



2023
Facility Services Report



TM CAPITAL
SUCCESS. REALIZED.

TM CAPITAL'S BUSINESS SERVICES GROUP

TM Capital's Business Services investment banking group has completed many of the marquee transactions across the facility services landscape. As always, our team stands ready to help you capitalize on opportunities in the sector.



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CLIENT TESTIMONIALS – FACILITY SERVICES

“ From the start, TM Capital proved to be a thoughtful, dedicated and determined advisor to me, my leadership team and our financial sponsors. At every turn, their experience and expertise spanning the waste, facilities services, tech-enabled services and rental sectors was evident...and uniquely valuable. We are extremely pleased with our outcome and the process that was executed to get us to the finish line, and I am very much looking forward to continuing the relationship with TM Capital in the future. ”



Michael Hess
 CEO

“ From start to finish, the TM team was excellent – beginning with a virtual kick-off and expertly crafted marketing materials and ending with exceptional process management. The TM team was professional and guided our management team through every stage of the process. TM exhibited deep industry expertise and close relationships with the relevant buyer universe, driving a highly competitive process that culminated in an excellent outcome. We truly appreciate TM's tremendous effort and look forward to continuing to build the relationship between Prophet and TM. ”



Michael Hirschfeld
 Board Member

“ We met members of the TM Capital team when we reviewed a prior client of theirs in the sector and were impressed with their experience and industry knowledge. When it came time for Cennox to explore a transaction to help fuel our continuing growth, they were the natural choice to be our advisor. While our business spans the U.K., Europe and the U.S., the fastest growing segment is in the U.S. TM was able to leverage their deep industry knowledge, familiarity with cross-border transactions and long-standing relationships across the private equity community to assist us in crafting Cennox's growth story in a way which attracted interest from multiple industry-knowledgeable potential partners. From the outset of our process, York Capital distinguished itself as the perfect match to partner with our executive team and help drive our strategic vision. We greatly appreciated TM's guidance and attention from beginning to end. ”



Clive Nation
 Founder & CEO

“ We engaged TM Capital due to the successful track record of their facility services practice and their deep transactional expertise in the waste & environmental services category. As our trusted advisor, TM Capital delivered on every level and consistently went above and beyond the call of duty. Their team brought a level of professionalism and insight to our process that significantly enhanced shareholder value and ensured a successful closing with the right partner for RWS. I strongly recommend TM Capital as an advisor to anybody exploring an M&A process. ”



Anthony Dilenno
 CEO

“ TM Capital provided excellent advisory services on our recent acquisition by First Onsite. I found it essential to have a trusted partner with industry-specific knowledge, experience and relationships to guide us through the often complex sale process. TM provided invaluable strategic perspective, robust data analytics and close collaboration every step of the way. From start to finish, everyone on their team was professional, responsive and accessible, ensuring we arrived at a very successful outcome that both maximized value and provided greater growth opportunities for our team moving forward. ”



Damon Gersh
 Owner

TM CAPITAL – SELECTED FACILITY SERVICES TRANSACTIONS

NEW MARKET WASTE SOLUTIONS
A PORTFOLIO COMPANY OF
Zabel COMPANIES
HAS BEEN ACQUIRED BY
WasteHarmonics
A PORTFOLIO COMPANY OF
ARCAPITA
The undersigned served as financial advisor to New Market Waste Solutions, LLC in connection with this transaction.

TM CAPITAL

RWS Facility Services
A PORTFOLIO COMPANY OF
ATAR CAPITAL
HAS BEEN ACQUIRED BY
Q
INTERNATIONAL COMPANY
The undersigned served as financial advisor to RWS Facility Services in connection with this transaction.

TM CAPITAL

FireKing SECURITY GROUP
A PORTFOLIO COMPANY OF
PFINGSTEN
HAS BEEN ACQUIRED BY
Cennox
A PORTFOLIO COMPANY OF
YORK CAPITAL MANAGEMENT
The undersigned served as financial advisor to FireKing Security Products in connection with this transaction.

TM CAPITAL

Cennox
HAS RECEIVED A STRATEGIC GROWTH INVESTMENT FROM
YORK CAPITAL MANAGEMENT
The undersigned served as exclusive financial advisor to Cennox in connection with this transaction.

TM CAPITAL

MAXONS RESTORATION
HAS BEEN ACQUIRED BY
FIRST ONSITE
A SUBSIDIARY OF
FirstService
The undersigned served as financial advisor to Maxons Restoration, Inc. in connection with this transaction.

TM CAPITAL

ACE ASSEMBLY
A PORTFOLIO COMPANY OF
Prophet Equity
Seeing Future Value Today™
HAS BEEN ACQUIRED BY
SUNLAND APPLIANCES
A PORTFOLIO COMPANY OF
HURON CAPITAL
The undersigned served as financial advisor to Ace-Asphalt of Arizona, Inc. in connection with this transaction.

TM CAPITAL

WasteHarmonics
A PORTFOLIO COMPANY OF
Prospect Partners
HAS BEEN ACQUIRED BY
ARCAPITA
The undersigned served as financial advisor to Waste Harmonics Holdings, LLC in connection with this transaction.

TM CAPITAL

SUMMIT COMPANIES
A PORTFOLIO COMPANY OF
Prospect Partners
HAS BEEN ACQUIRED BY
CI CAPITAL PARTNERS
The undersigned served as financial advisor to Summit Companies in connection with this transaction.

TM CAPITAL

TM Capital Corp. is a partner-owned investment banking firm based in New York, Boston and Atlanta which has completed nearly 450 transactions with a combined value of \$30 billion. Since 1989, we have advised clients navigating a full range of critical transactions including complex mergers, acquisitions, debt and equity financings, minority and majority recapitalizations, restructurings and advisory services including takeover defense, fairness and solvency opinions and valuations. We have built deep industry expertise in key sectors, and our team regularly publishes research highlighting current and emerging trends in targeted industries and markets. TM Capital is a member firm of Oaklins, the world's most experienced mid-market M&A advisor with over 700 M&A professionals in over 60 offices operating in the major financial centers in the world. Members have closed over 1,500 transactions totaling more than \$75 billion in value over the past five years.

TM CAPITAL'S POWERFUL PARTNERSHIP WITH SIDEKICK OPERATORS

COMBINING DEEP MARKET INTELLIGENCE WITH HANDS-ON OPERATING EXPERTISE

SIDEKICK'S LEADERSHIP TEAM



Justin Steen
CEO & Founding Partner

Relevant Prior Experience

- CIO of The Miner Corporation
- President of Miner National Services – a brand independent, asset light company
- Chief Business Development Officer of Summit Companies
- Partner of OWL Services

Led transformational initiatives in technology, planned maintenance programs, asset leasing and national service delivery for Fortune 500 clients across North America



Phil Miner
Founding Partner

Relevant Prior Experience

- Founder of The Miner Corporation, a leading national provider of mission critical services for material handling equipment
- Board Member, Summit Companies
- Board Member, OWL Services

Grew Miner and affiliates to 2,000 employees serving 300 of the Fortune 500; recognized by Inc. Magazine as a top 500 fastest growing private companies in America



Chris Galvan
VP of Operational Excellence

Relevant Prior Experience

- VP of Operations for The Miner Corporation
- COO of Shafer Services, an HVAC services firm
- Partner of OWL Services

Led mobile tech operations and the national customer service center; responsible for greenfield expansions and integration of add-on acquisitions

Through our extensive work across the facility services landscape, TM Capital has developed a broad array of resources that we can bring to bear on behalf of clients and prospects to help accelerate growth, improve customer service, build infrastructure, add talent and enhance technology systems.

Notably, TM Capital has developed a strong partnership with **SideKick Operators** to offer our private company clients and prospects access to a uniquely powerful team that provides hands-on, strategic advice and input around numerous mission critical functions such as business operations, customer service, national service delivery, IT and human capital. Founded by the former leadership team of The Miner Corporation (a former TM client), SideKick Operators is a group of tenured industry veterans and investment professionals that forge long-term partnerships with management teams of facility services businesses to accelerate value creation and better prepare their systems, data and staff for the rigors of a future sale or recapitalization process.

Please feel free to contact TM to arrange an introduction to our partners at SideKick Operators. More information on SideKick can be found at their website, www.sidekickoperators.com.

SIDEKICK'S PATH TO OPERATIONAL EXCELLENCE



REPRESENTATIVE PARTNERSHIP SUCCESS STORIES

MINER
DOCKS, DOORS AND MORE.

OWL

SUMMIT
COMPANIES



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KEY THEMES

AN INDUSTRY AT AN INFLECTION POINT

THE EMERGENCE OF FACILITY SERVICES AS AN ESSENTIAL INVESTMENT CATEGORY

In 2020, TM Capital’s report detailed the broad market dynamics and sector-specific forces that we envisioned would entice strategic consolidators and private equity to accelerate investment and M&A across the facility services (“FS”) landscape. In hindsight, our word choice – **“accelerate”** – was prescient. Dealmaking and innovation across the industry grew at an exponential rate over the past few years and shows no signs of slowing down as we look ahead to 2023 and beyond. The industry today has reached a point of unprecedented momentum.

Since the initial wave of investment and M&A in the 2010s, several factors converged to elevate facility services into a high-demand and rapidly consolidating category. TM Capital’s **2020 Facility Services Report** was an introductory primer to the industry. This update delves deeper into how business owners and investors are unlocking value as the FS industry – savvier and better capitalized than ever before – progresses into its next evolutionary phase.

CONVERGING FORCES UNDERPINNING THE EVOLUTION OF FACILITY SERVICES M&A



THEMES REVISITED AND NEWLY EXPLORED



Our report in 2020 covered substantial ground in identifying the key factors that have made the \$1.2 trillion global facility services (“FS”) market a cornerstone B2B industry, including:

- How the three “R’s” (Rationalization, Regulations and Responsiveness) made outsourcing the prevailing model
- The distinctive characteristics and landscapes of “hard” and “soft” services
- The ongoing “battle” between self-perform, managed-vendor and hybrid-delivery models
- How go-to-market strategies are evolving amidst a market share land grab
- The keys to winning the future, including: “white glove” service, transparency, actionable data intelligence, tech-enabled solutions and scalability

Our approach to this report is influenced by the monumental market evolution we’ve witnessed – and participated in – over the past 24 months. We highlight how the FS landscape has shifted with recent headline-grabbing transactions (and a few that may have flown below the radar). We’ve updated the “sector highlights” to hone in on strategic dynamics at a more granular level. Overall, this update incorporates six key themes that have emerged across the FS landscape:

KEY THEMES EMERGING ACROSS THE FACILITY SERVICES LANDSCAPE

1 Accelerating M&A activity

Strategic and private equity investment interest is at an all-time high, creating a dynamic “deal market” with clear pathways to liquidity for businesses of all sizes at attractive transaction multiples

2 Investors are thinking more expansively and searching for platforms more broadly

The contours of interest have broadened substantially as effective investment strategies emerge in each FS sector, consensus builds around the value of “re-occurring” revenue and investors take stock of the upside potential for backlog-driven businesses

3 Residential services activity is closing the gap on commercial services

Investor interest has expanded quickly beyond commercial/industrial services – multi-family housing and residential are now a priority as businesses refine scalable models to address these high-spend, underserved end markets

4 COVID’s impact on the industry

The shared experience of COVID has influenced the FS industry in myriad ways that will have a lasting impact on how customers prioritize their facility budgets

5 The practical role of technology

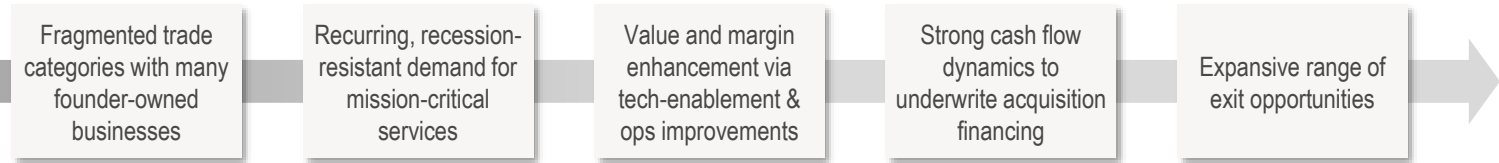
Tech-enablement has become “table stakes” for successful FS platforms, with an emphasis on business process optimization and actionable client reporting

6 Key attributes underpinning outsized valuation multiples

TM Capital’s transaction experience reveals several attributes common to FS platforms that garner extraordinary acquisition interest at market-clearing valuations

ACCELERATING M&A ACTIVITY

For years, we have evangelized about the distinctive attributes of facility services that foster a vibrant buy-and-build environment, including:

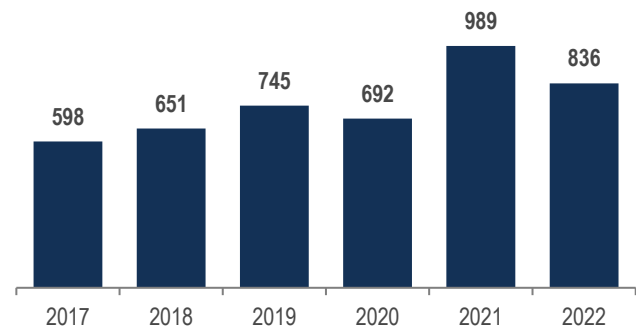


These fundamental points supported a wave of M&A and investment in the category in the 2010s and provide substantial runway for continued deal activity deep into this new decade. 2021’s “unprecedented” M&A market has become a well-worn platitude. Against this buoyant backdrop, though, the FS category realized a truly “step-function” increase in acquisition interest and valuation multiples, reaching nearly 1,000 North American FS deals closed in 2021 (25%+ above the recent average). The deal volume seen in 2021 was followed by another above average year of activity in 2022 with over 800 FS deals closed.

The forces channeling capital into the FS industry and contributing to the deal boon over the past two years will support elevated M&A interest deep into the decade:

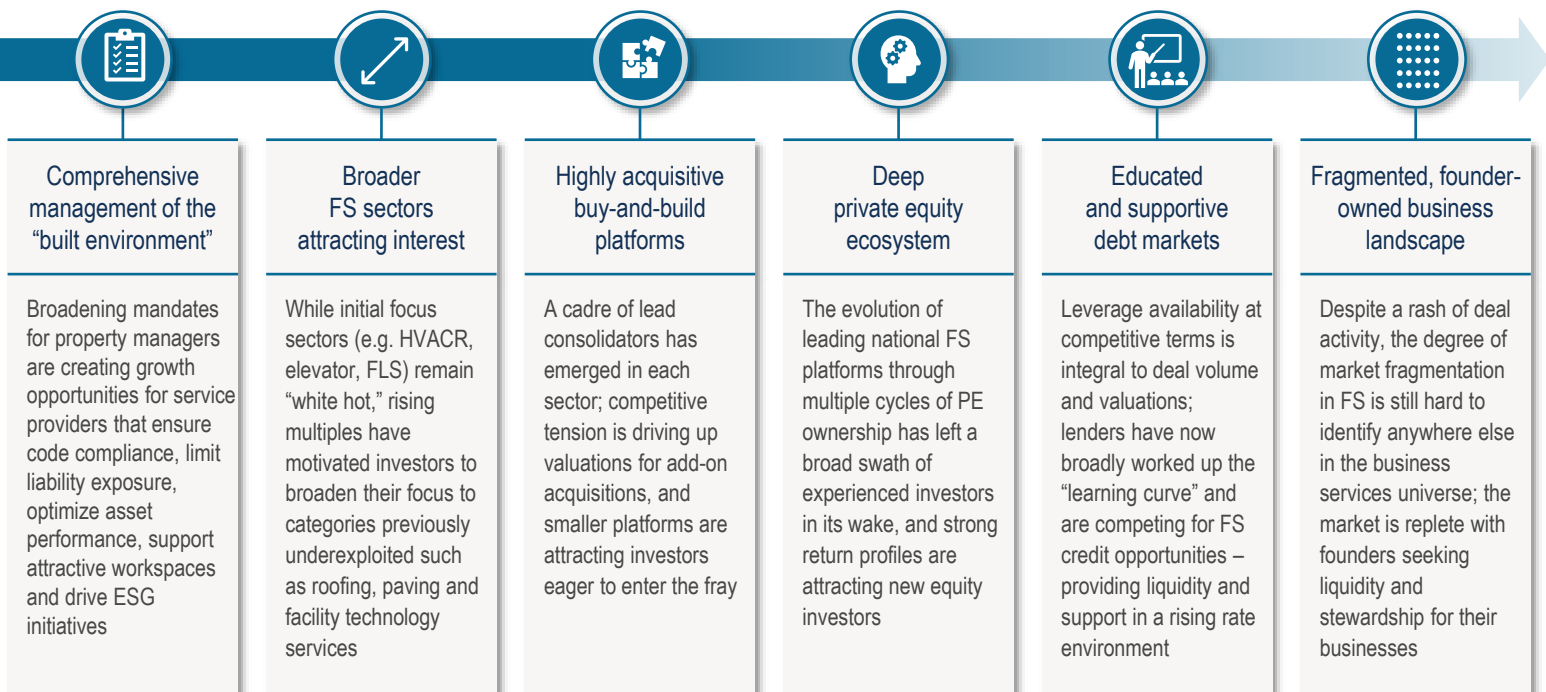
GROWTH IN FACILITY SERVICES DEALMAKING

North American Facility Services Deals by Year



Source: S&P CapitalIQ

TODAY’S DRIVERS OF INCREASED DEAL VOLUME & VALUATION MULTIPLES

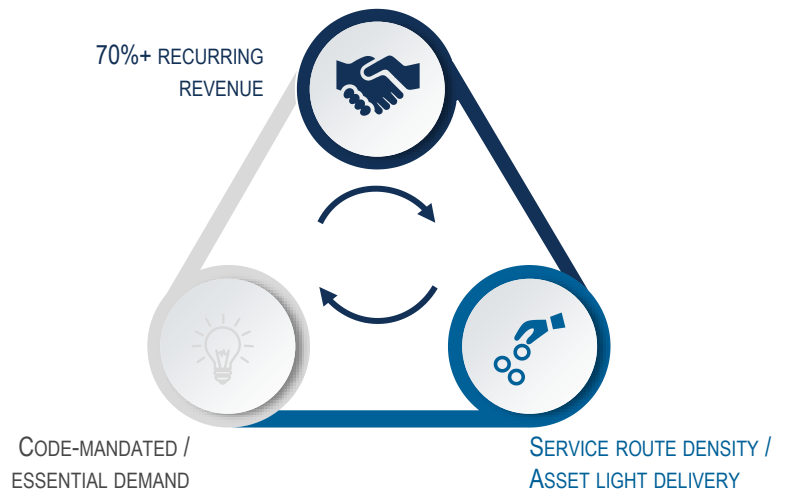


INVESTORS ARE THINKING MORE EXPANSIVELY

Increased investor participation and M&A competition – coupled with an ever-expanding library of success stories – is driving buyers to search more broadly for FS acquisitions. The result: heightened interest and more fulsome valuations for business models across a broader swath of the FS landscape.

