

BUSINESS SERVICES MONTHLY

SEPTEMBER 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

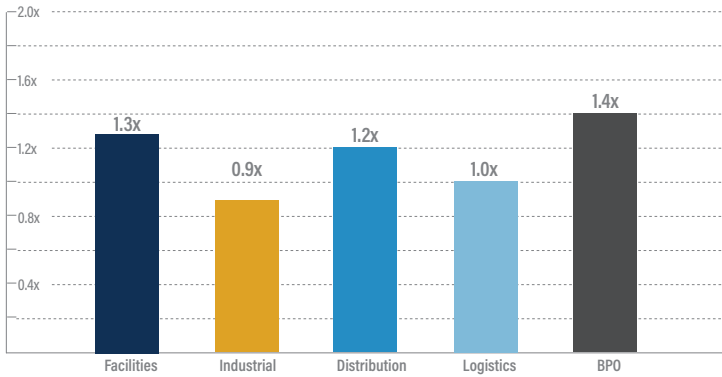
Business Process Outsourcing (BPO)

HEADLINE TRANSACTIONS

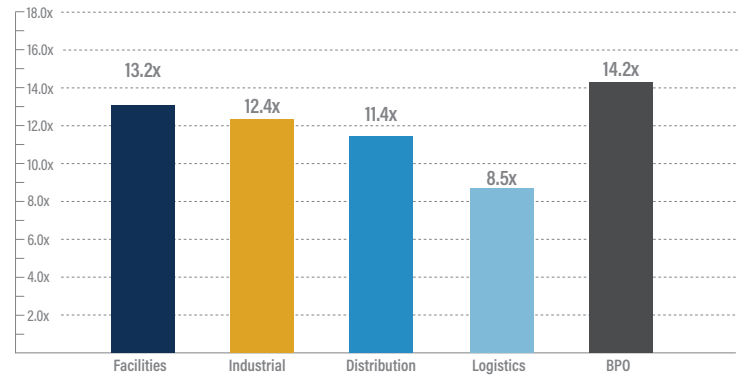
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Facilities	 <p>VALLEY FIRE PROTECTION SYSTEMS</p>	 <p>BUILDING INDUSTRY PARTNERS</p>	<ul style="list-style-type: none"> Building Industry Partners ("BIP"), a Boston, MA-based private equity firm, has acquired Valley Fire Protection Services ("Valley"), a provider of fire & life safety and plumbing services Based in St. Charles, IL, Valley offers a broad range of fire protection and plumbing services for commercial and residential facilities in the Midwest With the acquisition of Valley, BIP has formed and launched a new fire & life safety platform, Endeavor Fire Protection, to offer installation, repair and maintenance of fire and plumbing systems
Industrial	 <p>Thorpe</p>	 <p>KLH CAPITAL</p>	<ul style="list-style-type: none"> KLH Capital ("KLH"), a lower middle-market private equity firm, has recapitalized Thorpe Specialty Services ("Thorpe"), a Houston, TX-based provider of specialty maintenance and engineering services and a portfolio company of The CapStreet Group With 1,250+ employees, Thorpe provides reoccurring specialty services related to the maintenance of critical infrastructure assets exposed to high-temperatures and highly-corrosive environments The recapitalization represents KLH's fifteenth acquisition in the industrial services sector, and KLH plans to strengthen Thorpe's leading position in corrosion, refractory and other specialty services within its key end markets
Distribution	<p>The Distribution Business of</p>  <p>AVIENT</p>	 <p>H.I.G. CAPITAL</p>	<ul style="list-style-type: none"> H.I.G Capital ("HIG"), a Miami, FL-based private equity firm, has agreed to acquire the distribution business of Avient Corporation (NYSE:AVNT), an international provider of material solutions, for \$950 million Avient's distribution business provides over 3,500 grades of engineered and commodity resins, leveraging entrenched relationships with over 25 major suppliers and a customer base of 6,000+ molding and extruding businesses throughout North America and Asia Avient's divestiture of its distribution business comes after the company acquired the protective materials business of DSM in April 2022, representing a shift in focus toward production of specialty formulation and sustainable solutions
Logistics	 <p>ATLAS AIR WORLDWIDE</p>	 <p>APOLLO J.F. Lehman & Company Hill City Capital, LP</p>	<ul style="list-style-type: none"> A consortium of private equity funds ("Consortium"), led by Apollo (NYSE:APO) and including J.F. Lehman & Company and Hill City Capital, has agreed to acquire Atlas Air Worldwide (Nasdaq:AAWW), an international provider of air freight and passenger services, for \$5.2 billion, representing a purchase price of \$102.50 per share Atlas operates a fleet of 103 Boeing 747, 767 and 777 aircraft to provide its clients with outsourced air-freight, cargo and passenger transportation solutions in domestic, regional and international markets Following closing, Atlas will look to leverage the resources, relationships and industry expertise of the Consortium to capitalize on the growing needs of customers' supply chain and continue to drive strong financial and operational growth
BPO	 <p>YSC CONSULTING</p>	 <p>accenture</p>	<ul style="list-style-type: none"> Accenture (NYSE:ACN), a global professional services company, has acquired Young Samuel Chambers ("YSC"), a leadership consulting and advisory firm, from Graphite Capital Management YSC is an international CEO advisory and leadership consultancy firm, offering individual assessment, development and management through leadership programs, personal coaching and online resources YSC represents Accenture's fifth acquisition in the talent, organization and human potential advisory industry since 2020, joining Cirrus, fable+, Future State, Kates Kesler and Root Inc. to create a world-wide platform

