

BUSINESS SERVICES MONTHLY

JANUARY 2022

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

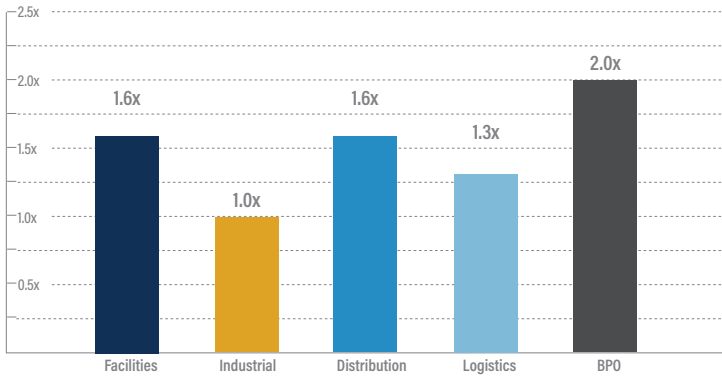
ACQUIROR

ACQUISITION SYNOPSISIS

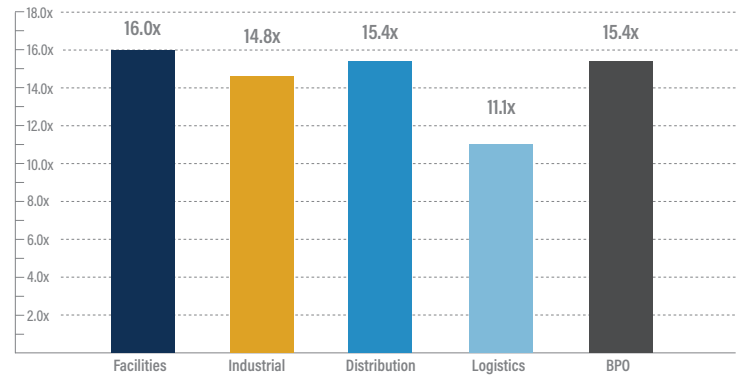
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Facilities			<ul style="list-style-type: none"> TM Capital served as exclusive financial advisor to RWS Facility Services, a portfolio company of Atar Capital, in connection with its sale to Quest Resource Holding Corporation (NASDAQ:QRHC) RWS is a full-service, asset light facility management platform that delivers a comprehensive suite of recurring managed waste and recycling solutions to blue chip customers throughout the United States The acquisition of RWS provides Quest with a leading position in the commercial property vertical, complements its industrial market customer base and provides entry into the commodity recycling market
Industrial			<ul style="list-style-type: none"> MasTec, a leading infrastructure services provider in North America, has acquired Henkels & McCoy, a Blue Bell, Pennsylvania-based infrastructure engineering and construction services provider, for \$593 million Henkels & McCoy is one of the largest utility contractors in the United States offering project management, construction, emergency, engineering and design services, generating a reported \$1.65 billion in revenue in 2020 The acquisition will add more than five thousand employees to enhance MasTec's transmission and distribution resources as well as expand its geographic presence in the northwestern and northeastern United States
Distribution			<ul style="list-style-type: none"> American Industrial Partners, a New York-based private equity firm, has acquired RelaDyne, a Cincinnati, Ohio-based lubricants and fluids distributor, from Audax Private Equity RelaDyne offers a broad range of lubricants, fuels, diesel exhaust fluids and chemical products for industrial, commercial and automotive applications in the United States American Industrial Partners plans to grow the business by enhancing its operating efficiencies and through strategic acquisitions - since Audax acquired the business in 2016, RelaDyne has completed more than twenty add-on acquisitions
Logistics			<ul style="list-style-type: none"> Leading logistics and transportation company Ryder System (NYSE:R) has announced the acquisition of Whiplash, a City of Industry, California-based omnichannel fulfillment and logistics services provider, for \$480 million Whiplash offers ecommerce, retail and wholesale fulfillment and logistics services through its network of nineteen facilities located near key ports and markets, totaling nearly seven million square feet throughout the United States Whiplash will greatly enhance Ryder's ecommerce and omnichannel fulfillment services by adding valuable locations and automation logistics services to better serve its retail and consumer customers
BPO			<ul style="list-style-type: none"> American Safety Council, a portfolio company of private equity firm Ridgemon Equity Partners, has acquired TPC Training Systems, a Chicago, Illinois-based provider of workplace training and safety solutions, from Frontenac Company TPC Training Systems provides industrial skills and workplace safety training for a broad range of industries including the industrial and foodservice sectors internationally The acquisition broadens American Safety Council's sales and technology training and compliance services offering and expands the company's geographic reach for its direct-to-professional services