Make no mistake, most investors still seek first and foremost the “Platonic ideal” FS platform – a low risk, Goldilocks combination of “set your watch to it” recurring cash flow and readily scalable growth opportunities. That said, we argued in our 2020 report that investors were beginning to poke around the margins in search of value. Buyers today understand the nuances of FS business models and are better equipped to identify value and expand their aperture to include a range of under-exploited service categories.

THE TRADITIONAL “GOLDILOCKS” INVESTMENT PROFILE



GROWING UNDERSTANDING OF MARKET NUANCES IS “WIDENING THE APERTURE”

Appreciation for backlog-driven categories

We noted in our 2020 report that the definition of “recurring” had already transmuted into “re-occurring” – pulling in predictable cohort-driven break/fix volume and high-frequency move / add / change (“MAC”) work. This trend has advanced such that “project” work is no longer a dirty seven-letter word.

Competitive advantages of high-ROI, asset-based models

Investors are realizing the value of balance sheet strength in heavily fragmented markets with attractive unit economics (e.g., paving, landscaping). Platforms with the capital to invest in equipment are at a distinct advantage over “mom and pop” competitors. Moreover, well-capitalized platforms are finding ways to lease customers equipment – creating customer entrenchment that is difficult to displace.

“Portfolio theory” of a deep, captive installed base

The relevance of true recurring revenue diminishes with a sufficiently deep installed base of managed facilities. Cohort-driven demand can be as predictable, in aggregate, as a service contract – particularly if the customer base is truly captive and committed (or in our words, “programmatically”).

Margin upside from break/fix repairs

Contractual inspection/maintenance programs have been valued at a premium to on-demand break/fix services. That said, immediate-need repairs typically support higher margins than contracts put out to competitive bid. For a service provider, the margin upside of recurring break/fix repairs can outweigh the certainty of a fixed contract.

“Synthetic” recurring revenue

Categories such as roofing, paving and security systems naturally require higher-ticket yet lower-frequency MAC and maintenance work than landscaping or plumbing. Market leaders are packaging demand from predictable upgrade/replacement cycles into preventative maintenance programs with monthly subscription fees. The result is “synthetic” recurring revenue.

Cross-trade selling opportunities

Platform development is increasingly moving beyond single-trade consolidation to the acquisition of complementary/adjacent services. According to the book *Marketing Metrics*, businesses have a 60-70% probability of selling a new service to an existing customer versus a 5-20% probability to acquire a new customer. Most cross-trade deals have been in “close-in” categories such as fire protection & security and HVAC & plumbing.

EMERGENCE OF RESIDENTIAL SERVICES

While initial waves of investment into the industry were more commercial in focus, we have seen a rampant uptick in residential services M&A.

The appeal of commercial end markets to “initial wave” PE investors was understandable. Demand is structurally recurring given the myriad building codes and insurance mandates that determine system investments, inspections and non-deferable repairs / maintenance. Stringent certifications create barriers to servicing sophisticated, enterprise-grade systems.

In the recent embrace of residential services, investors are similarly underwriting attributes specific to the “resi” corner of the market. The work cadence is higher volume and lower ticket. Unions are largely absent. Modest improvements in technology, brand marketing and service delivery significantly enhance competitive positioning and business development. Finally, an extraordinarily rich target pool exists – particularly as an aging cohort of owner operators approach retirement without succession plans.

The residential market is no longer sitting on the deal-making sidelines, and lofty valuation multiples have naturally followed.

NEW RESI PLATFORM FORMATIONS IN 2022

Platform	Investor	Category	Platform	Investor	Category
 ARUZA <small>REST CONTROL</small>	Concentric Equity		 ROOF DEPOT	Copley Equity	
 PALMETTO <small>Electronics Inc.</small>	CenterOak Partners		 Service Minds	Altamont Capital	
 TREE CARE PARTNERS	CPS Capital		 DEL-AIR <small>HEATING - AIR CONDITIONING - COOLING</small>	Astara Capital	
 Turf Masters <small>The Nice Guys</small>	CenterOak Partners		 NearU	Freeman Spogli	
 Brisement Doctor	Tecum Capital		 ROYAL HOUSE PARTNERS	CPS Capital	
 ServiceMASTER Restore	VantEdge Partners		 Chop's <small>HYDRO-CLEANING SERVICES</small>	MFG Partners	
 apple roofing	Gauge Capital		 LTP <small>PLUMBING & HEATING</small>	L Catterton	
 IHS	Freeman Spogli & Lightbay Capital		 RotoCo	Bessemer Investors	

FACTORS BRINGING FACILITY SERVICES PLATFORM INVESTMENT “BACK HOME”

The multi-family housing “MFH” gateway

Many investors’ first foray into resi services was a modest stepping-stone into serving apartment REITs, condos, retirement communities and assisted living facilities. These markets share many characteristics with commercial accounts, but with more straightforward service requirements. MFH has become a target market for FS platforms given its exceptional growth tailwinds. The U.S. is building about 50% more units than pre-pandemic levels, and studies suggest demand for at least 4.6m new units and 11.7m renovated units by 2035⁽¹⁾.

Demand for 21st century consumer experience

Millennials are now by far the largest home buying cohort. The localized resi services landscape has been slow to adjust to a generation of “digital natives” entering their prime spending years. Online scheduling portals, high-touch customer service and “do-it-for-me” total-care subscription packages are winning strategies. The technology investment and social/digital business savvy needed to operate and grow a resi services platform today calls for capital investment.

A consolidation imperative

The resi landscape is still significantly more fragmented than commercial services. Two core themes drive consolidation today: (i) scale matters and (ii) owners have limited internal succession options.

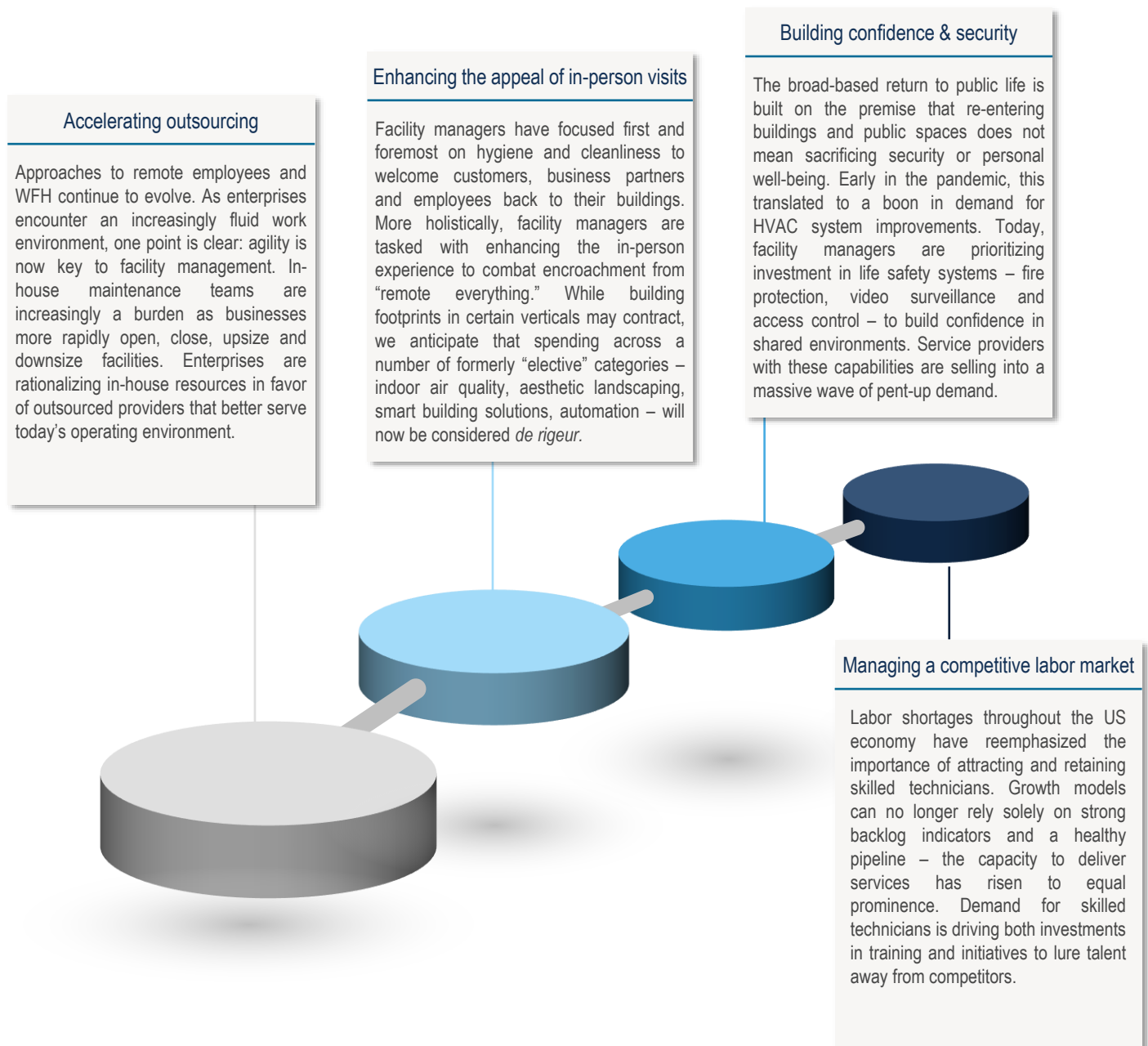
Gone are the days when most “mom and pop” businesses can compete and grow purely through word-of-mouth advertising. In the digital age, otherwise strong operators find themselves fighting an uphill battle to attract new customers and adapt to modern service level expectations. Large platforms are better capitalized to invest in the systems and personnel needed to drive innovation. In the coming years, PE investment will be rampant.



EVALUATING THE LONG-TERM IMPACT OF THE COVID EXPERIENCE

We published our 2020 report just as the COVID-19 pandemic was becoming the dominant storyline affecting our personal and professional lives. While the true impact of the pandemic on economic activity was difficult to accurately assess at that time, we did note that the consistent performance of most FS sectors during the early stages of the crisis underscored the resilience of the category and illustrated the essential nature of these services. As the emergency phase of the pandemic fades into the rearview mirror, several aspects of the COVID “lived experience” endure and are creating growth opportunities for providers that pivot to meet the new needs of tenants and businesses.

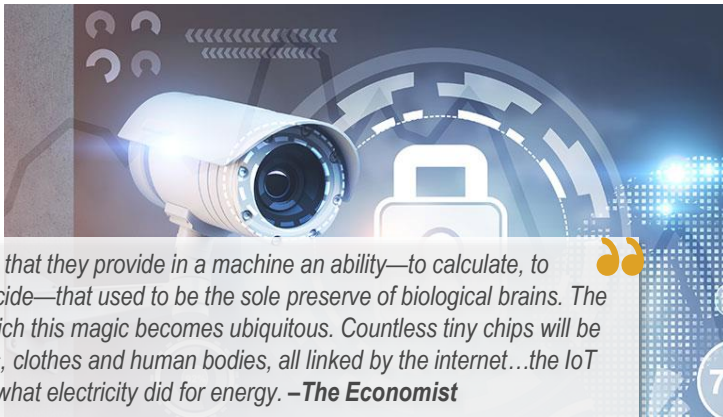
LASTING IMPACTS ON HOW FACILITIES ARE DEVELOPED, USED AND MAINTAINED



TECHNOLOGY – MARKETING SPIN OR DISRUPTIVE MARKET FORCE?

Technological change occurs at an exponential rate. Computer processing speed doubles every eighteen months and many objects in our lives will soon be interconnected via 5G, WiFi6, the Internet of Things (“IoT”) and other advances in infrastructure technologies. We are in the midst of a technological tidal wave that is upending all industries – and the world of facility services is no exception.

However, “cutting edge” technology has a penchant for being more shine than substance. How are the most innovative FS companies really using technology to create differentiated market separation (and attracting premium valuations)?



“The magic of computers is that they provide in a machine an ability—to calculate, to process information, to decide—that used to be the sole preserve of biological brains. The IoT foresees a world in which this magic becomes ubiquitous. Countless tiny chips will be woven into buildings, cities, clothes and human bodies, all linked by the internet...the IoT aims to do for information what electricity did for energy. —The Economist

KEY IOT APPLICATIONS IN FACILITY SERVICES



Business Process Optimization

Over the past decade, the emerging leaders in each FS sector disrupted a traditionally paper-based, low-tech world by deploying advanced ERP systems, service management systems and fleet telematics to deliver service at scale. Tech platforms such as Vixxo, SMS Assist and CBRE’s FacilitySource emerged to connect property managers’ job needs with qualified service techs in real-time. Today, a scalable technology backbone capable of managing work orders, allocating resources and processing billing is “table stakes” for investable FS platforms. The most tech-forward innovators are leveraging automation, advanced analytics and big data to optimize dispatching, routing and customer interactions.



Reporting Dashboards

A properly tech-enabled platform should provide customers with insightful dashboard portals to monitor and manage services across their distributed facility footprints. This is ultimately the “consumerification” of facility services – property managers have come to expect answers to their questions with the click of a button (as they would with Google, Amazon or any other app on their phone). Most RFPs are now written to require real-time business intelligence – specifically on KPIs and SLAs that ensure key facility assets are safe, compliant and optimized. With such a wealth of data available, the challenge for organizations is less about how to get ahold of information, but more so to be clear about what information they want.



Monitoring/IoT

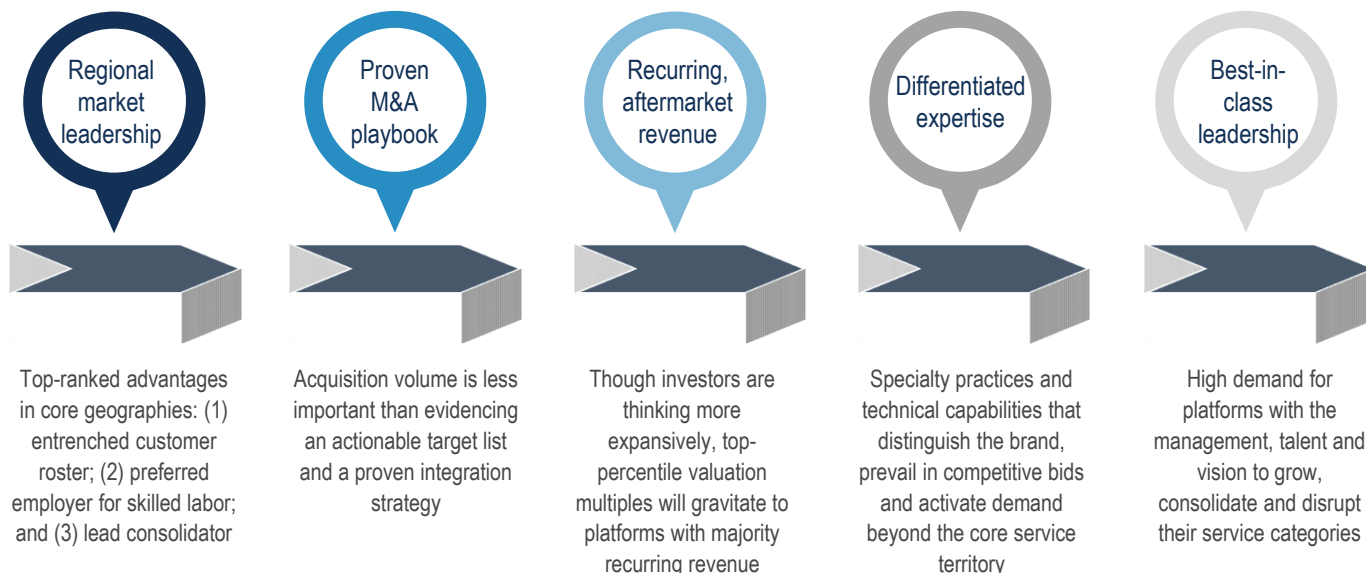
We noted in the 2020 report that the upcoming decade will be defined by modern, tech-enabled turnkey service platforms that leverage mobile technology, reporting and analytics to drive improved service outcomes. Remote monitoring of facility assets is increasingly becoming the “wedge” technology to accomplish all those objectives – shifting management strategies from reactive to proactive, from break/fix to preventative maintenance. IoT-powered remote monitoring technology can dispatch help automatically when a security breach is identified, an HVAC system fails or a waste compactor reaches its fill-level.

As facility services platforms pound the technology drum, there will always be a bleeding edge: floor cleaning robots, drone-assisted roofing and window washing and IoT-enabled integrated life safety systems, among others. We are closely monitoring the deployment of these technologies. By our next report, we expect this “bleeding edge” will have steadily infiltrated the practical, everyday operations of leading facility services platforms. That said, it is important not to lose sight that service delivery is still a “people business.” Service contracts are forged through human interaction and winning and retaining customers is still a human-to-human business.

