

# BUSINESS SERVICES MONTHLY

JUNE 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

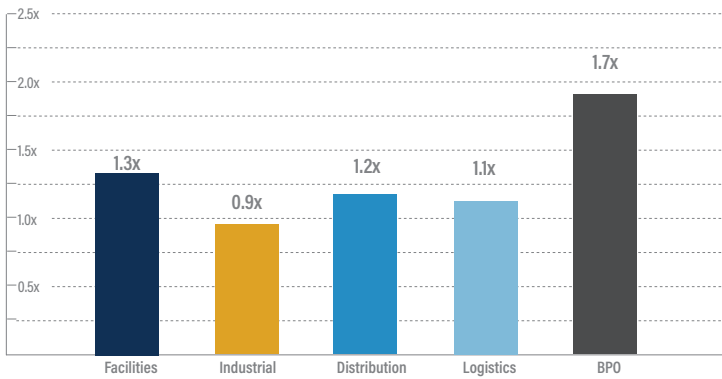
Business Process Outsourcing (BPO)

## HEADLINE TRANSACTIONS

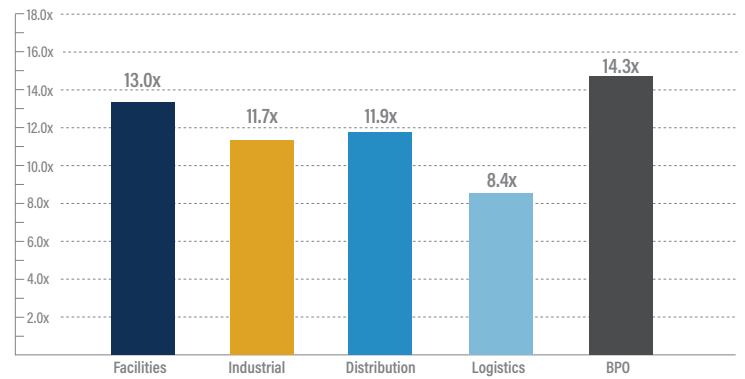
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Facilities			<ul style="list-style-type: none"> <li>Performance Systems Integration ("PSI"), a portfolio company of The Riverside Company, has acquired Evergreen Fire and Security, a Tacoma, Washington-based fire and life safety services provider</li> <li>Evergreen Fire and Security offers recurring fire and life safety solutions including system inspections, repair and maintenance services for government-related, industrial and commercial facilities in the Northwest</li> <li>The acquisition will enhance PSI's geographic presence in Washington and represents PSI's eighth add-on acquisition since The Riverside Company acquired the business in 2019</li> </ul>
Industrial			<ul style="list-style-type: none"> <li>TRC Companies, a portfolio company of Warburg Pincus, has acquired Draper Aden Associates, a Blacksburg, Virginia-based civil engineering and consulting firm</li> <li>Draper Aden Associates offers full-service consulting and engineering services including energy-related design and mapping services, wastewater planning, construction inspection and materials testing, serving customers along the East Coast with locations throughout Virginia and North Carolina</li> <li>The acquisition will expand TRC's engineering and design capabilities and represents the company's third acquisition since Warburg Pincus acquired the business in October 2021</li> </ul>
Distribution			<ul style="list-style-type: none"> <li>Advent International, an international private equity firm, has acquired Imperial Dade, a leading foodservice packaging and janitorial supplies distributor, from Bain Capital</li> <li>Imperial Dade offers foodservice packaging, maintenance supplies, floor equipment and industrial packaging products for commercial and industrial facilities throughout North America</li> <li>Advent plans to build on Imperial Dade's rapid growth since Bain acquired the company in 2019 - Bain accelerated growth in the business through a combination of organic and inorganic initiatives, resulting in over \$3 billion revenue growth during Bain's ownership</li> </ul>
Logistics			<ul style="list-style-type: none"> <li>HG Vora Capital, a New York-based asset management firm, has proposed the acquisition of 100% of Ryder Systems (NYSE: R), an international logistics services provider, for \$4.4 billion, representing a premium of ~20% on Ryder's stock price</li> <li>Ryder Systems is a leading provider of transportation and logistics services that operates through one of North America's large fleet of trucks and utilizes over 55 million sq. ft. of warehouse space</li> <li>HG Vora Capital's proposed acquisition comes after Ryder recently reported a ~28% YoY increase in revenue through the first three months of 2022 and demand for logistics services from eCommerce has grown rapidly since the pandemic</li> </ul>
BPO			<ul style="list-style-type: none"> <li>Allied Universal Security Services, a portfolio company of Warburg Pincus, has acquired American Services, a Greenville, South Carolina-based security services provider</li> <li>American Services offers a broad range of security and business process outsourcing services including staffing, facility security, parking control management, janitorial and CCTV monitoring services for the healthcare, educational and industrial markets</li> <li>Allied Universal will add American Services 1,200+ employees and will meaningfully enhance Allied Universal's services offering and geographic presence in the southeastern United States</li> </ul>