BUSINESS SERVICES GROWTH & VALUATION TRENDS

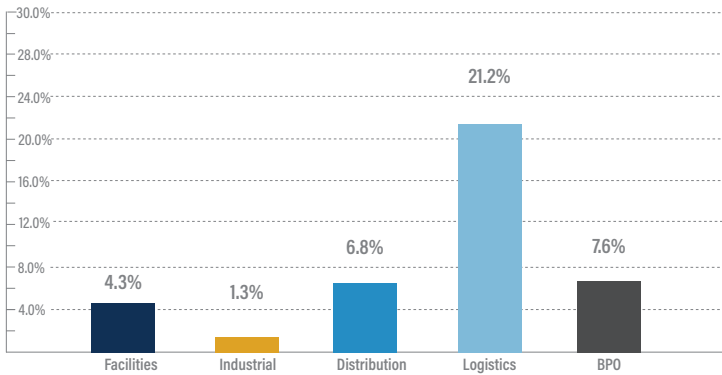
Enterprise Value / LTM Revenue



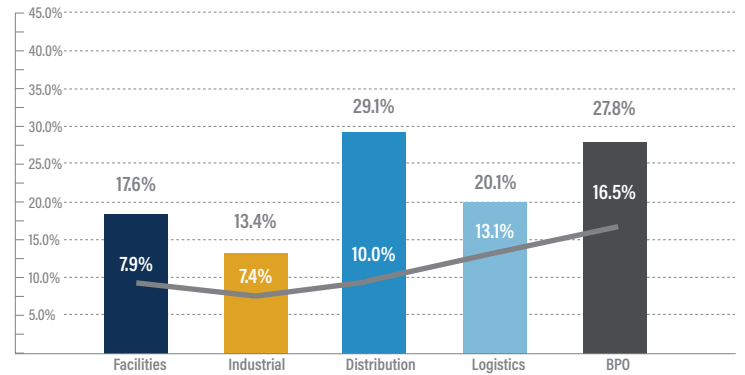
Enterprise Value / LTM EBITDA



LTM Revenue Growth

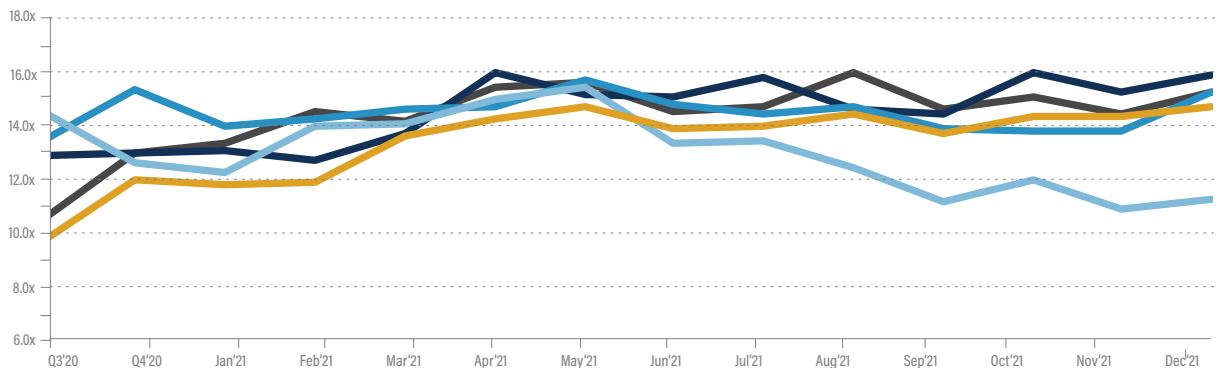


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



16.0x Facilities

14.8x Industrial

15.4x Distribution

11.1x Logistics

15.4x BPO

SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Bales Restoration, Inc.	FirstOnSite Property Restoration	Bales Restoration provides water restoration, cleaning and remediation services in the Northwest

Fire Protection Service Corporation	Pye-Barker Fire & Safety LLC	Fire Protection Service designs and installs fire & life safety solutions including safety products, security alarms and detectors for commercial facilities in the West
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Waste Partners Environmental, Inc.	Sweeping Corporation of America, Inc.	Waste Partners Environmental offers waste disposal and street sweeping services in the Southwest
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Target	Acquiror	Distribution Transactions
Janitor's Warehouse, Inc.	Brady Industries, Inc.	Janitor's Warehouse distributes janitorial, packaging, foodservice, and skin care products for industrial and commercial applications in Texas

Air Reps LLC	Daikin North America LLC	Air Reps provides air movement and chiller system products including commercial HVAC systems and industrial heaters in the West
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American Paper & Twine Company	Imperial Dade	American Paper & Twine distributes janitorial, packaging, foodservice and safety products for commercial, industrial and medical facilities throughout the United States
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Target	Acquiror	BPO Transactions
Employment Background Investigations, Inc.	Sterling Infosystems, Inc.	Employment Background Investigations provides employee background screening services for the healthcare, hospitality and retail industries in the United States

Benemax, Inc.	OneDigital Health and Benefits, Inc.	Medfield, Massachusetts-based Benemax offers benefit management services for employers in a broad range of industries
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ReSource Pro LLC	Kelso & Company	ReSource Pro offers insurance process outsourcing and advisory services for retail and insurance businesses throughout the United States
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Target	Acquiror	Industrial Transactions
ADGA Group Consultants, Inc.	Commissionaires Ottawa Security and Consulting Group Corp	ADGA offers engineering consulting services for the defense, security and aerospace sectors in Canada

Reconstruction Experts Inc.	Johns Lyng Group	Reconstruction Experts offers reconstruction, restoration, renovation and remodeling services for commercial, industrial and residential facilities in the United States
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The Bell Company LLC	HB Global LLC	The Bell Company provides mechanical and plumbing construction services for a broad range of public and private construction projects in the United States
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Target	Acquiror	Logistics Transactions
BDP International, Inc.	PSA International	BDP International provides lead logistics, 4PL solutions, transportation, warehousing and distribution services for a broad range of industries internationally

MNX Global Logistics	Quad-C Management, Inc.	Long Beach, California-based MNX Global Logistics provides expedited transportation and logistics services for the aerospace, healthcare, retail, commercial and industrial industries
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ICAT Logistics, Inc.	KCM Capital Partners	ICAT Logistics provides a broad range of transportation logistics and freight services for the government, retail, healthcare and industrial sectors throughout the United States
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TM Capital's Business Services Industry Contacts



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