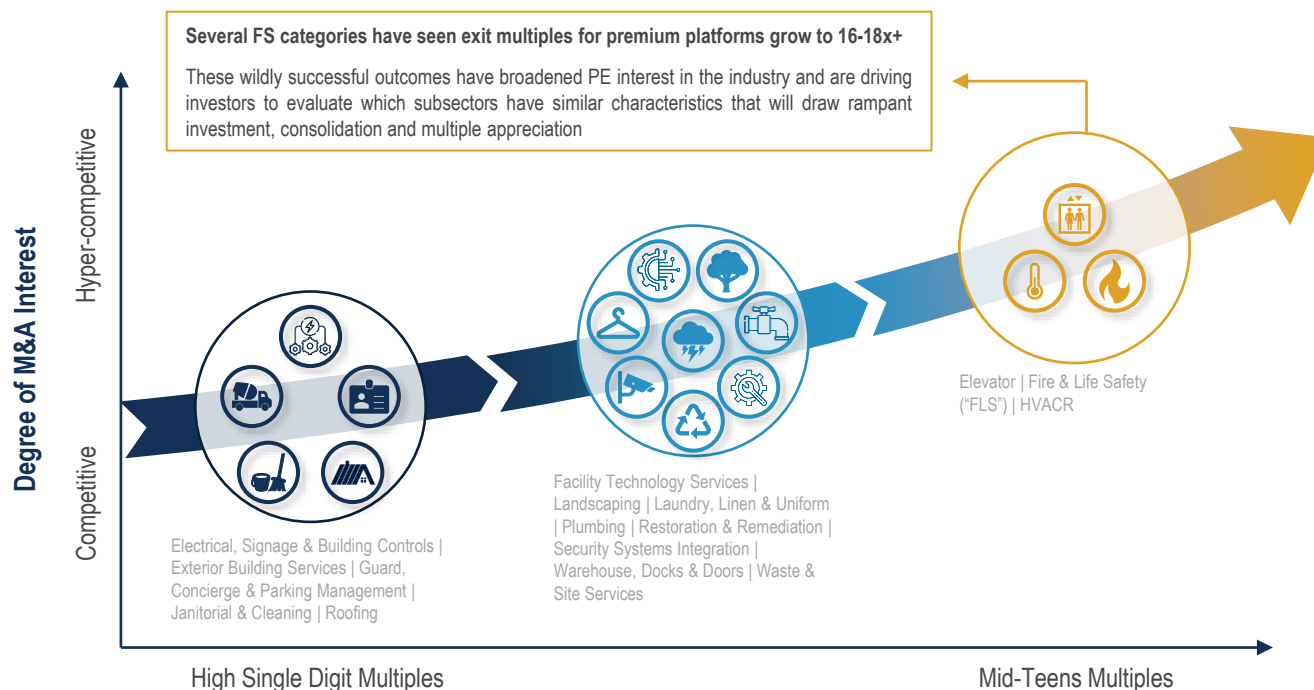
KEY ATTRIBUTES UNDERPINNING VALUATION MULTIPLES

Nearly all facility services categories have attracted significant M&A interest. That said, valuation multiples, transaction volume and degrees of process competition do vary. The subsequent sections of this report delve into these sector-level factors driving deal-making and valuations. At a more fundamental level, we have recognized several common business attributes across our FS transactions that heighten interest, increase competitive tension and yield outsized valuation multiples in competitive M&A processes.

PLAYBOOK FOR ACHIEVING A PREMIUM VALUATION



TM CAPITAL'S FACILITY SERVICES M&A LANDSCAPE



MARKET LANDSCAPE

GROWTH & CONSOLIDATION CONTINUE TO RESHAPE SERVICE SECTORS

FACILITY SERVICES: A BARBELL-SHAPED MARKET

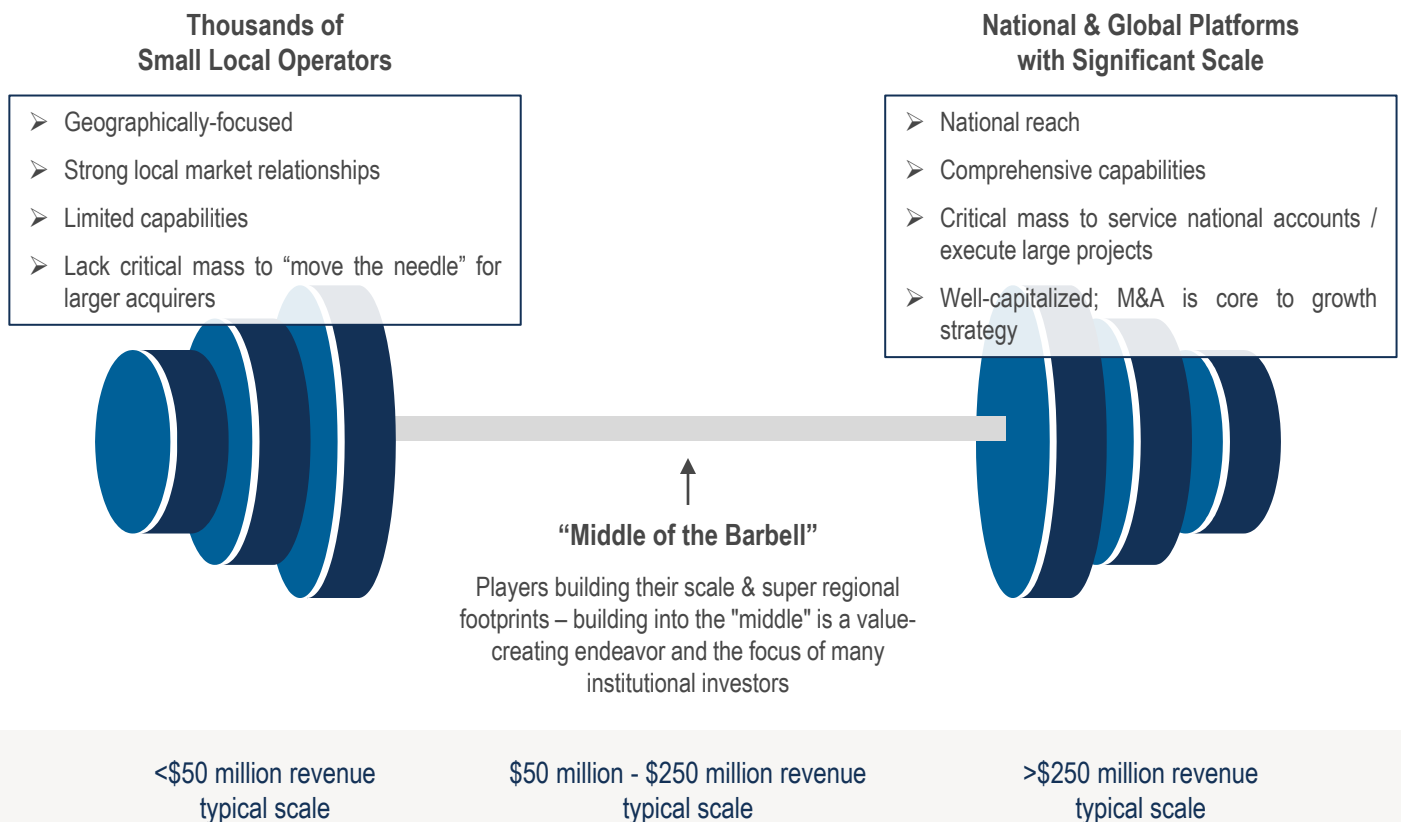
Market forces continue to polarize the facility services landscape. On one end, a cadre of national & global platforms have emerged with the scale, geographic reach and sophistication to service national accounts with multi-facility footprints. On the other, the market remains heavily fragmented with thousands of local, owner-operated companies providing single trade coverage or a narrow set of specialized services.

Private equity investment in the space has contributed to the bifurcation of this market and an evolving “middle barbell” landscape – a territory where players exhibit a unique combination of scale, reach, systems and sophistication. It is in this territory where we see hyper-competitive M&A processes and attractive, double-digit exit multiples – it is also in this area where we see the strategic acquirers hunt.

This section provides a summary of the competitive landscape for facility services, including:

- Representative platforms by FS category including major strategic players, mid-sized PE platforms and large-scale PE platforms
- Models that deliver comprehensive multi-trade solutions including diversified self-perform platforms, integrated facilities management, technology-driven aggregators and multi-trade franchise systems

BARBELL-SHAPED MARKET DYNAMICS



DIVERSIFIED FACILITY SERVICES PLATFORMS

Large-scale FS platforms have developed diverse self-perform capabilities across an array of FS categories and continue to leverage M&A to build service density and add capabilities.

	Exterior Building Services	Garage, Concierge & Parking Management	Janitorial & Cleaning	Landscaping & Grounds Maintenance	Laundry, Linen & Uniform	Restoration & Remediation	Roofing	Waste & Site Services	Electrical, Signage & Building Controls	Elevator	Facility Technology Services	Fire & Life Safety ("FLS")	HVACR	Plumbing	Security Systems Integration	Warehouse, Docks & Doors
	Soft Services							Hard Services								
		✓	✓	✓				✓				✓	✓			
			✓		✓			✓				✓	✓			
	✓	✓	✓					✓								✓
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	✓	✓	✓					✓			✓			✓	✓	

INTEGRATED FACILITIES MANAGEMENT ("IFM")

IFM platforms provide enterprises with professional, proactive management of their facility footprints and centrally quarterback strategies around sustainability, cost reduction, risk management, operational efficiency and workplace experience. The growing prominence of IFM is leading to a degree of procurement consolidation across the FS landscape – creating opportunities for category leaders that deliver reliable service and gain trusted access to IFM platforms' broad books of business.



DIVERSIFIED ASSET LIGHT, TECHNOLOGY-DRIVEN PLATFORMS

While asset light delivery models operate in nearly every FS category, several platforms have developed the scale, managed vendor networks and technology infrastructure to deliver a diverse array of soft and hard FS services. Whereas IFM platforms pitch active management of clients' facility strategies, these platforms typically emphasize that their proprietary technology delivers value by improving reporting, controlling costs and consistently meeting SLAs with efficient vendor selection and dispatching.

	Exterior Building Services	Guard, Concierge & Parking Management	Janitorial & Cleaning	Landscaping & Grounds Maintenance	Laundry, Linen & Uniform	Restoration & Remediation	Roofing	Waste & Site Services	Electrical, Signage & Building Controls	Elevator	Facility Technology Services	Fire & Life Safety (FLS)	HVACR	Plumbing	Security Systems Integration	Warehouse, Docks & Doors
	Soft Services							Hard Services								
DMG DIVISIONS MAINTENANCE GROUP	✓		✓	✓		✓	✓		✓			✓	✓	✓		
FRONT STREET BETTER FACILITY SERVICE	✓		✓	✓		✓	✓		✓		✓	✓	✓			
< Lessen	✓		✓	✓			✓		✓		✓	✓	✓	✓		
POWERHOUSE PEOPLE + PROCESS + TECHNOLOGY	✓			✓		✓			✓	✓		✓	✓			
VIXXO	✓			✓					✓			✓	✓	✓		

FRANCHISE MODELS

Franchise models have proven highly effective in the residential services market, enabling hyper-local business development and service delivery while leveraging the technology backbone, consolidated procurement and national brand management of the franchisor. The model's scalability and capital efficiency has attracted private equity to platforms such as **Authority Brands** (Apax Partners), **Neighborly** (KKR), **ServiceMaster Brands** (Roark Capital) and **Stellar Service Brands** (MPK Equity).

AUTHORITY BRANDS	
neighborly a community of home service experts	
ServiceMaster	
STELLAR SERVICE BRANDS	

SOFT SERVICES – REPRESENTATIVE PLATFORMS BY CATEGORY

	Exterior Building Services 					
Large Scale PE Platforms						
Mid-Sized PE Platforms						
Major Strategies						
	Guard, Concierge & Parking Mgmt. 					
Large Scale PE Platforms						
Mid-Sized PE Platforms						
Major Strategies						
	Janitorial & Cleaning 					
Large Scale PE Platforms						
Mid-Sized PE Platforms						
Major Strategies						
	Landscaping & Grounds Maintenance 					
Large Scale PE Platforms						
Mid-Sized PE Platforms						
Major Strategies						

SOFT SERVICES – REPRESENTATIVE PLATFORMS BY CATEGORY

Laundry, Linen & Uniform

Large Scale PE Platforms						
Mid-Sized PE Platforms						
Major Strategies						

Restoration & Remediation

Large Scale PE Platforms							
Mid-Sized PE Platforms							
Major Strategies							

Roofing

Large Scale PE Platforms						
Mid-Sized PE Platforms						
Major Strategies						

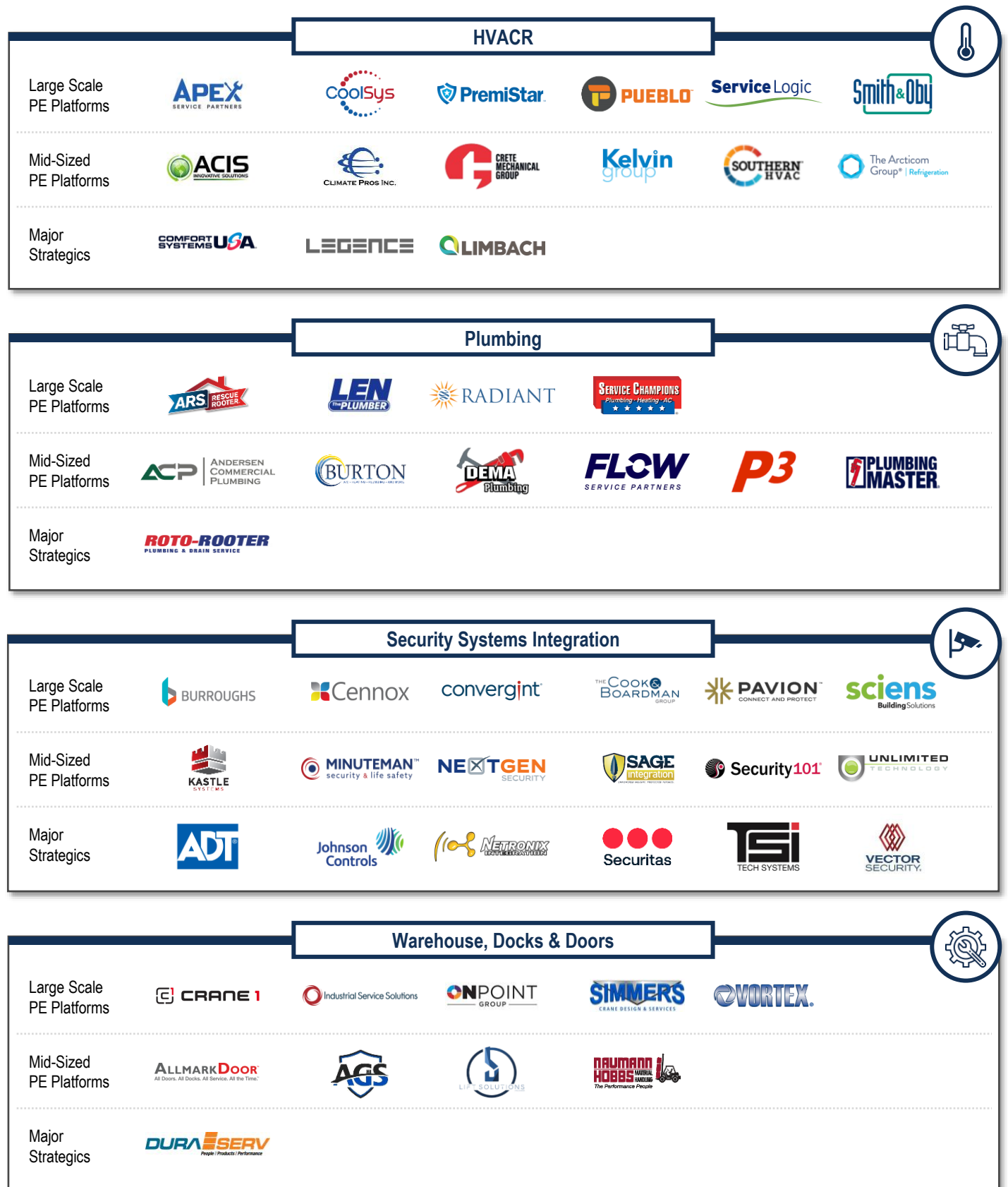
Waste & Site Services

Large Scale PE Platforms						
Mid-Sized PE Platforms						
Major Strategies						

HARD SERVICES – REPRESENTATIVE PLATFORMS BY CATEGORY



HARD SERVICES – REPRESENTATIVE PLATFORMS BY CATEGORY











CATEGORY SPOTLIGHTS

TRENDS & DRIVERS ACROSS FACILITY SERVICES CATEGORIES









SOFT SERVICES

Soft services render a facility more functional and aesthetically pleasing and enhance the security and wellbeing of employees, building occupants and visitors – *often characterized by lower technical skills / higher labor intensity*

-  Exterior Building Services
-  Guard, Concierge & Parking Management
-  Janitorial & Cleaning
-  Landscaping & Grounds Maintenance
-  Laundry, Linen & Uniform
-  Restoration & Remediation
-  Roofing
-  Waste & Site Services

HARD SERVICES

Hard services are connected to the physical systems and infrastructure of the facility and ensure the safety, welfare and productivity of employees and building occupants – *often characterized by higher skill labor and regulatory imperatives*

-  Electrical, Signage & Building Controls
-  Elevator
-  Facility Technology Services
-  Fire & Life Safety (“FLS”)
-  HVACR
-  Plumbing
-  Security Systems Integration
-  Warehouse, Docks & Doors



EXTERIOR BUILDING SERVICES

As we noted earlier, investors today are widening their aperture and identifying value in under-exploited service categories. Services beyond the “four walls” – which often require equipment investment yet offer greater competitive barriers in return – are a beneficiary of this trend. Pest control, paving, window cleaning and power washing are each >\$10 billion markets that are heavily fragmented, hyper-localized, nearly entirely outsourced and primed for consolidation⁽¹⁾.

A recent influx of private equity investors are rising to the occasion – and driving valuation multiples considerably higher. At least a dozen new platforms were formed in the past two years. Within paving alone: **Huron Capital** combined **Sunland Asphalt** and **Ace Asphalt** into a regionally dominant consolidator in the attractive Southwest market; **Shoreline Equity** backed **Pavement Partners’** completion of numerous acquisitions across the mid-Atlantic; and **Harbor Beach Capital’s** platform **Atlantic Southern Paving and Sealcoating** continued its acquisition streak. Mature platforms are exploring service adjacencies as an avenue for growth and multiple expansion. For example, **Tendit Group (Osceola Capital)** “built out” from power washing via acquisition to add striping, window cleaning, asphalt maintenance, landscaping, sweeping and snow removal to its now diverse service portfolio.

We expect the M&A market to continue expanding in these categories. Many segments and geographies are still devoid of institutional capital and ripe for investment. At the same time, existing platforms will compete for add-on acquisitions – particularly in segments where capex underpins organic growth.

