

BUSINESS SERVICES MONTHLY

FEBRUARY 2021

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

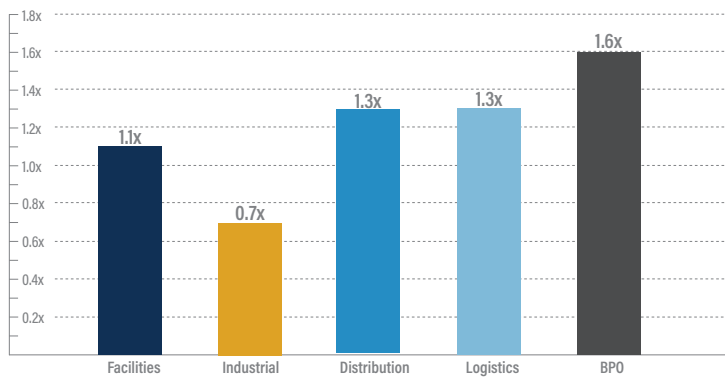
Business Process Outsourcing (BPO)

HEADLINE TRANSACTIONS

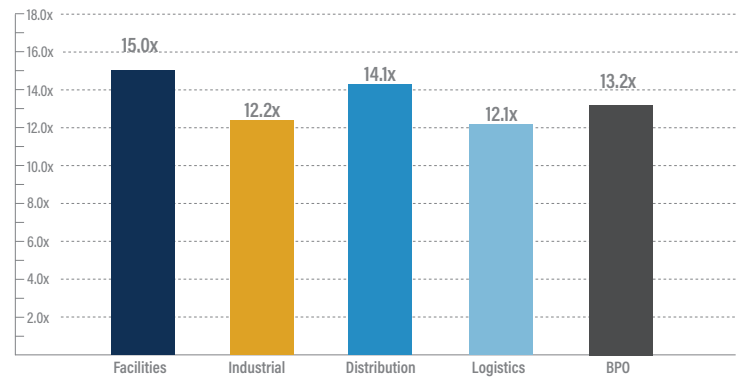
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Facilities			<ul style="list-style-type: none"> CertaSite, The Riverside Company-owned commercial fire protection and life safety services provider, has acquired Great Lakes Fire and Safety Equipment ("GLF&SE"), an Alpena, Michigan-based fire and safety protection services provider GLF&SE offers fire equipment safety, monitoring and installation services for fire extinguishers, alarms and sprinkler systems in commercial, healthcare, municipal and retail facilities The acquisition strengthens CertaSite's geographic presence in the Midwest as the company continues to expand its market share by strategic acquisition - GLF&SE represents CertaSite's sixth add-on acquisition in Michigan
Industrial			<ul style="list-style-type: none"> National engineering, architectural and environmental services company Garver has acquired Norman, Oklahoma-based Cabbiness Engineering, a regional industrial engineering services provider Cabbiness provides civil engineering and design services for the municipal, water and transportation sectors in Oklahoma including projects for the Department of Transportation and Turnpike Authority The acquisition adds Cabbiness' customer relationships and service expertise to position Garver as an industrial services leader in Oklahoma while expanding the company's total employee headcount to over 800 across the United States
Distribution			<ul style="list-style-type: none"> Daikin Industries' (TSE: 6367) United States subsidiary, Daikin North America, has acquired ABCQO HVACR Supply & Solutions ("ABCQO"), a Long Island City, New York-based distributor of HVAC and refrigeration equipment ABCQO specializes in providing air conditioning, heating, water systems and refrigeration equipment for commercial, industrial and residential applications in the northeastern United States ABCQO represents Daikin North America's second acquisition of a United States-based distributor following the addition of Stevens Equipment Supply, a TM Capital-led process, in November 2020
Logistics			<ul style="list-style-type: none"> TFI International agreed to acquire the Less-Than-Truckload (LTL) division of UPS, UPS Freight, for \$800m, creating one of the largest LTL service platforms in North America UPS Freight, a \$3 billion division of UPS, provides long haul transportation of palletized and heavy LTL shipments, temperature controlled transportation and logistics services throughout North America TFI will add over 14,500 UPS Freight employees, now operating under the name "TForce Freight" - TFI intends to improve UPS Freight's profitability and capitalize on the growing final-mile logistics market driven by e-commerce
BPO			<ul style="list-style-type: none"> Alera Group, a leading employee benefits services provider, has announced the acquisition of Manchester, New Hampshire-based Granite Group Benefits, an employee benefits and commercial insurance services provider Granite Group Benefits offers employee benefits, advisory, insurance, wellness training and risk management consulting services for a broad range of industries in the northeastern United States Granite Group will strengthen Alera's footprint and penetration in the Northeast as the company continues to expand its geographic presence nationally - the acquisition represents Alera's fifth acquisition since November 2020