BUSINESS SERVICES GROWTH & VALUATION TRENDS

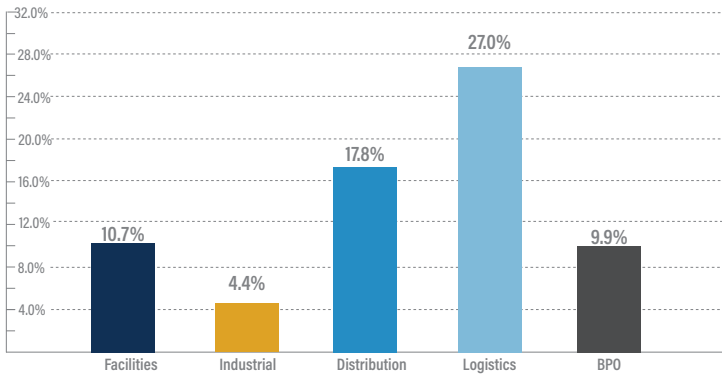
Enterprise Value / LTM Revenue



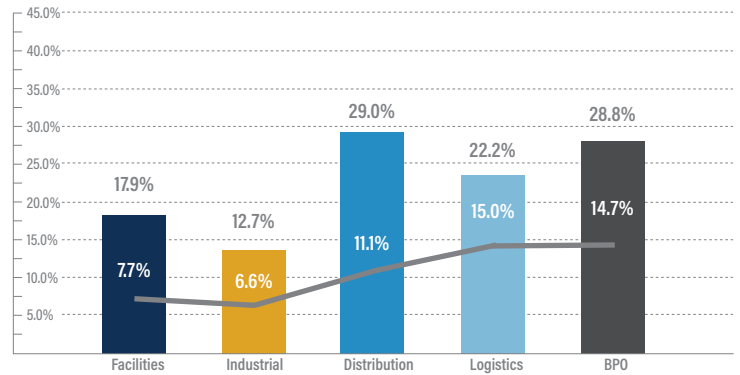
Enterprise Value / LTM EBITDA



LTM Revenue Growth

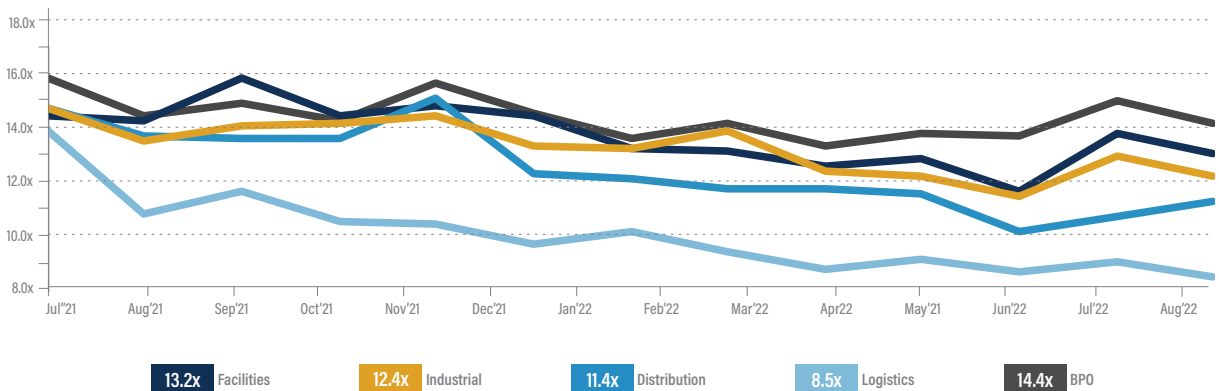


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Complete Security Systems, Inc.	Pye-Barker Fire & Safety, LLC	Complete Security Systems provides security solutions including alarms, CCTV and access control for commercial and residential facilities

Syringa Landscape, LLC	BrightView Holdings, Inc. (NYSE:BV)	Syringa Landscape is an Eagle, Idaho-based provider of landscape maintenance, installation and snow removal for commercial facilities
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Madden Consulting, Inc.	American Elevator Corporation	Madden Consulting offers elevator repair and maintenance services to commercial facilities throughout Kentucky
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Target	Acquiror	Distribution Transactions
Cape Cod Stone & Masonry Supply, Inc.	SiteOne Landscape Supply, Inc. (NYSE:SITE)	Cape Cod Stone & Masonry Supply is an Orleans, MA-based wholesale distributor of hardscape products

Tower Fasteners Company, Inc.	MSC Industrial Supply	Tower Fasteners distributes fasteners and electronic hardware to the international aerospace, military and alternative energy markets
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Fischer Process Industries	Tencarva Machinery Company, Inc.	Fischer is an Ohio-based distributor of pumps, valves and process equipment, operating in the Midwest and Southeast, United States
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Target	Acquiror	BPO Transactions
Maestro Health	Marpai, Inc. (NASDAQCM:MRAI)	Maestro Health is an employee benefits company that offers outsourced administration and management solutions