# BUSINESS SERVICES GROWTH & VALUATION TRENDS

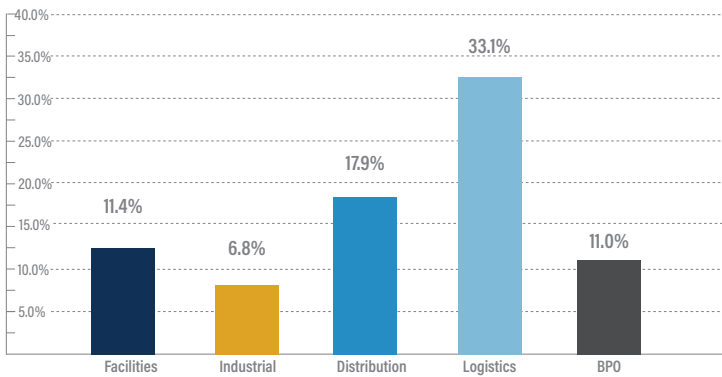
Enterprise Value / LTM Revenue



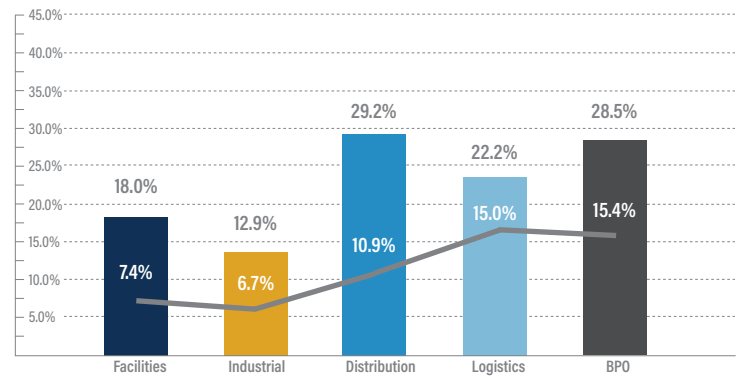
Enterprise Value / LTM EBITDA



LTM Revenue Growth

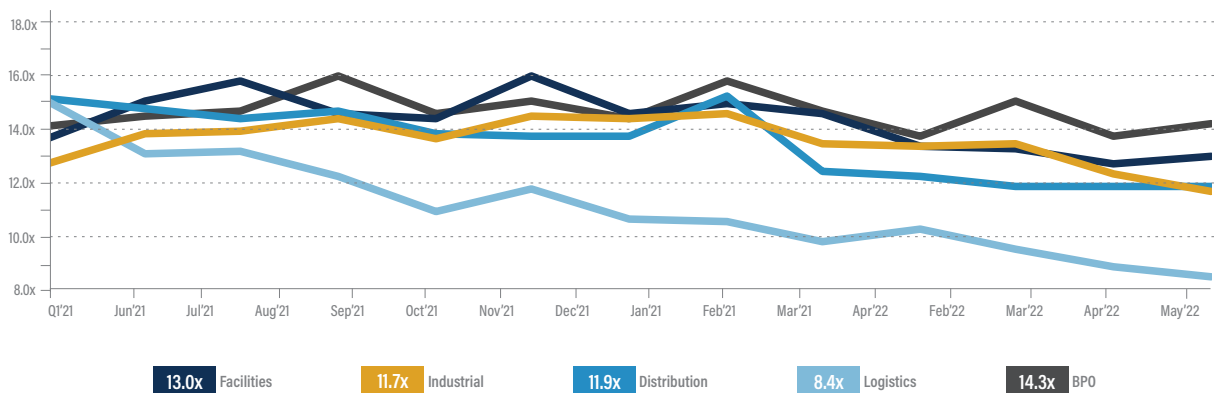


LTM Gross & EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



# SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
EnviroWise	Premier Tech	EnviroWise provides environmental and facilities services including remediation and waste management services in the United Kingdom

Birrell Services LLC	Tendit Group	Birrell Services provides commercial pressure washing, snow removal, parking lot sweeping and landscaping services in the western United States
----------------------	--------------	---

ISS Damage Control	R3 Polygon UK	United Kingdom-based ISS Damage Control offers commercial disaster recovery services including restoration, emergency response and waste removal services
--------------------	---------------	---

Target	Acquiror	Distribution Transactions
Retailers Supply Company Inc.	AramSCO, Inc.	Retailers Supply distributes janitorial supplies and equipment for the education, industrial, retail and commercial sectors in the Midwest

Illingworth Engineering Company	Thermal Tech, Inc.	Jacksonville, FL-based Illingworth Engineering provides boilers and related equipment for healthcare facilities, government agencies and educational buildings
---------------------------------	--------------------	--

American Paper Towel Co. LLC	Envoy Solutions LLC	American Paper Towel distributes janitorial, maintenance and lighting products for commercial businesses on the East Coast
------------------------------	---------------------	--

Target	Acquiror	BPO Transactions
The Baer Group LLC	The Acacia Group	The Baer Group provides ERP staffing and consulting services for government agencies and the automotive, financial and consumer products sectors

House of HR	Bain Capital	Belgium-based House of HR offers HR management solutions including staffing, consulting and payroll services for a broad range of industries
