

# BUSINESS SERVICES MONTHLY

OCTOBER 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

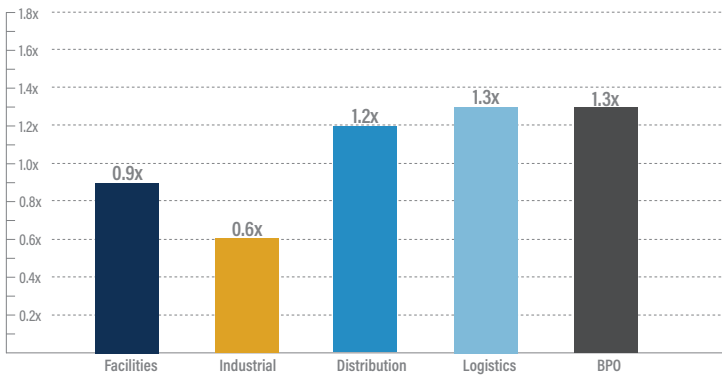
Business Process Outsourcing (BPO)

## HEADLINE TRANSACTIONS

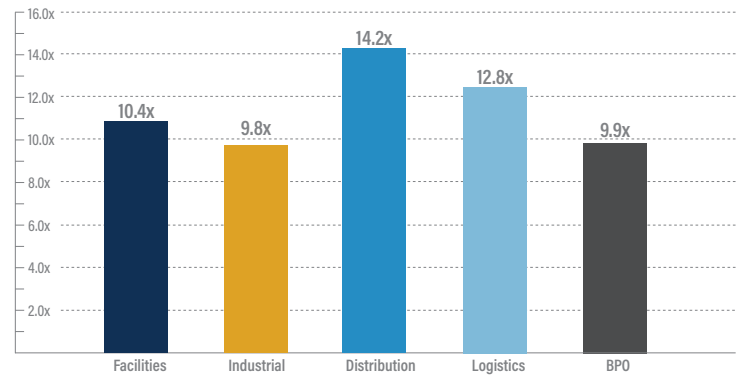
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Facilities			<ul style="list-style-type: none"> <li>Highview Capital-owned National Fire &amp; Safety has acquired Element Fire Protection, a fire safety and inspection services provider in Arizona</li> <li>Element Fire Protection offers fire and life safety services including equipment installation, 24/7 monitoring, maintenance &amp; repair and training services for commercial facilities in the Southwest</li> <li>National Fire &amp; Safety plans to integrate Element Fire Protection's operations and complementary service offerings with their existing portfolio company, RCI Systems, a Tempe, Arizona-based provider of fire safety equipment and fire protection services</li> </ul>
Industrial			<ul style="list-style-type: none"> <li>Parkhill, Smith &amp; Cooper, a regional architectural and engineering services provider, has merged with Cardinal Engineering, a Norma, Oklahoma-based engineering services provider</li> <li>Cardinal Engineering offers civil and environmental engineering services including site surveying and design, project management, environmental inspection and geotechnical coordination services for municipal, commercial, industrial and healthcare construction projects in Oklahoma</li> <li>The combined entity will operate under the Parkhill, Smith &amp; Cooper name and will offer a broad range of engineering, landscaping and architectural services through a network of over 400 professionals in the South</li> </ul>
Distribution			<ul style="list-style-type: none"> <li>Individual FoodService (IFS), a leading distributor of disposables and janitorial products, has acquired Modesto, California-based Central Sanitary Supply, a provider of facility and office cleaning supplies</li> <li>Central Sanitary Supply provides janitorial, sanitation, general cleaning and disposable products for commercial and industrial facilities in the West and Southwest regions</li> <li>Central Sanitary Supply expands IFS's sales presence and distribution capabilities into California and Nevada – the acquisition represents IFS's second add-on acquisition in 2020</li> </ul>
Logistics			<ul style="list-style-type: none"> <li>Calera Capital's national trucking services provider, Evans Delivery Company, has acquired Wilmington, North Carolina-based A.R.C. Transit, a third-party logistics provider</li> <li>A.R.C. Transit provides container drayage services for forest products, waste paper, scrap metals, plastics, textiles and agricultural products for importers and exporters in the United States</li> <li>Evans Delivery Company offers long distance container drayage, flatbed trucking and temperature controlled transportation services; the company will benefit from A.R.C.'s added capacity, nationwide coverage and create meaningful cost synergies to improve operating metrics</li> </ul>
BPO			<ul style="list-style-type: none"> <li>Leading strategic advisory firm, OneDigital, has acquired Ohio-based DS Benefits Group, a provider of human capital management services</li> <li>DS Benefits Group offers employee benefits consulting, HR administration and organizational development services for small and medium-sized businesses for a broad range of industries in the Midwest</li> <li>The deal represents OneDigital's fifth add-on acquisition in 2020 as the company continues to expand its geographic presence throughout the United States and enhance its suite of HCM services</li> </ul>