XPLANE	TiERI Impact	XPLANE is a provider of business transformation solutions, offering training, development and consulting programs to professionals
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EnrollX, Inc.	Keystone Insurers Group, Inc.	EnrollX is a Wintersville, Ohio-based third-party provider of benefits administration, education and strategy management
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Target	Acquiror	Industrial Transactions
RPS Group	WSP Global, Inc. (TSX:WSP)	RPS is an international provider of professional and consultancy services for commercial, government and infrastructure projects

H&H Engineering Construction, Inc.	RailWorks Corporation	H&H Engineering Construction offers engineering and construction services to the railroad industry in the western United States
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Ridgeline Canada, Inc.	Ambipar Holding Canada, Inc.	Ridgeline offers environmental consulting, bio-remediation and reclamation services to the oil and gas industry in Western Canada
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Target	Acquiror	Logistics Transactions
TAGG Logistics, LLC	Hub Group, Inc. (NASDAQGS:HUBG)	TAGG provides a full suite of third-party logistics services to the international healthcare and consumer products industry

Transportation Resources, Inc.	Heartland Express, Inc. (NASDAQGS:HTLD)	Transportation Resources, a former subsidiary of Joplin, MO-based TFI International, is a provider of truckload transportation services
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Bomi Italia	United Parcel Service, Inc. (NYSE:UPS)	Bomi Italia is a logistics, warehousing, administration and distribution services provider of medical and diagnostic equipment
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