(1) IBISWorld (Pest Control, Paving Contractors, Building Exterior Cleaners) – Nov 2022 to Jan 2023

RECENT DEVELOPMENTS

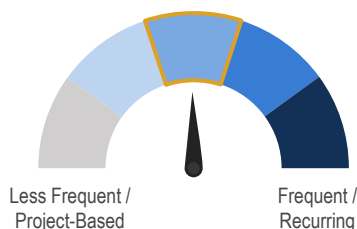
- Massive influx of private equity interest driving valuation multiples considerably higher
- Expanding M&A market as newly formed platforms and new investors compete for mid-sized targets

ATTRACTIVE SECTOR ATTRIBUTES

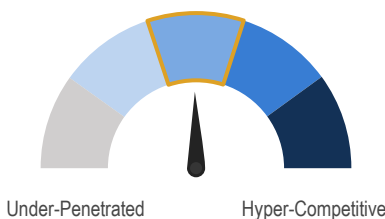
- 1 Outsourcing model dominates due to specialization, requisite equipment and service cadence
- 2 Early stages of industry consolidation and institutional capital investment
- 3 Significant recurring and re-occurring revenue opportunities

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

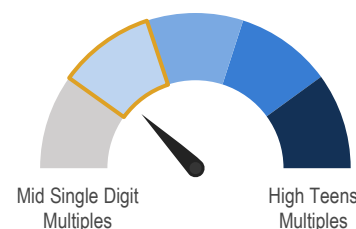
Degree of Recurring Services



PE Activity to Date



Platform Valuations



Nov-22

acquired by

Jul-22

acquired by

May-22

acquired by

Nov-21

acquired by

Oct-21

acquired by

Aug-21

acquired by

Aug-21

acquired by

Jun-21

acquired by

Mar-21

acquired by

Dec-20

acquired by

GUARD, CONCIERGE & PARKING MANAGEMENT

As we noted in our 2020 report, an increasingly urbanized world is heightening demand for people-based security and building operations services. Threats – real and perceived – have given rise to a \$50+ billion guard and concierge market. Logistics operations encompassing traffic management, parking, valet and concierge services are essential to the day-to-day functioning of our economy – and give rise to an additional \$11+ billion market for parking management⁽¹⁾.

The security and concierge market is particularly barbell-shaped. National and global players such as **Allied Universal (CDPQ)**, **Brinks**, **G4S⁽²⁾**, **GardaWorld (BC Partners)** and **Prosegur** leverage their reputational advantages to command significant market share and drive M&A. These providers are extending their capabilities (both organically and via M&A) into services such as cash handling, personal protection, loss prevention and remote monitoring. At the same time, the low capital intensity has attracted several rapidly scaling private equity platforms across both guarding and parking management including **PPS (Mangrove Equity)** and **Regiment Security Partners (Cold Bore Capital)**.

Technology is becoming more prevalent in a traditionally labor-driven market, blurring the lines between those that lead with manned security vs. technology integration. As labor vs. tech competitive tension continues to shape the category, look for firms to leverage M&A to “cross over” between camps and deliver integrated solutions to large, multi-property facility operators.

(1) IBISWorld (Security Services) – Sep 2022
 (2) G4S was recently acquired by Allied Universal

RECENT DEVELOPMENTS

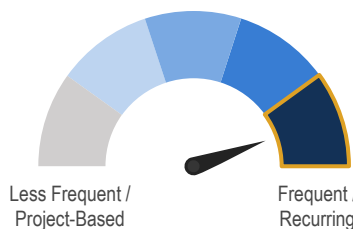
- Demand for integrated solutions blurring lines between manned security & technology integrators
- Increasingly tech-enabled – new growth avenues abound

ATTRACTIVE SECTOR ATTRIBUTES

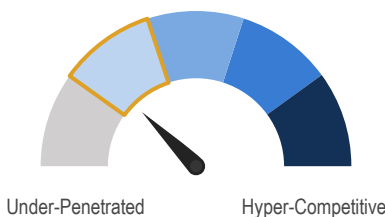
- 1 High degree of “all weather” recurring revenue
- 2 Low capital intensity
- 3 Evolving landscape and technology trends creating opportunity and broadening the buyer landscape

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

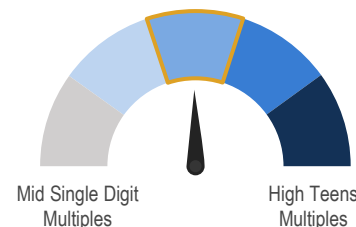
Degree of Recurring Services



PE Activity to Date



Platform Valuations



 Oct-22 acquired by 	 Oct-22 acquired by 	 Sep-22 acquired by 	 Sep-22 acquired by 	 May-22 acquired by
 Apr-22 acquired by 	 Mar-22 acquired by 	 Oct-21 raised capital with 	 Apr-21 acquired by 	 Oct-19 acquired by

JANITORIAL & CLEANING

Since the onset of COVID, the \$98 billion⁽¹⁾ Janitorial & Cleaning services market has transformed from an under-appreciated ancillary service to a mission-critical function – necessary for operators to maintain a safe and productive work environment for employees and a clean and inviting setting for customers. Long gone are the days of the in-house janitor pushing a mop around the office – particularly in industries where cleanliness is a strategic imperative. Hotels like Marriott have implemented “hospital-grade” disinfecting practices, and even as pandemic concerns dissipate, facility operators are now conditioned to enhanced cleaning protocols that ease the minds of employees and customers.

The Janitorial & Cleaning competitive landscape is barbell shaped – with large players like **ABM Industries** and **KBS (Cerberus Capital)** maintaining sizable market share and benefitting from scale amongst a fragmented landscape of small local providers. Outside of the large strategics, private equity investors have found success with specialty cleaning providers that cater to specific end markets or deeper cleaning capabilities that are in high demand post-COVID. One such example is **Eagle Merchant’s** acquisition of **Enviro-Master Services**, which offers more expansive deep-cleaning services to a variety of end markets including restaurant, retail, gyms and other consumer-facing environments.

On the heels of COVID-19, we expect to see a rise in brands that seek to become the “good housekeeping seal” for commercial cleaning and sanitation in the eyes of property managers, building occupants and visitors alike.

(1) IBISWorld (Janitorial Services) – Aug 2022

RECENT DEVELOPMENTS

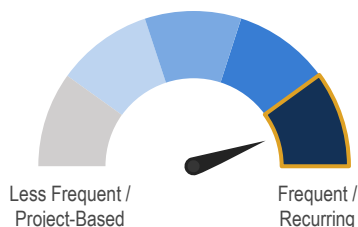
- Enhanced emphasis on cleanliness, sterilization and sanitation in the post-COVID environment
- PE investment in deep cleaning platforms with specialty end market applications

ATTRACTIVE SECTOR ATTRIBUTES

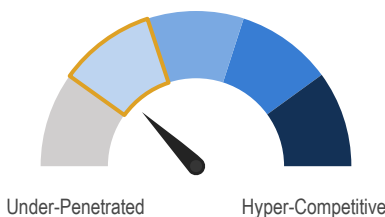
- 1 Facility operators conditioned to enhanced cleaning protocols – increasingly a strategic function, which is changing the margin profile of premier operators
- 2 Multi-year contract opportunities
- 3 Buy-and-build opportunity in fragmented market

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

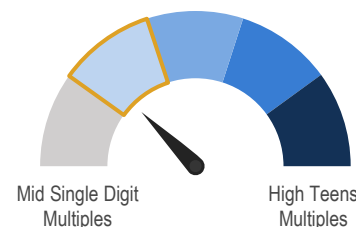
Degree of Recurring Services



PE Activity to Date



Platform Valuations



 Jan-23 acquired by 	 Jan-23 acquired by 	 Apr-22 acquired by 	 Nov-21 acquired by 	 Oct-21 acquired by
 Oct-21 acquired by 	 Aug-21 acquired by 	 May-21 acquired by 	 Sep-20 acquired by 	 Aug-20 acquired by

LANDSCAPING & GROUNDS MAINTENANCE

Landscaping, like other building service categories beyond the “four walls,” is predominantly outsourced and heavily localized. The sector distinguishes itself by virtue of scale (\$175+ billion in the U.S. market⁽¹⁾), regularly scheduled route-based service and relatively modest capex requirements. Campuses, shopping environments, hospitals and residential communities all contract for routine mowing, tree care, irrigation and fertilization services. Northern operators often provide snow removal as well (an additional \$15 billion market). The relatively low cost to the facility P&L amplifies the stability of the business model across economic cycles: on average, facilities spend \$0.24/sf per year on grounds versus \$0.58/sf on parking lot maintenance and \$1.68/sf on cleaning⁽²⁾.

BrightView (NYSE:BV) continues to lead consolidation with 6+ acquisitions per year (and a \$600m+ deal pipeline), though the heavyweight is far from dominant – cornering <3% of the market. A groundswell of investment has rushed into this category, with more than fifteen new private equity platforms forming since 2020. Importantly for new investors, a broader universe of upstream consolidators has formed, elevating exit multiples for premium assets. Nine of the 20 largest companies in the Lawn & Landscape Top 100 are now public or PE-backed.

As noted in our Exterior Building Services spotlight, we expect to see convergence in the coming years of service categories beyond the “four walls.” Forward-thinking platforms will anchor business models around frequently recurring service touchpoints, combining landscaping with capabilities such as pest control, window washing and parking lot maintenance.

(1) IBISWorld (Landscaping Services) – Jan 2023

(2) Building Owners and Managers Association International

RECENT DEVELOPMENTS

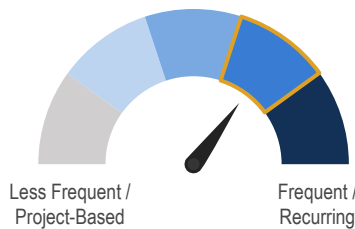
- Accelerating private equity participation
- Broader universe of upstream consolidators elevating exit multiples and deal competition

ATTRACTIVE SECTOR ATTRIBUTES

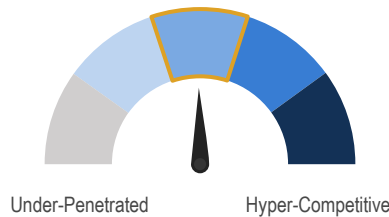
- 1 Expansive, non-discretionary market with predictable route-based delivery model
- 2 Ample service adjacencies (snow removal, vegetation management, exterior building services)
- 3 Extraordinarily fragmented market still in the early innings of consolidation

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

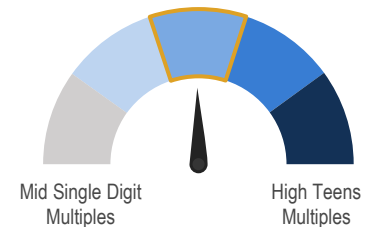
Degree of Recurring Services



PE Activity to Date



Platform Valuations



Jan-23

BOTANICAL DESIGNS

acquired by

BEACH POINT

Jan-23

MUTCH LANDSCAPING, INC.

acquired by

BLAND LANDSCAPING CO.

Dec-22

RUPPERT LANDSCAPE

acquired by

KNOX-LANE

Apr-22

MONARCH LANDSCAPE COMPANIES

acquired by

Audax Group

Jan-22

envirosapes

acquired by

SCHILL
Grounds Management

Jan-22

CASE
Facilities Management Solutions

acquired by

THE HALIFAX GROUP

Dec-21

MERIT LANDSCAPE SOLUTIONS

acquired by

HEARTLAND

Nov-21

ArborWorks

acquired by

NEW STATE CAPITAL PARTNERS

Aug-21

SAVA TREE
The Tree and Shrub Care Company

acquired by

Apax PARTNERS

Jun-21

GUNNISON

acquired by

WARREN EQUITY PARTNERS

LAUNDRY, LINEN & UNIFORM

Nearly all enterprises of scale today contract with third parties for laundry, linen and uniform services, a \$20 billion market⁽¹⁾. One of the earliest adopters of the outsourced model, growth prospects within the category can vary considerably by end market. For example, reliable laundry services are absolutely mission-critical for the healthcare sector (25% of the market), and aging demographics and a shift towards smaller outpatient facilities are supporting sustained growth.

The market divides neatly into two camps. **Cintas**, **Aramark** and **UniFirst** control 50% of the market, while nearly 3,000 local and regional businesses service the other half. As we noted in our 2020 report, this provides ample competitive space for strong regional players to emerge and consolidate below the “Big 3.” This trend continues to build momentum with several players growing into the “national platform” space including **Crothall Laundry Services (HIG Capital)**, **Angelica (KKR)** and **AlSCO**. While the big guys get bigger, there is also significant PE-driven M&A activity across the middle market such as **Emerald Textiles (Pacific Avenue Capital Partners)**, **Crown Healthcare (Pritzker Organization)** and **Healthcare Linen Services Group (York Capital)**.

We expect the healthcare end market to continue to garner outsized investor interest and M&A activity – and the attendant valuation premium. For example, **ImageFirst**, a healthcare-focused portfolio company of **Calera Capital**, completed 10+ acquisitions last year.

(1) IBISWorld (Industrial Laundry & Linen Supply) – Jan 2023

RECENT DEVELOPMENTS

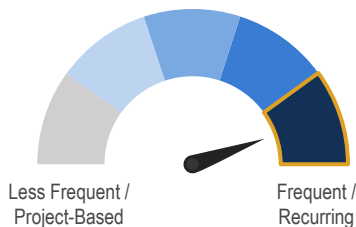
- Large PE-backed platforms gaining share and consolidating below the “Big 3”
- Healthcare end market continues to garner outsized investor interest and M&A activity

ATTRACTIVE SECTOR ATTRIBUTES

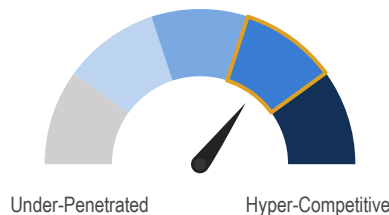
- 1 Predictable route-based business model
- 2 Daily and weekly recurring services with long-term contracts
- 3 Fragmented market under the “Big 3” – opportunity for regional consolidation

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

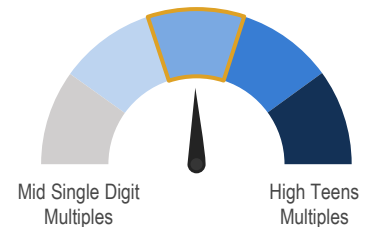
Degree of Recurring Services



PE Activity to Date



Platform Valuations



<p>Jan-23</p> <p>LINEN KING</p> <p>acquired by</p> <p>HEALTHCARE LINEN SERVICES GROUP</p>	<p>Nov-22</p> <p>Certain Assets of APEX Linen</p> <p>acquired by</p> <p>PureStar™</p>	<p>Jul-22</p> <p>CENTURY LINEN - UNIFORM</p> <p>acquired by</p> <p>FALCON AFFILIATES</p>	<p>May-22</p> <p>United LINEN - UNIFORM SERVICES</p> <p>acquired by</p> <p>ImageFIRST HEALTHCARE LAUNDRY SPECIALISTS</p>	<p>Apr-22</p> <p>HEALTHCARE LINEN SERVICES GROUP</p> <p>acquired by</p> <p>YORK CAPITAL MANAGEMENT</p>
<p>Feb-22</p> <p>Gorman Uniform</p> <p>acquired by</p> <p>CINTAS READY FOR THE WORKDAY™</p>	<p>Jan-22</p> <p>Textile Care Services</p> <p>acquired by</p> <p>ImageFIRST HEALTHCARE LAUNDRY SPECIALISTS</p>	<p>Dec-21</p> <p>West Coast Assets of Angelica</p> <p>acquired by</p> <p>EMERALD TEXTILES Clean Matters.</p>	<p>Aug-21</p> <p>EMERALD TEXTILES Clean Matters.</p> <p>acquired by</p> <p>PACIFIC AVENUE CAPITAL</p>	<p>Mar-21</p> <p>CROWN HEALTHCARE LAUNDRY SERVICES</p> <p>acquired by</p> <p>THE PRITZKER ORGANIZATION</p>

RESTORATION & REMEDIATION

Restoration & Remediation is a unique category within facility services given a demand profile that is extraordinarily “immediate-need,” completely independent of economic conditions, price insensitive and often insurance-funded. Services in this category are event-driven by definition – triggered by a natural disaster, inclement weather or other unplanned occurrence (e.g. mold growth, pipe break, fire, etc.). Despite the unpredictability of each individual instance, in aggregate, the demand drivers in the category are highly recurring and non-deferrable.

Naturally, the category has become a lightning rod for private equity investment. Moreover, the fact that demand is predictable *in aggregate* creates clear scale and diversification advantages – incentivizing roll-up activity and consolidation as the prevailing trend in the category. **BMS Cat**, a portfolio company of **AEA Investors**, has completed seven acquisitions since 2020. **ATI Restoration** has completed multiple acquisitions since receiving an investment from **TSG Consumer Partners** in 2020. **Highview Capital** was the latest entrant into the category with the acquisition of **Bassett Creek Services** by its portfolio company **Watterson** in June 2022.

Local providers are levered to market-level “event” activity, which will vary year-to-year. A national or super-regional player, on the other hand, benefits from greater “portfolio theory” predictability. Businesses with a full suite of restoration & remediation solutions and a broad geographic footprint are ideally positioned.

RECENT DEVELOPMENTS

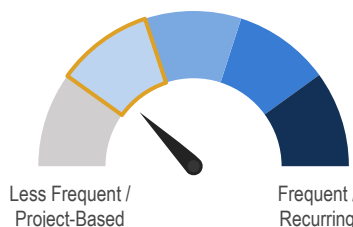
- Accelerating PE roll-up activity given clear advantages of scale and diversification
- Increasing frequency and intensity of natural disasters

ATTRACTIVE SECTOR ATTRIBUTES

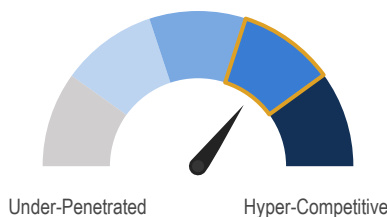
- 1 Demand is non-deferrable, non-cyclical, price insensitive and often insurance-funded
- 2 Event-driven but predictable in the aggregate, especially with super-regional / national footprints
- 3 Attractive benefits of scale promoting consolidation and roll-up activity

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

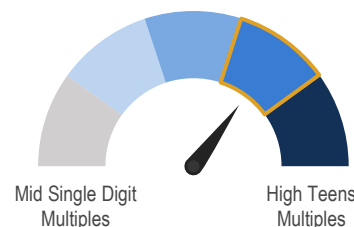
Degree of Recurring Services



PE Activity to Date



Platform Valuations



 Oct-22 acquired by 	 Oct-22 acquired by 	 Jun-22 acquired by 	 Jan-22 acquired by 	 Jan-22 acquired by
 Jan-22 acquired by 	 Oct-21 acquired by 	 May-21 acquired by 	 Dec-20 acquired by 	 Aug-20 acquired by

ROOFING

This edition of the TM Capital Facility Services report includes our first spotlight on the roofing sector as separate and distinct from broader exterior services – a well-deserved nod to growing interest in the category as FS investors think more expansively and identify value in under-exploited service categories.