# BUSINESS SERVICES GROWTH & VALUATION TRENDS

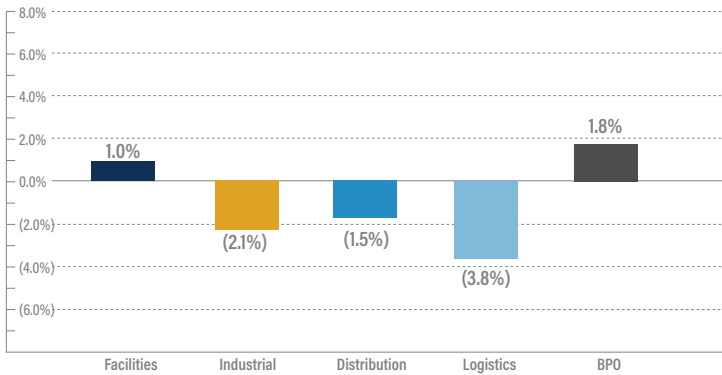
Enterprise Value / LTM Revenue



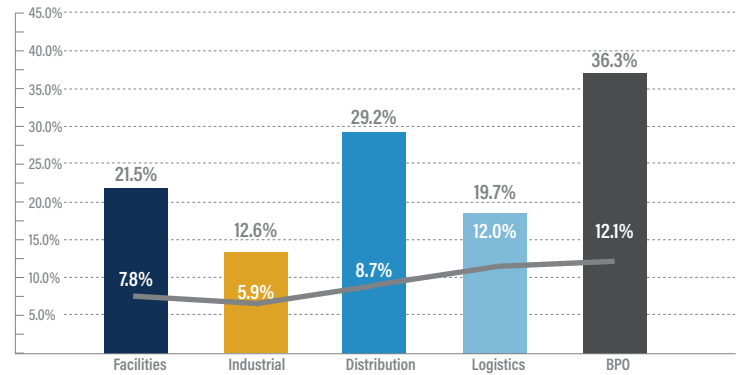
Enterprise Value / LTM EBITDA



LTM Revenue Growth

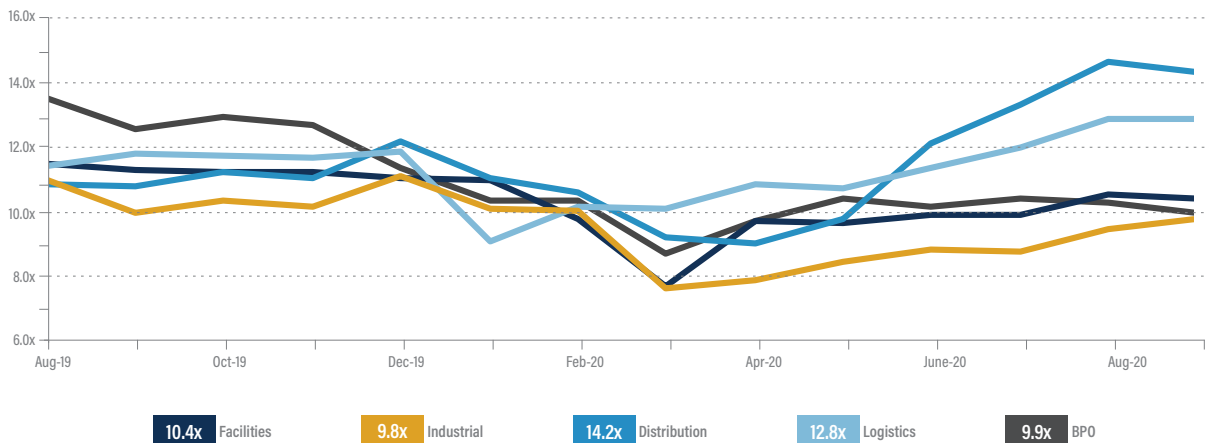


LTM Gross & EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



# SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Domus Building Cleaning Company	Alpine Building Maintenance, Inc.	Domus Building Cleaning offers cleaning and maintenance services for commercial, municipal, retail and technology facilities in Canada

Griffin Pavement Striping, Inc.	Frontline Road Safety	Griffin Pavement Striping provides pavement striping services for roads, highways and airports in Ohio
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Jordan's Tree Moving & Maintenance, Inc.	SavATree	Jordan's Tree Moving & Maintenance provides landscaping and tree removal services for commercial properties in Colorado
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Target	Acquiror	Distribution Transactions
Chelsea Lighting NYC LLC	Kinzie Capital Partners LLC	Chelsea Lighting distributes lighting control equipment for commercial, municipal and warehouse construction projects on the East Coast

Applied Machine & Motion Control, Inc.	Motion Industries, Inc.	Applied Machine & Motion Control distributes industrial motion, machine control and vision systems for the automation and robotics sectors in the Midwest
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Foley Group, Inc.	Convergence Partners, Inc.	Foley Group distributes lighting and electrical equipment for construction projects in the Midwest
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Target	Acquiror	BPO Transactions
NES Global Talent	Fircroft Engineering Services	NES Global Talent provides staffing services for energy, chemical manufacturing and construction businesses internationally

Swift Payments	Paystone, Inc.	Swift Payments provides merchant and payment processing services for the automotive sector in Canada
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Insurance Administrative Solutions LLC	Integrity Marketing Group LLC	Insurance Administrative Solutions offers third party administrative services for insurance companies in the Southeast
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Target	Acquiror	Industrial Transactions
Industry Services Company, Inc.	Osceola Capital Management LLC	Industry Services Company provides refractory construction, demolition and concrete work for construction projects in the South

Jay Engineering Company, Inc.	George Butler Associates, Inc	Jay Engineering Company provides civil engineering services for new construction, commercial irrigation and utility installation projects in Texas
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Bird+Bull, Inc.	V3 Companies	Bird+Bull offers civil engineering and land surveying services for commercial, municipal and drainage construction projects in the Midwest
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Target	Acquiror	Logistics Transactions
DLS Worldwide Logistics	TFI International, Inc.	DLS Worldwide provides third-party logistics including less-than-truckload, freight forwarding and parcel management services in the United States

CLW Delivery, Inc.	Forward Air Corporation	CLW Delivery provides final mile logistics services for retailers and manufacturers in Tennessee
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Nick Barbieri Trucking LLC	RelaDyne, Inc.	Nick Barbieri Trucking offers fuel transportation services for the aviation and energy sectors in the United States
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## TM Capital's Business Services Industry Contacts



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