range of industries in Michigan
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TM Capital's Business Services Industry Contacts



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