Similar to other exterior services such as paving (though with less capital intensity), roofing generates “longer horizon” re-occurring demand from a predictable degradation cycle and interim preventive maintenance services (which can double a roof’s useful life). Such service is essential, albeit briefly deferrable. A sufficiently broad account portfolio delivers predictable annual demand volume. Moreover, storm damage periodically spikes demand – particularly in the “Hail Belt” across the central U.S.

Tecta America Corporation (Leonard Green & Partners) has long been the lead consolidator of founder-owned roofing contractors. In recent years, though, the category has experienced what we would characterize as “first wave” institutional investment – lower middle market private equity firms backing strong management teams with well-established local/regional platforms. More than a dozen platforms have been formed by middle market, buy-and-build oriented investors such as **Monument MicroCap Partners**, **Aurora Capital Partners**, **Seaside Equity Partners** and **Gauge Capital**. We expect heightened investor focus on the category as these initial platforms validate the buy-and-build playbook and develop into upstream consolidators.

RECENT DEVELOPMENTS

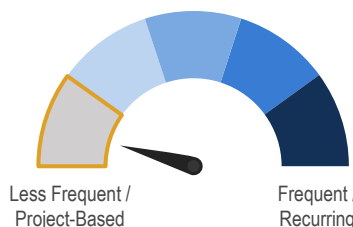
- Category maturing through “first wave” private equity investment
- Navigating operational and margin challenges of limited material/labor availability and price volatility

ATTRACTIVE SECTOR ATTRIBUTES

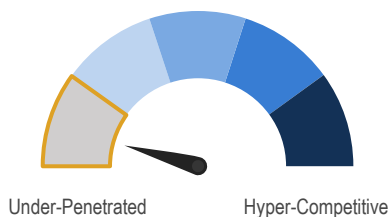
- 1 Limited institutional investment to date relative to other FS categories
- 2 Predictable asset degradation cycles and corresponding preventive maintenance proposition
- 3 Opportunity to capture market share and margin upside with improved sophistication & service levels

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

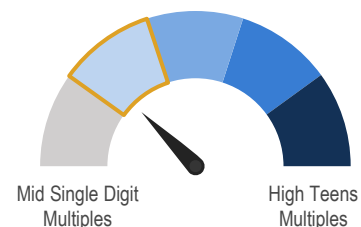
Degree of Recurring Services



PE Activity to Date



Platform Valuations



<p>Jan-23</p> <p>acquired by FS Freeman Spogli & Co. LIGHTBAY CAPITAL</p>	<p>Nov-22</p> <p>acquired by SHORELINE EQUITY PARTNERS</p>	<p>Apr-22</p> <p>acquired by SEASIDE EQUITY PARTNERS</p>	<p>Mar-22</p> <p>acquired by GAUGE CAPITAL</p>	<p>Mar-22</p> <p>acquired by LIGHTSPRING CAPITAL PARTNERS woodlawnpartners</p>
<p>Oct-21</p> <p>acquired by B RIVER CAPITAL</p>	<p>Sep-21</p> <p>acquired by LGP LEONARD GREEN & PARTNERS</p>	<p>Dec-20</p> <p>acquired by ROOFING CORP OF AMERICA SOUNDCORE CAPITAL PARTNERS</p>	<p>Dec-20</p> <p>acquired by AURORA CAPITAL PARTNERS</p>	<p>Oct-20</p> <p>acquired by MONUMENT MICROCAP PARTNERS</p>

WASTE & SITE SERVICES

A massive \$52+ billion U.S. industry⁽¹⁾, waste & site services are essential, predictable, cycle-resistant and primed for disruptive innovation. Managing complex facility waste streams is fundamentally a logistical challenge, making it uniquely suited to technology and scale efficiencies. However, a mature market has engendered complacency among large incumbent service providers such as **Waste Management** and **Republic Services**.

Our 2020 report noted that next-generation business models are challenging and disrupting traditional waste management providers – and we anticipated that this value creation would attract investment at an accelerating pace. Over the past few years, we’ve seen several upstream PE-groups such as **General Atlantic**, **L Squared**, **Macquarie**, **Nonantum Capital**, **TPG Growth** and **Ridgemont Equity Partners** invest in specialty platforms that support “zero landfill,” waste-to-energy, recycling and other ESG-oriented initiatives that are top-of-mind today. The managed service model – heralded by tech-enabled platforms such as **Quest**, **RTS**, **RoadRunner**, **Keter**, **Rubicon** and **Waste Harmonics** – continues to gain market share with its value proposition of cost containment, service delivery improvement and enhanced diversion.

As investors raise ESG-oriented funds and environmental sustainability takes “center stage,” we expect to see continued consolidation and M&A activity across the category. With increased deal competition, platforms that invest in tech-enabled delivery and differentiated services are positioned for substantial value appreciation.

(1) IBISWorld (Waste Collection Services) – Jul 2022

RECENT DEVELOPMENTS

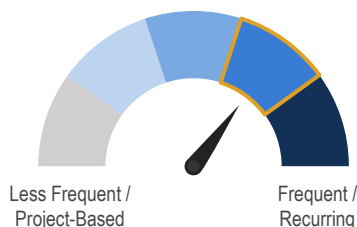
- Growing prevalence of managed services models to reduce costs, improve service and achieve goals
- ESG-driven waste stream management initiatives taking “center stage” as strategic imperatives

ATTRACTIVE SECTOR ATTRIBUTES

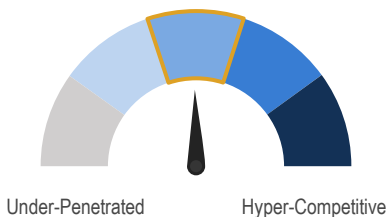
- 1 Sizeable, cycle resistant industry ripe for disruption
- 2 Multi-year recurring contracts with high switching costs and strong renewal rates
- 3 Predictable route-based business model

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

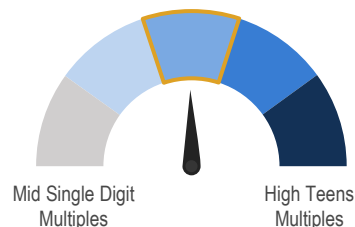
Degree of Recurring Services



PE Activity to Date



Platform Valuations



<p>Jan-23</p> <p>acquired by</p>	<p>Dec-22</p> <p>acquired by</p>	<p>Sep-22</p> <p>acquired by</p>	<p>Jul-22</p> <p>acquired by</p>	<p>Mar-22</p> <p>acquired by</p>
<p>Jan-22</p> <p>acquired by</p>	<p>Dec-21</p> <p>acquired by</p>	<p>Nov-21</p> <p>acquired by</p>	<p>Nov-21</p> <p>acquired by</p>	<p>Oct-21</p> <p>acquired by</p>

ELECTRICAL, SIGNAGE & BUILDING CONTROLS

The electrical trade has historically been heavily localized and fragmented with thousands of local “mom and pop” service providers. Several factors have deterred investment interest and limited multiple expansion: a largely backlog-driven business model, exposure to new construction cycles and a reliance on the GC channel. Private equity groups that dipped their toes in the water typically focused on specialty adjacencies such as the \$14 billion signage market⁽¹⁾ (with its strategic branding and profit-generating importance) and lighting (given the massive LED conversion opportunity). Platforms such as **Stratus (Vestar)** led the way through multiple rounds of PE investment.

The ascension of building controls and energy management has attracted an uptick in investments from the likes of **CAI Capital Partners (Midwestern Electric)**. Similarly, investors such as **Gemspring Capital (Mantis Innovation)** and **Huron Capital (Albireo Energy)** have found an ESG angle in resource / energy efficiency platforms.

PE activity in the category is still in the very early stages, though we expect platform formation to continue accelerating (and extend into residential services) as a more aftermarket/recurring demand profile emerges for electrical services.

(1) IBISWorld (Billboard & Sign Manufacturing) – Jul 2022

RECENT DEVELOPMENTS

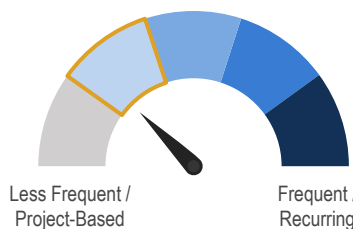
- Growing technology element as electrical services expand to encompass “smart building” controls
- Enhanced focus on energy efficiency

ATTRACTIVE SECTOR ATTRIBUTES

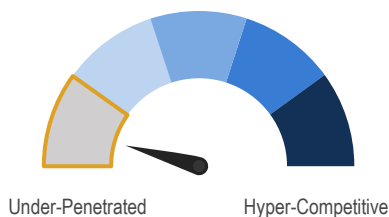
- 1 Highly technical, in-demand trade category
- 2 Fragmented market with thousands of local “mom and pop” service providers
- 3 “Close in” adjacencies such as smart building systems, low voltage and security technology

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

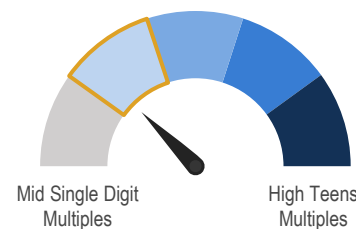
Degree of Recurring Services



PE Activity to Date



Platform Valuations



<p>Nov-22</p>  <p>acquired by</p> 	<p>Jan-22</p> <p>ANTHONY JAMES PARTNERS</p> <p>acquired by</p> 	<p>Jan-22</p>  <p>acquired by</p> 	<p>Dec-21</p>  <p>acquired by</p> 	<p>Nov-21</p>  <p>acquired by</p> 
<p>Sep-21</p>  <p>acquired by</p> 	<p>Jul-21</p>  <p>acquired by</p> 	<p>Jul-21</p>  <p>acquired by</p> 	<p>Jun-21</p>  <p>acquired by</p> 	<p>Jan-21</p>  <p>acquired by</p> 

ELEVATOR

Elevator maintenance has attracted enormous PE interest due to its monthly maintenance requirements (e.g. lubing and greasing cables) and regulatory/insurance mandates. Four OEMs dominate the category from a product and installation perspective: **Thyssenkrupp**, **Otis Elevator Company**, **Schindler** and **Kone**. That said, there has always been a large, highly-fragmented subset of elevator service-focused companies. The more sophisticated and scaled players within this landscape – the OEM-agnostic, regional and superregional players – have attracted significant investment interest from the private equity community.

The category has evolved through multiple rounds of private equity investment over the past decade. One of the first service players to begin the consolidation was **Oracle Elevator**, initially backed by **Incline Equity Partners** and subsequently bought by **L Squared** in 2017 (with 10+ add-ons completed in the years since). Several additional PE-backed platforms have emerged in recent years. **3Phase Elevator**, currently backed by **Berkshire Partners**, made a number of acquisitions in 2021 and 2022 and other platforms such as **Southwest Elevator (Align Capital Partners)**, **Elevator Service (Carroll Capital)**, **Unitec Elevator (Arcline Investment Management)** and **Urban Elevator Service (Skydeck Capital)** are rapidly building scale.

The accelerating consolidation trends in elevator are expected to persist for the foreseeable future. As marquee assets get acquired, we expect scarcity value to continue to drive increasing valuations – multiples paid for platform-ready elevators businesses will remain some of the highest in the FS industry.

RECENT DEVELOPMENTS

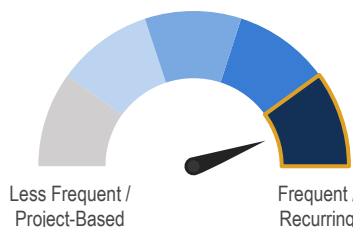
- Several new PE-backed entrants in the space – PE prepared to start “small” / back industry veterans
- Rapid consolidation in a traditionally highly fragmented “mom-and-pop” market

ATTRACTIVE SECTOR ATTRIBUTES

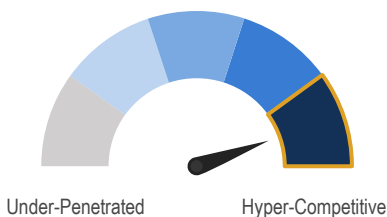
- 1 Government mandated inspection cycles
- 2 Highly recurring and predictable break/fix demand
- 3 Benefits from both new construction and renovation tailwinds

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

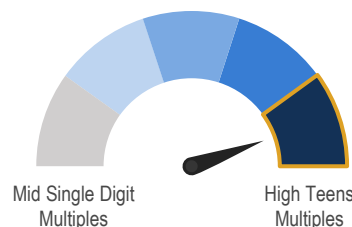
Degree of Recurring Services



PE Activity to Date



Platform Valuations



<p>Nov-22</p> <p>ELEVATOR INDUSTRIES</p> <p>acquired by</p> <p>3PHASE</p>	<p>Sep-22</p> <p>TITAN MACHINE CORP</p> <p>acquired by</p> <p>HYPERION</p>	<p>Sep-22</p> <p>KINGSIII EMERGENCY COMMUNICATIONS</p> <p>acquired by</p> <p>ARCLINE INVESTMENT MANAGEMENT</p>	<p>Aug-22</p> <p>MADDEN ELEVATOR Relationships. Precision. Results.</p> <p>acquired by</p> <p>AMERICAN ELEVATOR GROUP</p>	<p>Jun-22</p> <p>Van Duinen Elevator Company</p> <p>acquired by</p> <p>ELEVATOR SERVICE LLC</p>
<p>Jan-22</p> <p>SPECIALIZED ELEVATOR</p> <p>acquired by</p> <p>3PHASE</p>	<p>Aug-21</p> <p>Ross Elevator</p> <p>acquired by</p> <p>KONE</p>	<p>Jun-21</p> <p>3PHASE</p> <p>acquired by</p> <p>Berkshire Partners</p>	<p>Jan-21</p> <p>STANDARD ELEVATOR SINCE 1979</p> <p>acquired by</p> <p>AMERICAN ELEVATOR GROUP</p>	<p>Nov-20</p> <p>PREMIER ELEVATOR SERVICES INC</p> <p>acquired by</p> <p>ELEVATED FACILITY SERVICES</p>

FACILITY TECHNOLOGY SERVICES

Several well-documented trends are driving explosive growth in demand for technology services geared for the built environment. Advances in infrastructure and network technologies (e.g. 5G, Wi-Fi6, DAS and IoT) are enhancing data accessibility and transmission rates. Next-generation facility applications are emerging to capitalize on this wealth of data. In parallel, organizations are confronting wide-ranging challenges including: i) optimizing space and collaboration in an increasingly hybrid work environment; ii) leveraging facility hardware/sensor data to improve operations and deliver value; iii) securing/protecting an exponentially growing network of devices and data access points within the facility; and iv) leveraging technology to meet specified ESG initiatives around health, safety and sustainability.

Facility managers must address myriad challenging questions. Which technology is best suited to the organization’s needs? What is the optimal implementation? Are they secure? How must the technologies integrate? As demand for these services accelerates, so too does the pace of M&A and investment. Most notably, **Kane Communications** received backing from **Aterian** and **Pavion (Wind Point)**, **Comfort Systems USA** and **Ricoh** have all made strategic plays.

A dedicated service landscape is steadily taking shape to manage the full lifecycle of facility technology, including both “high-tech” (networking, IT, OT, security) and “low-tech” (hanging displays, installing Wi-Fi enabled devices, running cable) capabilities. We expected a healthy M&A market to emerge as myriad players rush in to capitalize on a tremendous market opportunity.

RECENT DEVELOPMENTS

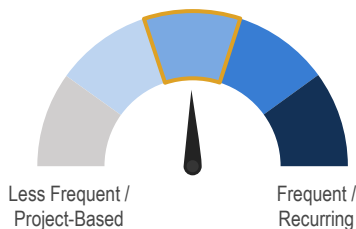
- New data transfer tech (5G, Wi-Fi6, DAS, IoT) enabling new applications in a wide range of facilities
- Need to adapt workplaces and other facilities to the evolving in-office / work-from-home / hybrid model

ATTRACTIVE SECTOR ATTRIBUTES

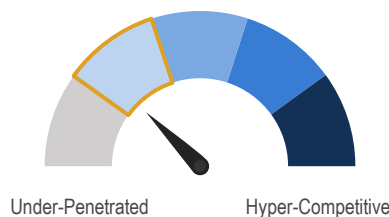
- 1 Large, rapidly expanding TAM with long-term growth runway as technology improves and evolves
- 2 Broad landscape of market participants, but no dominant player with a pure-play focus
- 3 Demand for full lifecycle services with recurring characteristics (design → implement → support)

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

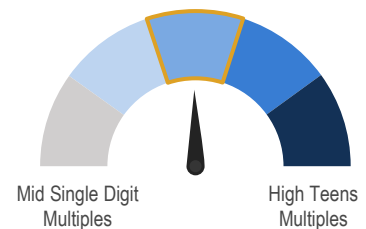
Degree of Recurring Services



PE Activity to Date



Platform Valuations



<p>Sep-22</p> <p>acquired by</p> <p>imagine. change.</p>	<p>Mar-22</p> <p>acquired by</p>	<p>Mar-22</p> <p>acquired by</p>	<p>Dec-21</p> <p>acquired by</p>	<p>Dec-21</p> <p>acquired by</p> <p>A TECHNOLOGY INFRASTRUCTURE COMPANY</p>
<p>Nov-21</p> <p>acquired by</p>	<p>Aug-21</p> <p>acquired by</p>	<p>Jun-21</p> <p>acquired by</p>	<p>Jun-21</p> <p>acquired by</p>	<p>Sep-20</p> <p>acquired by</p>

FIRE & LIFE SAFETY

Fire & life safety (“FLS”) continues to be one of the “hottest” facility services categories, with material scale (\$8–\$10 billion U.S. market), consistent high single-digit organic growth and mission-critical, non-deferrable demand. Buy-and-build platform formation accelerated in the mid-2010s in response to: i) an increasingly system-oriented approach to fire protection (spanning sprinkler, alarm and extinguisher assets); ii) a trend towards cross-region procurement; and iii) a heavily fragmented and localized service landscape ripe for consolidation.

Today, several successful buy-and-build platforms are enjoying their third or fourth institutional investment cycle. The result: quite likely the most fully formed and robust M&A market in the FS industry (with the double-digit valuation multiples to match). Multi-billion-dollar equity funds are now backing platforms such as **Summit Companies (BlackRock)**, **Sciens Building Solutions (The Carlyle Group)** and **Pye Barker Fire & Safety (Altas Partners)**. These mega-funds are leading the market towards national consolidation – as evidenced by Summit Companies’ acquisition of large-scale platforms **Protegis Fire & Safety** and **Fire & Life Safety America**.