BUSINESS SERVICES GROWTH & VALUATION TRENDS

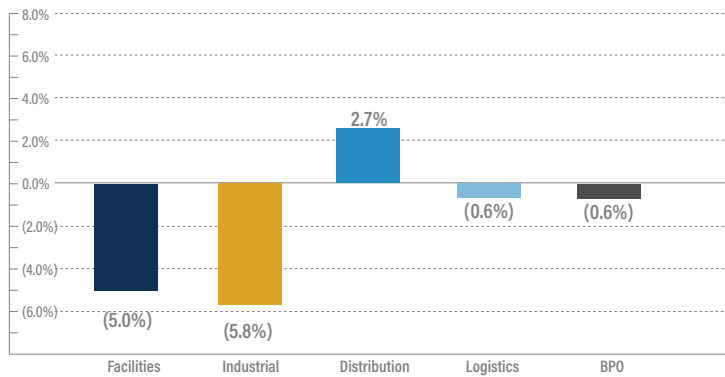
Enterprise Value / LTM Revenue



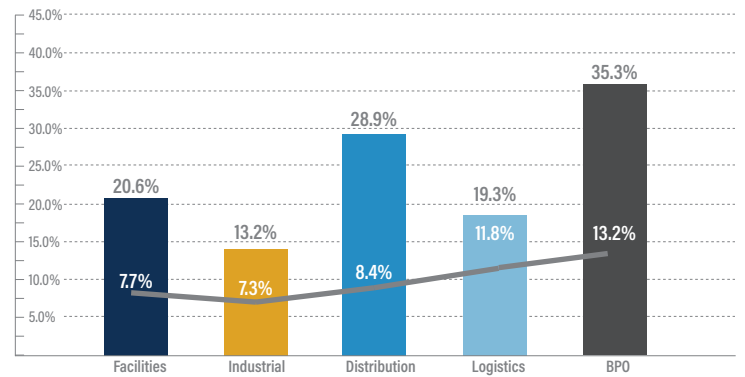
Enterprise Value / LTM EBITDA



LTM Revenue Growth

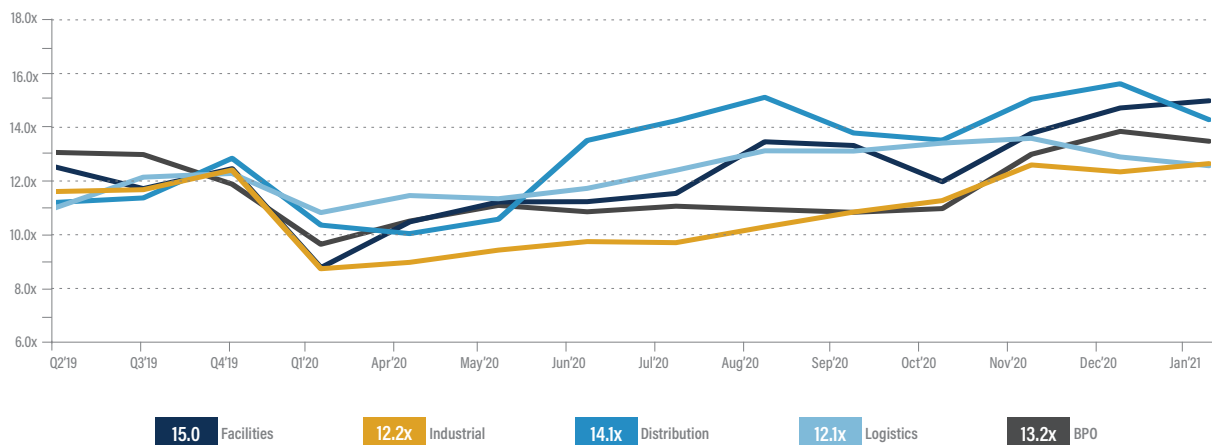


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Sunland Asphalt & Construction, Inc.	Huron Capital Partners LLC	Sunland Asphalt provides asphalt paving, maintenance and specialty contract services for roads, parking lots and sporting facilities in the Southwest

Global Industrial Services, Inc.	Pritchard Industries, Inc.	Global Industrial Services offers commercial facility maintenance, janitorial and landscape services in the Northeast
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Nardini Fire Equipment Co., Inc.	Pye-Barker Fire & Safety LLC	Nardini Fire Equipment provides fire protection, safety planning, equipment installation and code compliance services for commercial and industrial facilities in the Midwest
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Target	Acquiror	Distribution Transactions
Mine Equipment & Design	Mid-State Machine & Fabricating Corporation	Mine Equipment & Design distributes industrial machinery for the mining industry in the Midwest

Supply Solutions	Consolidated Paper Group, Inc.	Supply Solutions provides janitorial, packaging, cleaning and office supplies for commercial facilities in California
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Sullair of Houston, Inc.	HOLT CAT	Sullair of Houston distributes stationary and portable air compressors for commercial and industrial applications in the South
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Target	Acquiror	BPO Transactions
Novem Benefits	OneDigital Health and Benefits, Inc.	Novem Benefits provides employee benefits and financial management solutions for a broad range of industries in the United States

Employment Screening Services, Inc.	Global HR Research Inc.	Employment Screening Services offers criminal, employment & education verification and social security screening services for healthcare, financial services and construction industries in the South
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Paylogic	Dominion Payroll	Louisville, Kentucky-based Paylogic provides payroll management, direct deposit, third-party payment and custom reporting services
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Target	Acquiror	Industrial Transactions
Lockwood, Kessler & Bartlett, Inc.	The Vertex Companies, Inc.	Lockwood, Kessler & Bartlett provides project planning, engineering and consulting services for municipal and environmental construction projects on the East Coast

LHC Structural Engineers	Bennett & Pless, Inc.	LHC Structural Engineers offers engineering and design services for healthcare, municipal and commercial building projects in the Mid-Atlantic
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RT Group	Tighe & Bond, Inc.	RT Group provides civil construction, environmental and recreational engineering and consulting services in the Northeast
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Target	Acquiror	Logistics Transactions
Temp-Distribution of Maryland, Inc.	East Coast Warehouse & Distribution Corp.	Temp-Distribution of Maryland provides temperature-controlled transportation and warehousing logistics services in the United States

Lewis Logistics, Inc.	Estes Forwarding Worldwide LLC	Lewis Logistics offers warehousing, distribution and logistics services for a broad range of industries in North America
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WW. Transport, Inc.	McCoy Group, Inc.	WW. Transport offers freight transportation services including flatbed and heavy hauling services for the food and construction industries in the United States
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