-------------	--------------	--

Next I.T., LLC (nka:DBA Next I.T.)	Valeo Networks Inc.	Next I.T. offers information technology solutions including computer consulting, project management and website development for SMBs in Michigan
------------------------------------	---------------------	--

Target	Acquiror	Industrial Transactions
DRMP, Inc.	Trilon Group	DRMP provides civil engineering, surveying, planning and inspection services for construction projects in the Southeast

Mile High Elevator LLC	3 Phase Elevator Corporation	Sheridan, CO-based Mile High Elevator offers elevator maintenance, repair, modernization and testing services
------------------------	------------------------------	---

D&S Hoist & Crane Systems	Crane 1 Services, Inc.	D&S Hoist & Crane Systems provides overhead crane inspections, repairs and maintenance in Pennsylvania
---------------------------	------------------------	--

Target	Acquiror	Logistics Transactions
Express Courier International, Inc.	Diligent Delivery Systems, Inc.	Express Courier International offers logistics services including same-day delivery, courier and warehousing solutions for a broad range of sectors in the United States

iDC Logistics, Inc.	H.I.G. Capital LLC	iDC Logistics provides freight forwarding, contract logistics, transportation and distribution services throughout the United States
---------------------	--------------------	--

Vision Logistical Solutions	Associated Couriers, Inc.	Vision Logistical Solutions offers logistics and transportation solutions throughout Europe
-----------------------------	---------------------------	---

## TM Capital's Business Services Industry Contacts



**Jarrad Zalkin**  
Managing Director  
jzalkin@tmcapital.com  
617.259.2207



**David Felts**  
Managing Director  
dfelts@tmcapital.com  
404.995.6252



**James Grien**  
Managing Director  
jgrien@tmcapital.com  
404.995.6235



**Steven Hunter**  
Managing Director,  
Sponsor Coverage  
shunter@tmcapital.com  
404.995.6232