FLS continues to be an attractive investment category from mega fund to lower middle market. A highly competitive set of buyers are backing founder owners with first institutional capital, middle market private equity firms are driving regional consolidation, and mega funds are setting robust upstream valuation benchmarks. Strong industry tailwinds and competitive buyer tension promise to sustain M&A activity at premium valuation levels.

RECENT DEVELOPMENTS

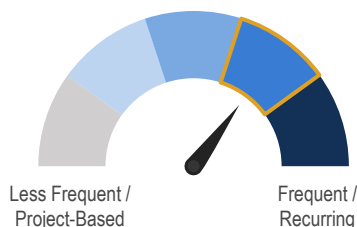
- Large private equity funds entering the market & driving large-scale platform consolidation
- Scarcity / competitive tension driving multiples for mid-market platforms well into the teens

ATTRACTIVE SECTOR ATTRIBUTES

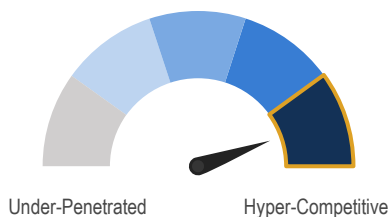
- 1 Code-mandated recurring revenue – predictable inspection & repair cycles
- 2 Technical requirements create competitive moat
- 3 Substantial buy-and-build opportunities remain across a still heavily fragmented landscape

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

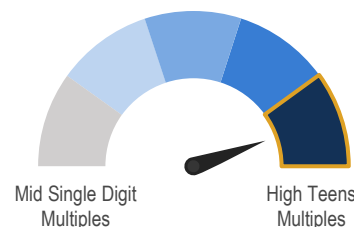
Degree of Recurring Services



PE Activity to Date



Platform Valuations



<p>Sep-22</p> <p>acquired by</p>	<p>May-22</p> <p>acquired by</p>	<p>Jan-22</p> <p>acquired by</p>	<p>Nov-21</p> <p>acquired by</p>	<p>Sep-21</p> <p>acquired by</p>
<p>Sep-21</p> <p>acquired by</p>	<p>Jul-21</p> <p>acquired by</p>	<p>Jun-21</p> <p>acquired by</p>	<p>Mar-21</p> <p>acquired by</p>	<p>Feb-21</p> <p>acquired by</p>

HVACR

HVACR is clearly among the most mission-critical categories within facility services. Businesses cannot function with a working HVACR system, making timely resolution of any issues and regular maintenance plans core to the mandate of any facility manager. The value proposition from preventative HVACR service (i.e. increased energy efficiency and costs savings) also remains compelling. Combined with mission-critical “break/fix” demand and an extraordinarily fragmented landscape, HVACR is (and will continue to be) an attractive investment category.

In spite of the bright spotlight and rich valuation levels, the pace of HVACR M&A has not waned over the past two years. New platforms are being recapitalized, current platforms are completing add-ons and existing platforms continue to trade upstream. Marquee recent transactions include **Huron Capital's** sale of **Pueblo Mechanical Controls** to **OMERS**, **Ridgemont** backing **Crete Mechanical Group**, **A&M Capital's** acquisition of **The Articom Group** and **Atlantic Street** acquiring **Air Conditioning Innovative Solutions**.

While efficiency has long been the #1 theme reshaping the industry landscape, indoor air quality and demographic shifts to the South and Sunbelt have created more recent tailwinds for ventilation and AC systems. The rapid technological innovation and professionalization of the category has given rise to substantial consolidation and platform building. The intersecting features of mission-critical demand, tech-enabled efficiency and a heavily fragmented competitive landscape will sustain interest at attractive multiples for the foreseeable future.

RECENT DEVELOPMENTS

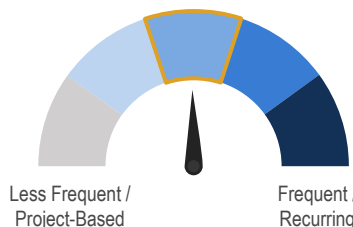
- Tailwinds related to indoor air quality (ventilation) and Sun Belt demographic shifts (AC)
- Technological innovation accelerating upgrade and modernization cycles

ATTRACTIVE SECTOR ATTRIBUTES

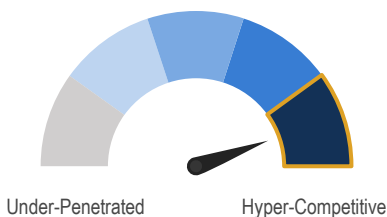
- 1 Essential category with attractive combination of recurring preventative work and break/fix demand
- 2 Sizable aftermarket – with clear value proposition to frequent maintenance
- 3 Entering a tech-enabled / efficiency-driven upgrade and modernization cycle

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

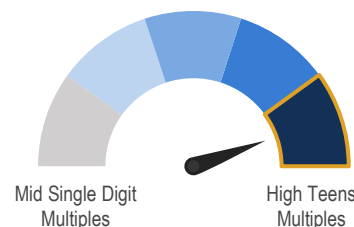
Degree of Recurring Services



PE Activity to Date



Platform Valuations



<p>Nov-22</p> <p>acquired by</p>	<p>Oct-22</p> <p>acquired by</p>	<p>Aug-22</p> <p>acquired by</p>	<p>Jul-22</p> <p>acquired by</p>	<p>Jun-22</p> <p>acquired by</p>
<p>Mar-22</p> <p>acquired by</p>	<p>Jan-22</p> <p>acquired by</p>	<p>Dec-21</p> <p>acquired by</p>	<p>Sep-21</p> <p>acquired by</p>	<p>Jul-21</p> <p>acquired by</p>

PLUMBING

Due to the recent proliferation in M&A activity in the commercial plumbing category, this is another FS category that has earned a devoted spotlight in our 2023 report.

The \$100+ billion plumbing market⁽¹⁾ is highly fragmented and approximately equally split between recurring aftermarket repair services and backlog-oriented project work that is more exposed to building cycles. Premium value is placed on businesses with a distinct aftermarket orientation and significant contribution from smaller ticket “break/fix” maintenance work. For backlog-driven revenue, investors prefer work driven by aftermarket retrofits, new tenant build-outs and smaller “tilt-up” buildings over large scale construction projects (which in many markets are union-dominated).

Due to the “need-it-now” demand profile and localized code requirements, plumbing historically has been hyper-localized and fragmented. In recent years, private equity has charted out a successful value creation playbook that improves business development, customer retention and service delivery through technology investment and consolidation. A more nuanced understanding of the market has attracted investment to regional market leaders such as **Andersen Commercial Plumbing (Sun Capital)**, **P3 Services (Stellex Capital)** and **George Plumbing (Concentric Equity)**. These players boast deep, captive installed customer bases, aftermarket-focused revenue splits, preferred employer status and readily-scalable unit economics.

(1) IBISWorld (Plumbers) – Sep 2022

RECENT DEVELOPMENTS

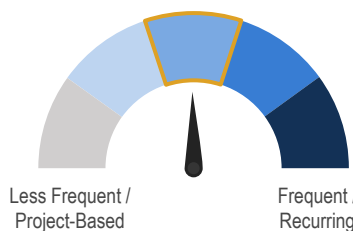
- PE investment beginning to extend beyond residential services into commercial markets
- “Go green” initiatives requiring retrofit of plumbing systems for water conservation

ATTRACTIVE SECTOR ATTRIBUTES

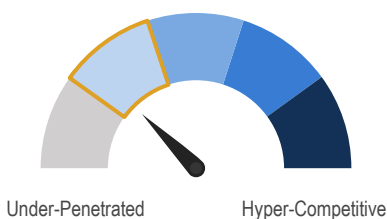
- 1 Highly technical, in-demand trade categories
- 2 Highly fragmented landscape due to localized requirements
- 3 High cross-sell potential with electrical, HVAC and other service categories

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

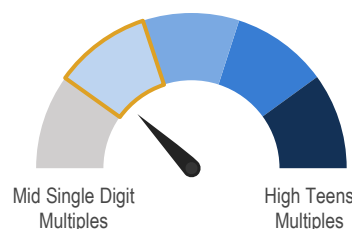
Degree of Recurring Services



PE Activity to Date



Platform Valuations



<p>Aug-22</p> <p>acquired by</p>	<p>Jul-22</p> <p>acquired by</p>	<p>May-22</p> <p>acquired by</p>	<p>Apr-22</p> <p>acquired by</p>	<p>Jan-22</p> <p>acquired by</p>
<p>Jan-22</p> <p>acquired by</p>	<p>Oct-21</p> <p>acquired by</p>	<p>Jul-21</p> <p>acquired by</p>	<p>May-21</p> <p>acquired by</p>	<p>Jan-21</p> <p>acquired by</p>

SECURITY SYSTEMS INTEGRATION

Today, security is far more than property protection. It's increasingly about life safety – making systems that safeguard life (e.g. video surveillance, access control and intrusion alarms) a strategic imperative. The result: expanding budget allocations and demand for specialists that can engineer security strategies, integrate disparate systems, manage “immediate need” service requirements and navigate collapsing upgrade cycles. All told, this is now an expansive \$4+ billion market projected to grow 5%+ annually through 2026⁽¹⁾.

The service landscape is stratified between three camps. Global, diversified security platforms such as **Prosegur**, **Allied Universal** and **Securitas** are branching out from manned guard to a more balanced, tech-integrated approach. Several regional platforms have formed with PE backing, such as **Convergent (LGP / Harvest)**, **Unlimited Technology (Lee Equity)**, **Nextgen Security (Dunes Point)**, **Minuteman Security and Life Safety (Prospect Partners)** and **Pavion (Wind Point)**. An enormous tail of local firms follows with widely varying OEM access, technician credentials and service capabilities.

Security systems integration is entering a high-growth era decades in the making – addressing massive demand as enterprises place top priority on life safety, implement an evolving and broadening set of security solutions and drive professionalization across a heavily fragmented service landscape ripe for consolidation. In addition, consolidators within fire protection are now branching into traditional security and elevating transaction multiples. Overall, the market is in the early innings of a substantial wave of M&A and consolidation.

(1) The Freedonia Group – Security Services Report

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

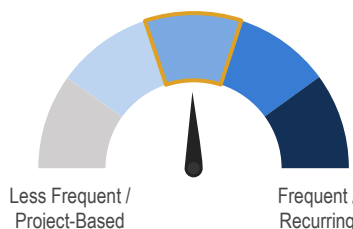
RECENT DEVELOPMENTS

- Strengthening life safety orientation underpins mission-critical / 100% uptime demand
- Expanding budget allocations with constant demand for technology upgrades

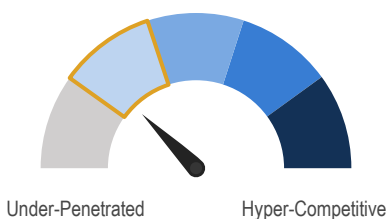
ATTRACTIVE SECTOR ATTRIBUTES

- 1 Mission-critical equipment generating high margin “break/fix” aftermarket service demand
- 2 Technological innovation driving new product development and greater service spend
- 3 Predictable backlog-driven upgrade revenue from deep installed base across broad customer roster

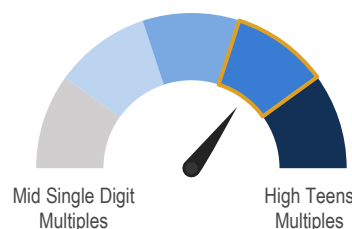
Degree of Recurring Services



PE Activity to Date



Platform Valuations



<p>Nov-22</p> <p>acquired by</p>	<p>Sep-22</p> <p>acquired by</p>	<p>Jul-22</p> <p>acquired by</p>	<p>Apr-22</p> <p>acquired by</p>	<p>Jan-22</p> <p>acquired by</p>
<p>Dec-21</p> <p>acquired by</p>	<p>Dec-21</p> <p>acquired by</p>	<p>Jun-21</p> <p>acquired by</p>	<p>Jun-20</p> <p>acquired by</p>	<p>Mar-20</p> <p>acquired by</p>

WAREHOUSE, DOCKS & DOORS

Many warehouse and “back of store” systems are the definition of mission-critical – businesses can not function without properly working conveyors, material handling equipment, cranes, loading docks, overhead doors, waste compactors and myriad other equipment that is integral to both secure occupancy and the daily conduct of business. Ensuring uptime and output for these systems is often a core component of profitability, and systems require constant maintenance. Beyond the strategic imperative, certain pieces of equipment are governed by regulatory measures that mandate routine inspections.

Private equity investment has followed the “democratization” of aftermarket service. OEMs have historically been gatekeepers – performing installations and aftermarket maintenance themselves or through exclusive dealer partners. More recently, independent providers have disrupted the competitive landscape, promoting service-first, OEM-agnostic models. Their ability to work across OEM brands and service “heterogeneous” environments is valuable to customers seeking vendor consolidation. Examples of such agnostic service providers in these categories include **OnPoint (MML Capital)**, **Crane1 (L Squared)**, **Allmark Door (LLR Partners)**, **Vortex (Warren Equity)** and **Tech24 (HCI Equity)**.

We expect regional and national platforms will continue to emerge and expand across these complementary equipment categories, focused on pushing an OEM-agnostic, recurring maintenance focused service message to customers with multi-facility, multi-manufacturer footprints.

RECENT DEVELOPMENTS

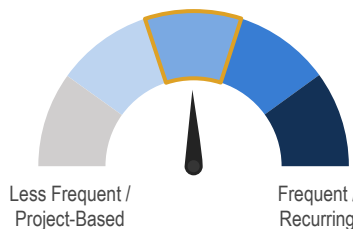
- “Democratization” of aftermarket service driving proliferation of OEM-agnostic businesses
- Early-stage formation of PE investment

ATTRACTIVE SECTOR ATTRIBUTES

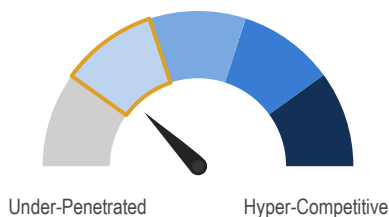
- 1 Mission-critical service needs
- 2 Recurring break/fix demand given the natural wear and tear cycles of high-use critical parts
- 3 Broad market with ample opportunity to consolidate and cross-sell adjacent equipment services

RELATIVE DYNAMICS & NOTABLE RECENT TRANSACTIONS

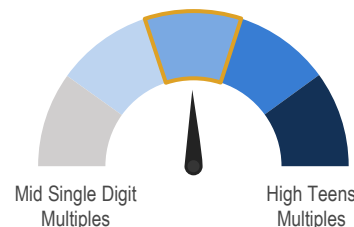
Degree of Recurring Services



PE Activity to Date



Platform Valuations



<p>Dec-22</p> <p> Industrial Service Solutions</p> <p>acquired by</p> <p> WYNNCHURCH CAPITAL</p>	<p>Nov-22</p> <p> FULLSPECTRUM GROUP, LLC</p> <p>acquired by</p> <p> CBRE</p>	<p>Jun-22</p> <p> ALLMARK DOOR All Doors. All Docks. All Service. All the Time.™</p> <p>acquired by</p> <p> LLR</p>	<p>May-22</p> <p> mti MECHANICAL TRADE INDUSTRIES</p> <p>acquired by</p> <p> GDI Integrated Facility Services</p>	<p>Dec-21</p> <p> RMS MECHANICAL SERVICES, INC.</p> <p>acquired by</p> <p> TECH24</p>
<p>Dec-21</p> <p> VORTEX</p> <p>acquired by</p> <p> WARREN EQUITY PARTNERS</p>	<p>Nov-21</p> <p> AGS</p> <p>acquired by</p> <p> AURORA CAPITAL PARTNERS</p>	<p>Nov-21</p> <p> COMMERCIAL KITCHEN Parts & Service Since 1948</p> <p>acquired by</p> <p> TECH24</p>	<p>Aug-21</p> <p> CRANE 1</p> <p>acquired by</p> <p> CAPITAL PARTNERS</p>	<p>Mar-21</p> <p> EMSAR</p> <p>acquired by</p> <p> GAUGE CAPITAL</p>

DEAL ACTIVITY

A VIBRANT M&A ENVIRONMENT ACROSS ALL SECTORS

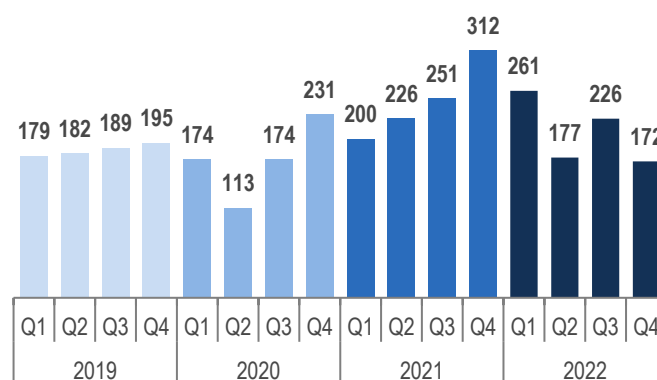
TM CAPITAL'S FACILITY SERVICES DEAL TRACKER

As noted earlier, several distinctive attributes of facility services foster a vibrant M&A environment. Recurring, recession-resistant demand and strong cash flow dynamics attract equity investment and support debt financing. Innovators and disruptors are seeking out latent opportunities to improve service levels and business development through technology and operational improvements. Trade categories remain heavily fragmented and ripe for consolidation.

These fundamental points – which cut across all sectors of the FS landscape – supported a wave of investment in the category in the 2010s and provide substantial runway for continued deal activity deep into this new decade. TM Capital's Business Services team closely monitors dealmaking across the landscape, including:

GROWTH IN FACILITY SERVICES DEALMAKING

North American Facility Services Deals by Quarter



Source: S&P CapitalIQ

TM CAPITAL DEAL TRACKER CATEGORIZATIONS

1 New platform formations

These deals reflect a privately owned company partnering for the first time with an institutional equity investor, providing a degree of liquidity for the selling shareholders (often founder owners) while signaling to the market that a new "platform" will be aggressively pursuing organic growth and add-on acquisitions to generate a return for its new private equity investors.

2 Platform ownership transitions

These transactions involve private equity to private equity "trades" – enabling an exiting equity group to realize a return on its investment while often transitioning ownership "upstream" to a larger equity fund with the capital and playbook to partner with management through the next phase of the platform's growth and evolution.

3 Notable strategic acquisitions

These acquisitions by strategic buyers (i.e. operating companies rather than equity investors) are noteworthy for their scale, strategic rationale or impact on competitive dynamics; this camp includes several private equity exits in which the acquiring entity is a larger PE-backed platform or a publicly traded company.

