

BUSINESS SERVICES MONTHLY

JULY 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

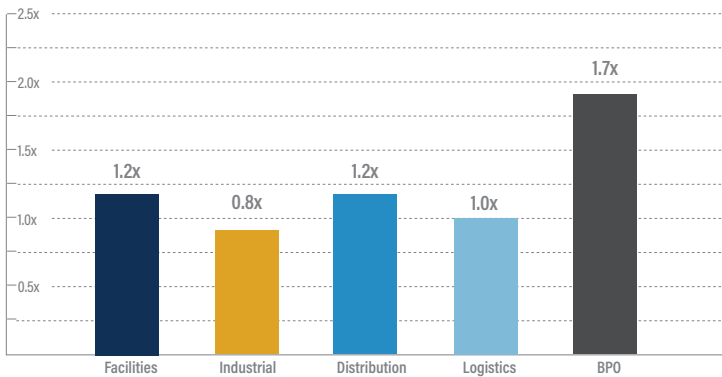
Business Process Outsourcing (BPO)

HEADLINE TRANSACTIONS

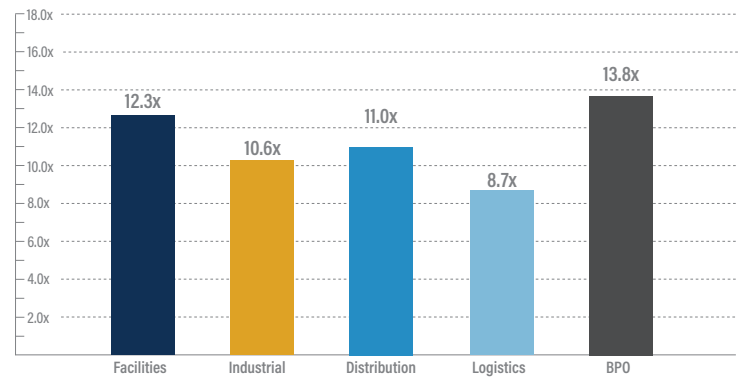
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Facilities			<ul style="list-style-type: none"> CertaSite, a portfolio company of The Riverside Company, has acquired Heartland Fire & Security ("HLFS"), a Davenport, IA based fire protection and security business HLFS offers a broad range of fire safety and security services including the installation and maintenance of fire alarms, fire suppression systems, security systems, CCTV systems and safety systems to industrial & commercial facilities The acquisition of HLFS is Certasite's 17th Midwest based fire protection and life safety add-on acquisition to their platform, which further expands their customer pool and service options
Industrial			<ul style="list-style-type: none"> Buckthorn Partners, a British private equity firm, has teamed up with One Equity Partners ("OEP"), a U.S. private equity firm, to propose an offer to acquire British civil engineering firm, Amey from Spanish infrastructure firm Ferrovial for ~\$240 million Amey, with its network of ~15,000 employees, is one of Britain's largest private civil engineering contractors that works across various sectors including prisons, schools, transport and defense Buckthorn and OEP's acquisition of Amey is a strategic effort for the private equity firms to dip into recurring government spending and major projects
Distribution			<ul style="list-style-type: none"> Reladyne, an American Industrial Partner's portfolio company, has acquired Orange Line Oil Company ("Orange Line"), a distributor and wholesaler of lubricants, solutions and coolants Orange Line is one of California's largest distributors of bulk motor oil and a steady wholesale distributor of coolants, solutions and other vehicle based products for automotive care shops and commercial garages Reladyne will look to take advantage of Orange Line's customer base, distribution channels and product lines to help build out extensive penetration into the California oil distribution markets and to catalyze sustainable growth for new product offerings through the Reladyne name
Logistics			<ul style="list-style-type: none"> USA Truck (NASDAQGS:USAK), a Van Buren, AR based transportation services provider, has been acquired by BD Schenker, Inc., the logistics division of German Rail Operator Deutsche Bahn USA Truck, through its two divisions Trucking and USAT Logistics, provides all of the services required to haul, track and deliver freight across North America The \$435 million (~\$32 per share) acquisition will securely position DB Schenker as a major player in the land transportation industry as they acquire access to more than 2,750 tractors and 6,500 trailers
BPO			<ul style="list-style-type: none"> Empower HR ("Empower"), a professional employer organization ("PEO") and human resources outsourcing firm, has been acquired by Vensure Employer Solutions ("Vensure"), a portfolio company of Stone Point Capital Empower offers a full suite of PEO and HR services through a web based portal to benefit a variety of industries including private equity, technology, healthcare and hospitality in the Midwest Vensure will look to leverage the acquisition of Empower to provide a more encompassing array of support offerings to clients as the firm tackles its next phase of growth