This section includes a representative listing of the deals tracked by TM Capital's Business Services group across each facility services sector since 2020. As always, we welcome the opportunity to discuss the trends and drivers of M&A activity in more detail, and our team stands ready to help you capitalize on opportunities in each sector.


EXTERIOR BUILDING SERVICES

Date	Target	Acquirer	Seller
New Platform Formations			
Nov-22	Aruza Pest Control	Concentric Equity Partners	
Oct-22	Palmetto Exterminators	CenterOak Partners	
Jul-22	Asphalt & Concrete ("ACI")	Soundcore Capital Partners	
Feb-22	Coco Paving	Green Infrastructure Partners	
Jan-22	True North Asphalt	Stonehenge Partners	
Nov-21	PestCo Holdings	Thompson Street Capital Partners	
Oct-21	Perfect Power Wash	Incline Equity Partners	
Aug-21	Brothers Paving	Trivest Partners	
Aug-21	Capital Building Maintenance	Salt Creek Capital	
Jul-21	Hawx	PCM Growth	
Jul-21	Super Home Services	Dubin Clark	
Jun-21	Pinnacle Paving & Sealing	Strength Capital Partners	
Jun-21	Pavement Partners	Shoreline Equity	
May-21	Earth Development	Crosswalk Capital	
Apr-21	ADB Companies	Warren Equity Partners	
Apr-21	Rockit Pest	Halle Capital	
Jan-21	Sunland Asphalt	Huron Capital	
Jan-21	Landmark Paving	Trivest & Lincoln Road Global	
Jan-21	Valcourt Building Services	Littlejohn & Co.	
Dec-20	American Pavement Preservation	Capital Alignment Partners	
Platform Ownership Transitions			
Nov-22	Rose Paving	Tenex Capital Management	Merit Capital Partners
Nov-22	Ned Stevens Gutter Cleaning & Gen. Contracting	Cobepa & The Jordan Company	AVALT Holdings
Dec-21	Midstate Reclamation	Warren Equity Partners	Stone Arch Capital
Sep-21	Brown & Settle	Alaris Equity Partners USA	GHK Capital Partners
Aug-21	Young's Communications	Grain Management	Cotton Creek Capital
Apr-21	RoadSafe Traffic Systems	Investcorp & Trilantic	ORIX Capital Partners
Dec-20	Sweeping Corporation of America	Warburg Pincus	Soundcore Capital Partners
Notable Strategic Acquisitions			
Dec-22	Reliable Pest Solutions	PestCo Holdings (Thompson Street Capital Partners)	
Oct-22	Paradise Asphalt Management	Atlantic Southern Paving (Harbor Beach)	
Oct-22	Terminix Global Holdings	Rentokil Initial (LSE:RTO)	
Sep-22	Belet's Painting and Maintenance	Krystal Klean (FleetWash, ACON)	
Aug-22	Cincinnati Asphalt	Pavement Partners (Shoreline Equity Partners)	
May-22	Birrell Services	Tendit Group (Osceola Capital Management)	
Mar-22	Southwest Slurry Seal	American Pavement Preservation (Capital Alignment)	
Feb-22	A-1 Striping	Sweeping Corporation of America (Warburg Pincus)	
Jan-22	Turner Asphalt	Pavement Partners (Shoreline Equity Partners)	
Jan-22	American Striping Company/Apex Pavement Solutions	Tendit Group (Osceola Capital Management)	
Jan-22	Clark Apex	RoadSafe Traffic Systems (Investcorp & Trilantic)	
Nov-21	Oregon Mainline Paving	Knife River Corporation (MDU Resources Group)	
Oct-21	King Asphalt	Construction Partners (NasdaqGS:ROAD)	
Sep-21	Environmental Pest Service	Rentokil Initial (LSE:RTO)	Concentric Equity Partners
Aug-21	Angel Brothers Enterprises	CRH Americas (CRH plc)	
Aug-21	Good Hope Contracting Co.	Construction Partners (NasdaqGS:ROAD)	
Aug-21	Dominion Paving & Sealing	Pavement Partners (Shoreline Equity Partners)	
Jul-21	Brothers Paving & Concrete	Landmark Paving (Trivest)	
Jun-21	Sunset Property Services	Sweeping Corporation of America (Warburg Pincus)	
Apr-21	JOBS Group	Valcourt Building Services (Littlejohn & Co.)	
Mar-21	Ace Asphalt	Sunland Asphalt (Huron Capital)	Prophet Equity


GUARD, CONCIERGE & PARKING MANAGEMENT

Date	Target	Acquirer	Seller
New Platform Formations			
Nov-22	Envera Systems	Wind Point Partners	
Oct-21	Regiment Security Partners	Cold Bore Capital	
Notable Strategic Acquisitions			
Oct-22	Century Security and Event Staffing	Allied Universal (CDPQ)	
Oct-22	Blue Star Security	Protos Security (Southfield Capital)	
Sep-22	Imperial Parking Industries	Propark	
Sep-22	MG Security Services	Protos Security (Southfield Capital)	
May-22	American Services	Allied Universal (CDPQ)	
Apr-22	Quality Security Solutions (QSS)	Dunbar Security Solutions	
Mar-22	Premier Parking	Metropolis Technologies	River Associates
Apr-21	G4S	Allied Universal (CDPQ)	


JANITORIAL & CLEANING

Date	Target	Acquirer	Seller
New Platform Formations			
Jan-23	4M Building Solutions	O2 Investment Partners	
Apr-22	Enviro-Master Services	Eagle Merchant Partners	
Dec-21	Coverall North America	Wellspring Capital Management	
Jun-21	Xanitos	Angeles Equity Partners	
May-21	Executive Building Maintenance	Revolent Capital Solutions	
Feb-21	R.N.A. of Ann Arbor	Revolent Capital Solutions	
Sep-20	ServiceMaster Brands	Roark Capital Group	Terminix Global Holdings (NYSE:TMX)
Aug-20	TFM Services	Gen Cap America	
Mar-20	The Maids International	Gladstone Investment Corporation	
Platform Ownership Transitions			
Oct-21	Pritchard Industries	Littlejohn & Co.	A&M Capital
Notable Strategic Acquisitions			
Jan-23	JaniTech	The Facilities Group (Revolent Capital Solutions)	
Apr-22	Legion Building Services	Xanitos (Angeles Equity Partners)	
Jan-22	IH Services	GDI Integrated Facility Services (TSX:GDI)	
Nov-21	The Millard Group	Allied Universal Security Services	
Nov-21	Bravo! Building Services	Kellermeyer Bergensons Services (Cerberus Capital)	
Oct-21	Creative Maintenance Systems	Scopes Facility Services (Westbridge Capital)	
Aug-21	Able Services	ABM Industries Incorporated (NYSE:ABM)	
Aug-21	Sparkle Maintenance	Commercial Cleaning Systems (Silver Oak Services)	
Aug-21	Olympus Building Services	Kellermeyer Bergensons Services (Cerberus Capital)	
Jul-21	Excel Building Services	The Facilities Group (Revolent Capital Solutions)	
Dec-20	Global Industrial Services	Pritchard Industries (A&M Capital)	


LANDSCAPING & GROUNDS MAINTENANCE

Date	Target	Acquirer	Seller
New Platform Formations			
Jan-23	Botanical Designs	Beach Point Capital	
Dec-22	Ruppert Landscape	Knox Lane	
Nov-22	APHIX	Caltius Equity	
Aug-22	Turf Masters Brands	CenterOak Partners	
Jul-22	Tree Care Partners	CPS Capital	
Jan-22	Case Facilities Management	The Halifax Group	
Dec-21	Pacific Landscape Management	Southfield Capital	
Nov-21	Lynch Landscape & Tree Service	Anvil Capital	
Nov-21	UK Landscapes	Mercia Asset Management	
Nov-21	ArborWorks	New State Capital Partners	
Oct-21	Westco Grounds Maintenance	Gemini Investors & Altos Partners	
Jul-21	Edko	Incline Equity Partners	
Jun-21	Gunnison	Warren Equity Partners	
Jan-21	LMC Landscape Partners	Trivest Partners	
Sep-20	Schill Landscaping And Lawn Care Services	Argonne Capital Group	



LANDSCAPING & GROUNDS MAINTENANCE (CONTINUED)

Date	Target	Acquirer	Seller
Platform Ownership Transitions			
Apr-22	Kendall Vegetation Services	Sterling Investment Partners	Blue Point Capital Partners
Apr-22	Monarch Landscape	Audax	One Rock Capital Partners
Dec-21	Juniper Landscaping Holdings	Bregal Partners	ZS Fund
Aug-21	SavATree	Apax Partners	CI Capital Partners
Sep-20	Landscape Workshop	Carousel Capital Partners	McKinney Capital
Notable Strategic Acquisitions			
Jan-23	Mutch Landscaping	Bland Landscaping Company (Prospect Partners)	
Nov-22	R.G.S. Landscape	Landscape Workshop (Carousel Capital)	
Sep-22	Greenridge Landscaping	Juniper Landscaping Holdings	
Feb-22	Intermountain Plantings	BrightView Holdings (NYSE:BV)	
Feb-22	Greenscape	Landscape Workshop (Carousel Capital)	
Jan-22	Red's Lawn and Landscape	Garden Design	
Jan-22	Todd's Enviroscapes	Schill Grounds Maintenance (Argonne Capital)	
Jan-22	Nels Johnson Tree Experts	SavATree (Apax Partners)	
Jan-22	Aggieland Green & Integrated Lawn Care	Green Group	
Dec-21	Merit Service Solutions	HeartLand Company (Sterling Investment Partners)	Eureka Equity Partners
Dec-21	Western Landscape	Garden Design	
Nov-21	ColoradoScapes	Orion Group (Alpine Investors)	
Nov-21	Bemus Landscape	Sperber Landscape Companies	
Jun-21	Baytree Landscape Contractors	BrightView Holdings (NYSE:BV)	
Jun-21	Gold Landscape	Outworx Group (Mill Point Capital)	
Jun-21	Tree-Tech	SavATree (Apax Partners)	
May-21	Emerald Isle Landscaping	Tendit Group (Osceola Capital Management)	
Apr-21	Dent Enterprises	Powerhouse Retail Services (Lincolnshire Management)	
Apr-21	Cagwin & Dorward	Sperber Landscape Companies	
Feb-21	Roark Landscaping	HeartLand Company (Sterling Investment Partners)	
Nov-20	Fairfield Construction & Fairfield Snow & Ice	American Landscaping Partners (Cold Bore Capital)	
Sep-20	Monster Tree Service	Authority Brands (Apax Partners)	



LAUNDRY, LINEN & UNIFORM

Date	Target	Acquirer	Seller
New Platform Formations			
Jul-22	Century Linen & Uniform	Falcon Affiliates	
Aug-21	Emerald Textiles	Pacific Avenue Capital Partners	
Dec-20	Crothall Laundry Services	H.I.G. Capital	Compass Group plc (LSE:CPG)
Platform Ownership Transitions			
Apr-22	Healthcare Linen Services Group	York Capital	Thompson Street Capital Partners
Mar-21	Crown Health Care Laundry Services	Pritzker Organization	Quilvest Capital Partners
Notable Strategic Acquisitions			
Jan-23	Linen King	Healthcare Linen Services Group (York Capital)	Seaport Capital
Nov-22	Certain Assets of Apex Linen	PureStar (Cornell Capital)	Apex Linen
Oct-22	Reino Linen Service	Healthcare Linen Services Group (York Capital)	
May-22	United Linen & Uniform Services	ImageFIRST Healthcare Laundry (Calera Capital)	
Feb-22	Gorman's Uniform Rental	Cintas Corporation (NasdaqGS:CTAS)	
Jan-22	Textile Care Services	ImageFIRST Healthcare Laundry (Calera Capital)	
Dec-21	West Coast assets of Angelica Corp.	Emerald Textiles (Pacific Avenue Capital Partners)	Angelica Corporation
May-21	Laundry Facility of Angelica Corporation	Healthcare Linen Services (Thompson Street Capital)	Angelica Corporation



RESTORATION & REMEDIATION

Date	Target	Acquirer	Seller
New Platform Formations			
Dec-22	ServiceMaster Restore	VantEdge Partners	
Oct-22	The Basement Doctor	Tecum Capital Management	
Jan-22	Watterson Environmental Group	Highview Capital	
Dec-21	Camp Construction Services	Sterling Investment Partners	
Nov-21	Stronghouse Solutions (fka Capital Construction)	O2 Investment Partners	
Sep-21	Roadrunner Restoration	Achates Ventures	
Jul-21	Sunbelt Waterproofing and Restoration	Concentric Equity Partners & Northaven Capital Partners	
Mar-21	Blair Duron Restoration	Crescendo Capital Partners	
Jan-21	Advanced Disaster Recovery	Brookstone Partners	
Dec-20	Dayspring Restoration (nka Fleet Response)	Trinity Hunt Partners	
Aug-20	ATI Restoration	TSG Consumer Partners	
Apr-20	Restoration 1	MPK Equity Partners	
Feb-20	Dry Force Restoration (nka High Ground)	Trivest Partners	
Platform Ownership Transitions			
Jan-22	Alliance Environmental Group	Incline Equity Partners	ORIX Growth Capital, MFG Partners
Oct-21	BluSky Restoration Contractors	Kohlberg & Company, Partners Group (SWX:PGHN)	Dominus Capital
Notable Strategic Acquisitions			
Feb-23	Infinity Roofing & Siding	Stronghouse Solutions (O2 Investment Partners)	
Nov-22	DRYmedic Restoration Services	Authority Brands (Apax Partners)	
Oct-22	Watermark Restoration	FirstOnSite Restoration (FirstService (TSX:FSV))	
Oct-22	Accent Property Restoration	BMS CAT (AEA Investors)	
Jun-22	Bassett Creek Services	Watterson Environmental Group (Highview)	Gladstone Investment (NASDAQ: GAIN)
Jan-22	Advance Catastrophe Tech. & Target Solutions	Cotton Holdings (Sun Capital)	
Dec-21	Reconstruction Experts	Johns Lyng Group Limited (ASX:JLG)	Linx Partners
Dec-21	J.C. Restoration	BluSky Restoration (Kohlberg & Company, Partners)	
May-21	Maxons Restorations	FirstOnSite Restoration (FirstService (TSX:FSV))	
Nov-20	Mark 1 Restoration Service	ATI Restoration (TSG Consumer Partners)	
Nov-20	ABK Restoration Services/NorHaz Solutions	Canstar Construction (Fulcrum Capital)	



ROOFING

Date	Target	Acquirer	Seller
New Platform Formations			
Nov-22	Core Roofing Systems	Shoreline Equity Partners	
Oct-22	Eskola Roofing & Waterproofing	Eagle Merchant Partners	
Jul-22	Roof Depot	Copley Equity	
Apr-22	BlueThread Services	Seaside Equity Partners	
Apr-22	Patuxent Roofing & Contracting, Inc.	New State Capital Partners	
Mar-22	Apple Roofing	Gauge Capital	
Mar-22	Active Roofing Company	Woodlawn Partners & Lightspring Capital Partners	
Dec-21	Lake Champlain Roofing	BizGro Partners	
Oct-21	Progressive Roofing	Bow River Capital	
Aug-21	Legacy Restoration	Bessemer Investors	
Dec-20	Premier Roofing	Aurora Capital Partners	
Dec-20	Roofing Corp of America	Soundcore Capital Partners	
Oct-20	Kelly Roofing	Monument MicroCap Partners	
Jan-20	Cotton Holdings	Sun Capital Partners	
Platform Ownership Transitions			
Jan-23	Infinity Home Services	Freeman Spogli & Co.	North Branch Capital
Sep-21	Tecta America Corporation	Leonard Green & Partners	Altas Partners
Notable Strategic Acquisitions			
Nov-21	Sunpro Solar	ADT Inc. (NYSE: ADT)	
Oct-21	Capital Construction	O2 Investment Partners	
Jul-21	EMPIRE ROOFING	Tecta America Corporation (Altas Partners)	
Jul-21	Reliant Roofing	Kelly Roofing (Monument MicroCap)	
Jun-21	Gary Wilbert Roofing	Keeter Roofing And Remodeling	
Apr-21	Mighty Dog Roofing	Horse Power Brands	
Mar-21	Voegele Co.	Burns & Scalo Roofing Company	
Jan-21	J. Reynolds & Co.	Tecta America Corporation (Altas Partners)	
Dec-20	The Original Roofing Company	Roofing Corp of America (Soundcore Capital)	


WASTE & SITE SERVICES

Date	Target	Acquirer	Seller
New Platform Formations			
NA	Hulsey Environmental Services	Alitus Partners	
NA	Southwind	VantEdge Partners	
Jan-23	EnviroServe	One Rock Capital Partners	Savage Services Corporation
Dec-22	Ironclad Environmental Solutions	Kinderhook Industries	
Mar-22	Omni Recycling	Salt Creek Capital	
Mar-22	LDR Site Services	NMS Capital	
Jan-22	RoadRunner Recycling	General Atlantic	
Dec-21	The Amlon Group	Heartwood Partners	
Nov-21	ReSource Waste Services	Grosvenor Capital Management (NasdaqGM:GCMG)	ReEnergy Holdings
Nov-21	Keter Environmental Services	TPG Growth	
Oct-21	GreenWaste Recovery/Zanker Road Resource	Macquarie Asset Management	
Oct-21	Northstar Recycling Company	Ridgemont Equity Partners	
Sep-21	Lakeshore Recycling Systems	Macquarie Asset Management	
Aug-21	Best Trash	Amberjack Capital Partners	
Jul-21	Live Oak Environmental	Kinderhook Industries	
Jul-21	BP Business Solutions	Tecum Capital & Expedition Capital Partners	
May-21	Seaside Waste Services	Mangrove Equity Partners	
Feb-21	Safeway Transport Environmental Services	Newlook Capital	
Platform Ownership Transitions			
Dec-22	DTG Recycling Group	Macquarie Asset Management	Clairvest Group (TSX:CVG)
Nov-22	Frontier Waste Solutions	Concentric Equity Partners & Summer Street Capital	Blue Sage Capital & Trailcreek Capital
Nov-22	Frontier Access	Summer Street Capital; Concentric Equity	Blue Sage Capital
Sep-22	LJP Waste Solutions	Nonantum Capital Partners	Aperion Management
Jul-22	VLS Environmental Solutions	I Squared Capital Advisors	Aurora Capital Partners
Dec-21	EC Waste	3i Group plc (LSE:III)	Post Capital Partners
Apr-21	Stella Environmental Services	Leonard Green & Partners	Hidden Harbor Capital Partners
Apr-21	Curtis Bay Medical Waste Services	Aurora Capital Partners	Summer Street Capital Partners
Dec-20	48forty Solutions	Audax Group	Grey Mountain Partners
Nov-20	Valet Living	GI Partners	Harvest Partners; Ares Private Equity Group
Sep-20	Waste Partners Environmental	Tejas Investment Partners	Cotton Creek Capital Management
Jan-20	Waste Harmonics	Arcapita	Prospect Partners
Notable Strategic Acquisitions			
Jan-23	New Market Waste Solutions	Waste Harmonics (Arcapita)	Zabel Companies
Dec-22	The Junkluggers	Authority Brands (Apax Partners)	
Dec-22	FRG Waste Resources	Certified Recycling (Broadview Group & EXI Investment)	
Nov-22	Junk King Franchise Systems	Neighborly Corporation	
May-22	Solterra Recycling Solutions	Interstate Waste Services (Littlejohn & Co.)	
May-22	Complete Recycling	Northstar Recycling Company (Ridgemont Equity)	
Apr-22	Central Disposal	Superior Waste Industries (The Pritzker Organization)	
Mar-22	Meridian Alliance Partners	Waste Harmonics (Arcapita)	
Jan-22	Elytus	Recycle Track Systems	
Dec-21	MPS Holdco	Keter Environmental Services (TPG Growth)	
Dec-21	RWS Facility Services	Quest Resource Holding (NasdaqCM:QRHC)	Atar Capital
Sep-21	ACV Enviro Corporation	Republic Services (NYSE:RSG)	Kinderhook Industries
Sep-21	E.L. Harvey & Sons	Waste Connections (NYSE:WCN)	
Dec-20	ContainerPros	Wastequip (HIG Capital)	
Oct-20	Green Remedies Waste and Recycling	Quest Resource Holding Corp. (NasdaqCM:QRHC)	


ELECTRICAL, SIGNAGE & BUILDING CONTROLS

Date	Target	Acquirer	Seller
New Platform Formations			
Dec-22	Thermo Systems	Carlson Private Capital Partners	
May-22	Service Minds	Altamont Capital Partners	
Mar-22	Carr & Duff Electrical Construction	Gemspring Capital	
Nov-21	Creative Sign Designs	Heritage Growth Partners	
Nov-21	Midwestern Electric	CAI Capital Partners	
Sep-21	Meteor Sign Works	Lynx Equity Limited	
Jul-21	Prime Electric	WestView Capital Partners	
Jul-21	Any Hour Group	Knox Lane	
Jan-21	Priority	Jacobson Family Investments & Rubelmann Capital	



ELECTRICAL, SIGNAGE & BUILDING CONTROLS (CONTINUED)

Date	Target	Acquirer	Seller
Platform Ownership Transitions			
Dec-21	Mantis Innovation Group	Gemspring Capital	O2 Investment Partners
Jul-21	MC Group (nka Stratus)	Vestar Capital Partners	Arcapita Group Holdings
Jun-21	ArchKey Solutions	One Rock Capital Partners	Oaktree Capital Management
Apr-20	SitelogIQ	AEA Investors	Oaktree Capital Management
Notable Strategic Acquisitions			
Nov-22	Reilly Electrical Contractors	Crete Mechanical Group (Ridgemont Equity Partners)	
Jan-22	Anthony James Partners	ASM Global	
Jan-22	Stay-Lite Lighting Inc	Orion Energy Systems (NasdaqCM:OESX)	
Sep-21	MLE Merchandising & Sign Solutions	Stratus (Vestar Capital Partners)	
Aug-21	Statewide Traffic Safety and Signs	AWP (Kohlberg & Company)	Sterling Partners
Jul-21	WayPoint Systems	ATS Automation	
Jun-21	Stellar Building Technologies	Albireo Energy (Huron Capital)	



ELEVATOR

Date	Target	Acquirer	Seller
New Platform Formations			
Sep-22	Kings III	Arcline Investment Management	
Dec-21	VDA	Keystone Capital	
Jan-21	Urban Elevator Service	Skydeck Capital	
Dec-20	Action Elevator	Align Capital	
Mar-20	Elevator Systems	ShoreView Industries	
Platform Ownership Transitions			
Jun-21	3 Phase Elevator Corporation	Berkshire Partners	Fort Point Capital
May-20	Unitec Elevator	Arcline Investment Management	Pacific Avenue Capital Partners
Notable Strategic Acquisitions			
Nov-22	Elevator Industries	3 Phase Elevator (Berkshire Partners)	
Sep-22	Titan Machine	Hyperion Solutions (Arcline Investment Management)	
Aug-22	Madden Elevator	American Elevator (Arcline Investment)	
Jun-22	Van Duinen Elevator	Elevator Service (Carroll Capital)	
Mar-22	Toledo Elevator & Machine Co.	Elevator Service (Carroll Capital)	
Feb-22	Halley Elevator Co.	3 Phase Elevator (Berkshire Partners)	
Jan-22	Specialized Elevator Services Holdings	3 Phase Elevator (Berkshire Partners)	CIVC Partners
Aug-21	Ross Elevator	KONE (HLSE:KNEBV)	
Jan-21	Standard Elevator Corp.	American Elevator (Arcline Investment)	
Nov-20	Premier Elevator	Elevated Facility Services (fka Oracle) (L Squared Capital)	



FACILITY TECHNOLOGY SERVICES

Date	Target	Acquirer	Seller
New Platform Formations			
Jan-23	Industrial Networking Solutions	CIVC Partners	
Dec-21	CompuCom	Variant Equity	Office Depot
Nov-21	CrossCom National	Lincolnshire Management	
Aug-21	Kane Communications	Aterian Investment Partners	
Platform Ownership Transitions			
Dec-20	Spectrio	The Jordan Company	Bertram Capital Management
Apr-20	AVI-SPL	Marlin Equity Partners & H.I.G. Capital	Onex Falcon Investment Advisors
Notable Strategic Acquisitions			
Sep-22	Cenero	Ricoh Company (TSE:7752)	
May-22	Premiere Communications & Consulting	Kane Infrastructure Services (Aterian Investment)	
Mar-22	Avalon Communication Services	American Direct Procurement	
Mar-22	Comm-Works	New Era Technology (Sentinel Capital)	
Dec-21	Cable Solutions	Kane Infrastructure Services (Aterian Investment)	
Jun-21	Amteck	Comfort Systems USA	
Jun-21	Collaborative Technology Solutions	Pavion (Wind Point Advisors)	
Sep-20	Berk-Tek	Leviton Network Solutions	Nexans S.A. (ENXTPA:NEX)
Jan-19	Black Box	AGC Networks (nka Black Box (BSE:500463))	Essar Services (Mauritius)


FIRE & LIFE SAFETY

Date	Target	Acquirer	Seller
New Platform Formations			
Dec-22	Better Protection	ABRY Partners	
Oct-22	Rapid Fire Safety & Security	Concentric Equity Partners	
Aug-22	Endeavor Fire Protection	Building Industry Partners	
May-22	Guardian Fire Services	Northern Lakes Capital	
Sep-21	Superhero Fire Protection	Hidden Harbor Capital Partners	
Jul-21	Encore Fire Protection	Levine Leichtman Capital Partners	
Jul-21	Interstate Fire Protection	North Haven Capital	
Jun-21	Mack Fire Protection	Newlook Capital	
May-21	Cross-Fire & Security (nka Altus Fire & Life Safety)	AE Industrial Partners	
Apr-21	Barrier Companies (nka REMEDI8)	Lincolnshire & VSS	
Apr-21	Onyx-Fire Protection Services	TorQuest Partners	
Mar-21	Swanson Fire Protection	Baymark Partners	
Jan-21	Fortis Fire & Safety	Imperial Capital	
Jan-21	Eagle Fire	Rosewood Private Investments	
Jul-20	Classic Fire Protection	McCain Capital Partners	
Platform Ownership Transitions			
Sep-22	The Hiller Companies	Littlejohn & Co.	Pon Holdings
Nov-21	Sciens Building Solutions	The Carlyle Group (NasdaqGS:CG)	Huron Capital
Sep-21	Summit Companies	BlackRock (NYSE:BLK)	CI Capital Partners
Jun-21	Pye-Barker Fire & Safety	Altas Partners	Leonard Green & Partners
Mar-21	Al Fire	TruArc Partners	Audax Management Company
Feb-21	Marmic Fire & Safety Co.	HGGC	Thompson Street Capital Partners
Notable Strategic Acquisitions			
Nov-22	ComTronix	Pye-Barker Fire & Safety (Altas Partners)	
Sep-22	Life Safety Systems	Sciens Building Solutions (The Carlyle Group)	
Sep-22	Briscoe Protective Systems	Pye-Barker Fire & Safety (Altas Partners)	Novidam Capital Partners
May-22	Protegis Fire & Safety	Summit Companies (BlackRock)	Align Capital Partners
Jan-22	Chesapeake Sprinkler Company	Century Fire Protection (FirstService (TSX:FSV))	
Jan-22	Fire & Life Safety America	Summit Companies (BlackRock)	Blue Point Capital
Nov-21	APS FireCo	Marmic Fire & Safety Co. (HGGC)	
Jul-21	Rapid Fire Protection	Pye-Barker Fire & Safety (Altas Partners)	Boyne Capital Partners
Jun-21	Republic Fire Protection	Summit Companies	Lincoln Road Global Management
Jan-21	Nardini Fire Equipment Co.	Pye-Barker Fire & Safety (Altas Partners)	
Oct-20	SK FireSafety Group	API Group Corporation (NYSE:APG)	Apax Partners
Mar-20	Norris	Minuteman Security and Life Safety (Prospect Partners)	


HVACR

Date	Target	Acquirer	Seller
New Platform Formations			
Nov-22	Del-Air Heating and AC	Astara Capital	
Oct-22	Exigent	Huron Capital & The Stephens Group	
Aug-22	NearU HVAC Services	Freeman Spogli & Co	
Jun-22	Crete Mechanical Group	Ridgmont Equity Partners	
Mar-22	Horwitz	Svoboda Capital Partners	
Mar-22	The Smith & Oby Company	McNally Capital	
Feb-22	Royal House Partners	CPS Capital	
Feb-22	Integra Testing Services	Keystone Capital	
Jan-22	The Articom Group	A&M Capital	
Dec-21	Palmetto Air & Water Balance	Sunny River Management	
Nov-21	Anderson Group	Calera Capital	
Sep-21	Frontier Service Partners	Imperial Capital	
Sep-21	Air Pros	Peak Rock Capital	
Aug-21	Air Conditioning Specialist ("ACS")	Hidden Harbor Capital Partners	
Jan-21	United Air Temp	Summit Park	
Jan-21	HomeTown Services	CenterOak Partners	
Dec-20	Lor-Mar Mechanical Services	Crescendo Capital Partners	
Nov-20	Wolfgang's Cooling & Heating	Gemini Investors	
Oct-20	Best in Class Technology Services ("BTCS")	Dunes Point Capital	



HVACR (CONTINUED)

Date	Target	Acquirer	Seller
Platform Ownership Transitions			
Aug-22	Pueblo Mechanical & Controls	OMERS Private Equity	Huron Capital Partners
Dec-21	Air Conditioning Innovative Solutions	Atlantic Street Capital Management	Caltius Capital Management
Nov-21	Fidelity Building Services Group	Onex Corporation (TSX: ONEX)	Oaktree Capital Management (GFI Energy Group)
Oct-21	Southern HVAC	Gryphon Investors	MSouth Equity Partners
Jul-21	Premistar (fka: Reedy Industries)	Partners Group Holding	Audax Management Company
Dec-20	Right Time Heating and Air Conditioning	Gryphon Investors	Clairvest Group (TSX:CVG)
Dec-20	Heartland Home Services	The Jordan Company	North Branch Capital
Nov-20	Turnpoint Services	OMERS Private Equity	Trivest
Nov-20	Service Logic	Leonard Green & Partners	Warburg Pincus
Sep-20	American Residential Services (ARS)	GI Partners	Charlesbank Capital Partners
Sep-20	Sila Heating & Air	Dubin Clark	Morgan Stanley Private Equity
Notable Strategic Acquisitions			
Dec-22	All-Phase Electrical	Unique Indoor Comfort (Grove Mountain Partners)	
Dec-22	East Coast Mechanical	Air Pros USA (Peak Rock Capital)	
Nov-22	Wolf HVAC	Turnpoint (OMERS Private Equity)	Fletch Equity
Sep-22	AC Corporation	Crete Mechanical Group (Ridgemont)	
Jul-22	R Brooks Mechanical Heating & Air Conditioning	Flow Service Partners (RLJ Equity & LP First Capital)	
Mar-22	Chancey & Reynolds	Air Conditioning Specialist (Hidden Harbor Capital)	
Jan-22	Edwards Electrical and Mechanical	Comfort Systems USA (NYSE:FIX)	
Nov-21	Global Mechanical	American Refrigeration Company (Southfield Capital)	
Nov-21	CL Weaver	CoolSys (Ares)	
Jan-21	Isaac Heating & Air Conditioning	TruArc Partners	



PLUMBING

Date	Target	Acquirer	Seller
New Platform Formations			
Nov-22	Chuck's Septic Tank and Drain Cleaning	MFG Partners	
Aug-22	Plumbing Master	Newlook Capital	
Jul-22	RotoCo	Bessemer Investors	
Jul-22	Dema Plumbing	Gladstone Investment (NASDAQ: GAIN)	
Jul-21	Flow Service Partners	RLJ Equity & LP First Capital	
Jun-21	Zoom Drain	MPK Equity Partners	
May-21	Radiant Plumbing and Air Conditioning	The Riverside Company	
Feb-21	SageWater	Boyne Capital Partners & Grindstone Partners	
Platform Ownership Transitions			
Jul-22	Andersen Commercial Plumbing	Sun Capital Partners	Seaside Equity Partners
Apr-22	Len The Plumber	L Catterton Partners	Thompson Street Capital
Jan-22	Peltram Plumbing ("P3")	Stellax Capital Management	Crescendo Capital Partners
Jan-22	Burton Plumbing Services	LightBay Capital	ShoreView Industries
Jan-21	Service Champions	Odyssey Investment Partners	CenterOak Partners
Notable Strategic Acquisitions			
Jun-22	Dallas Plumbing Company	Air Pros (Peak Rock Capital)	
May-22	George Plumbing	Leap Partners (Concentric Equity Partners)	
Jan-22	Henry Smith Plumbing & Heating	Heartland Home Services (The Jordan Company)	
Nov-21	Brewer Companies	Synergos	
Oct-21	Done Service Group	Radiant Plumbing and Air Cond. (The Riverside Company)	


SECURITY SYSTEMS INTEGRATION

Date	Target	Acquirer	Seller
New Platform Formations			
Nov-22	Shields Business Solutions	Egis Capital	
Sep-22	NextGen Security	Dunes Point Capital	
Jan-22	Security 101	Gemspring Capital	
Dec-21	AMAROK	Northleaf Capital Partners & AVALT	
Dec-21	Unlimited Technology	Lee Equity Partners	
Jun-21	Cennox	York Capital	
May-21	SDI Presence	ABRY Partners	
Apr-21	Wittenbach Business Systems	Argosy Private Equity	
Mar-20	SAGE Integration	Talisman Capital	
Jul-18	BearCom	Bertram Capital	
Platform Ownership Transitions			
Dec-21	Convergint Technologies	Leonard Green & Partners & Harvest Partners	Ares Management
Nov-21	Westcoast Gate (nka Automated Gate Systems)	Aurora Capital Partners	Kian Capital Partners
Jun-20	Corbett Technology Solutions (nka Pavion)	Wind Point Partners	Tower Arch Capital
Notable Strategic Acquisitions			
Dec-22	Beckwith Electronic Engineering & Systems	Convergint (Leonard Green & Partners)	
Aug-22	Ojo Technology	Convergint (Leonard Green & Partners)	
Jul-22	Stanley Security	Securitas (STO: SECU)	
May-22	Key-Rite Security	ADT Security Services (Apollo)	
May-22	Electronic Systems Group	The Cook & Boardman Group (Littlejohn & Co.)	
Apr-22	Lincsafe, Merlin, Cashtester and Secusystems	Cennox (York Capital)	
Apr-22	B Safe Security	Pye-Barker Fire & Safety (Altas Partners)	
Mar-22	Ava Security	Motorola Solutions (NYSE: MSI)	
Mar-22	Integrated Security Technologies	Unlimited Technology (Lee Equity Partners)	
Feb-22	Envision Intelligent Solutions	Johnson Controls (NYSE: JCI)	
Jan-22	Chubb Fire & Security	API Group (NYSE: APG)	
Dec-21	FireKing Safety and Security	Cennox (York Capital)	Pfingsten Partners
Dec-21	Supreme Security Systems	Securitas (STO: SECU)	
Sep-21	Mountain Alarm Security Systems	Pye-Barker Fire & Safety (Altas Partners)	
Dec-20	Security Vault Works	Powerhouse Retail Services (Lincolnshire Management)	
Sep-20	Skynet Integrations	Minuteman Security and Life Safety (Prospect Partners)	


WAREHOUSE, DOCKS & DOORS

Date	Target	Acquirer	Seller
New Platform Formations			
Oct-22	CraneTech	Balance Point Capital	
Jun-22	Allmark Door	LLR Partners	
Dec-21	Vortex	Warren Equity Partners	
Platform Ownership Transitions			
Dec-22	Industrial Service Solutions ("ISS")	Wynnchurch Capital	Edgewater Funds & JZ Capital Partners
Aug-21	Crane 1 Services	L Squared Capital Partners	Pfingsten Partners
Mar-21	EMSAR	Gauge Capital	Emigrant Capital Partners
Notable Strategic Acquisitions			
Jan-23	Pace Material Handling	The Miner Corporation (OnPoint Group)	
Nov-22	Full Spectrum Group	CBRE Group	Pfingsten Partners
Oct-22	Magnetic Lifting Technologies	Crane 1 Services (L Squared Capital Partners)	
Aug-22	Rotating Mechanical Solutions Corp.	Industrial Service Solutions (Wynnchurch Capital)	
May-22	Mechanical Trade Industries	GDI Integrated Facility Services (TSX:GDI)	
Dec-21	RMS Mechanical Services	Tech24 (HCI Equity Partners)	
Nov-21	Commercial Kitchens	Tech24 (HCI Equity Partners)	



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