BUSINESS SERVICES GROWTH & VALUATION TRENDS

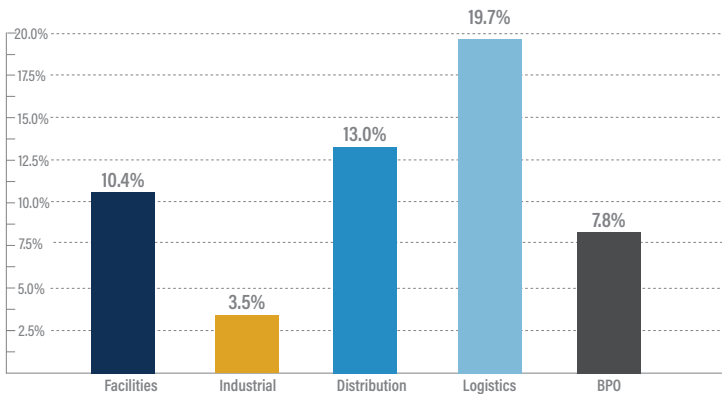
Enterprise Value / LTM Revenue



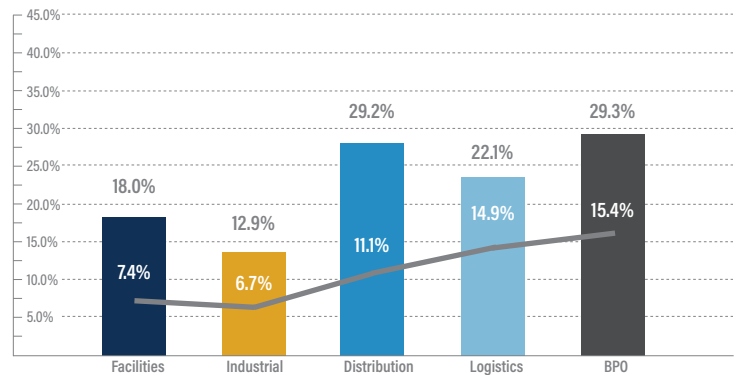
Enterprise Value / LTM EBITDA



LTM Revenue Growth

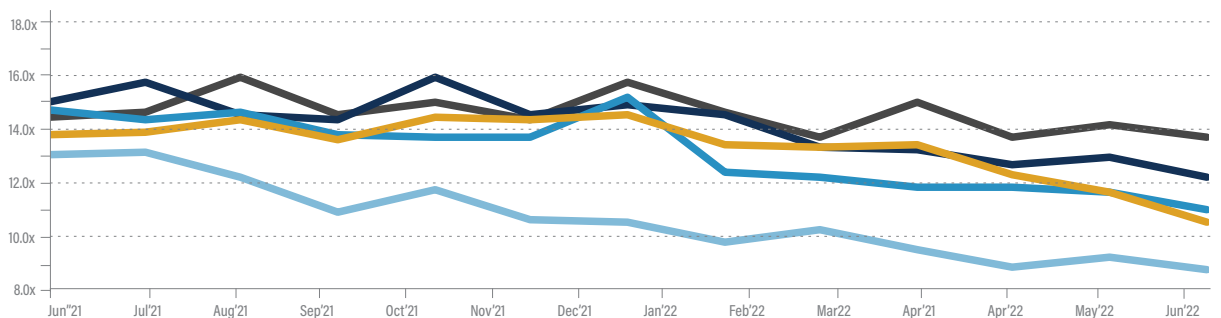


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



12.3x Facilities 10.6x Industrial 11.0x Distribution 8.7x Logistics 13.8x BPO

SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Acumen Waste Services Limited	Beauparc Utilities Limited	Acumen Waste Services provides waste management treatment & Transfer and industrial site services in the United Kingdom

Elite Fire Safety, LLC	Sciens Building Solutions, LLC	Elite Fire Safety is a provider of fire alarm and protection services to a variety of commercial end markets
------------------------	--------------------------------	--

Air-Master Heating & Air Conditioning, LLC	Heartland Home Services, Inc.	Air-Master offers solutions for installation, maintenance and repair of heating and air conditioning systems
--	-------------------------------	--

Target	Acquiror	Distribution Transactions
Camden Bag & Paper Company, LLC	Brady Industries, Inc.	Camden Bag & Paper Company distributes paper packaging products used for shipping and storage across a variety of end markets

Nickels Performance	Autosales, Inc.	Nickels is a distributor of automotive parts and accessories for automotive modification shops in the U.S.
---------------------	-----------------	--

Store Room Fasteners, Inc.	Endries International, Inc.	Store Room Fasteners distributes industrial products across a wide variety sectors including manufacturing, farming and construction
----------------------------	-----------------------------	--

Target	Acquiror	BPO Transactions
Focus OneSource, LLC	G&A Outsourcing, Inc.	Focus OneSource provides outsourced human resource management services

Cascades Technologies, Inc.	Ad Hoc, LLC	Cascades Technology provides professional consulting services and information technology (IT) to the federal government
-----------------------------	-------------	---

Alembro	Majorel Group Luxembourg (ENXTAM:MAJ)	Alembro offers services such as data processing, customer service, web content management, virtual assistance and financial administration
---------	---------------------------------------	--

Target	Acquiror	Industrial Transactions
Western Air Ducts Limited	CECO Environmental Corp. (NASDAQQGS:CECE)	Western Air Ducts provides industrial air quality consultancy and engineering services throughout the UK

Fabre Engineering, Inc.	Bowman Consulting Group (NASDAQM:BWMN)	Fabre Engineering offers civil and environmental engineering, surveying and project financing services across many end markets
-------------------------	--	--

Patriot Environmental Services, Inc.	Heritage-Crystal Clean, LLC	Patriot Environmental Provides environmental cleaning, disposal, management and consulting services across the Southwest
--------------------------------------	-----------------------------	--

Target	Acquiror	Logistics Transactions
Globus Wine	Anora Group (HLSE:ANORA)	Globus Wine offers logistics solutions for wine producers by designing packaging and distributing product across Baltic markets

Smith Transport, Inc.	Heartland Express, Inc. (NASDAQQGS:HTLD)	Smith Transport is a truckload carrier company that provides customized logistics services and solutions to their clients
-----------------------	--	---

American Petrolog, LLC	KAG Logistics, Inc.	American Petrolog is a logistics provider for the handling of a wide variety of chemicals, fuels and lubricants
------------------------	---------------------	---

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