

# BUSINESS SERVICES MONTHLY

JULY 2023

*Our business services team brings a uniquely tech-enabled focus to mission critical, high value outsourced services companies providing facilities, industrial and distribution services, logistics and business process outsourcing.*

Facilities














Industrial

Distribution

Logistics

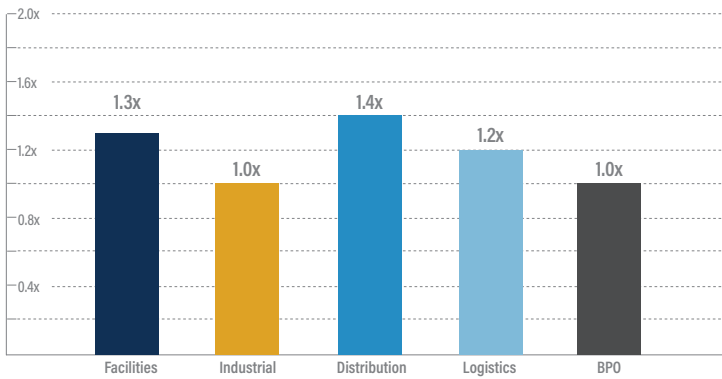
Business Process Outsourcing (BPO)

## HEADLINE TRANSACTIONS

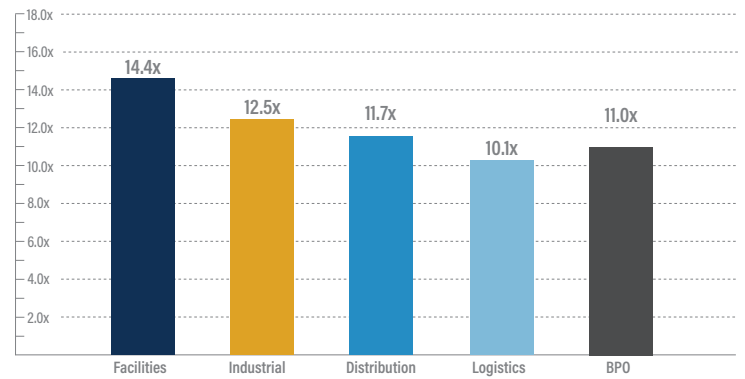
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Facilities	 <b>ARCAPITA</b>	 	<ul style="list-style-type: none"> <li>Keter Environmental Services, a portfolio company of TPG Capital, has agreed to merge with Waste Harmonics, a Victor, New York-based managed waste services provider; through the merger, TPG will purchase Arcapita's ownership of the company</li> <li>Founded in 2001, Waste Harmonics utilizes a national network of haulers and proprietary technology to coordinate, manage and drive its customers' waste and recycling programs</li> <li>The merger creates one of the largest platforms in the managed waste services sector with the combined company serving over 70,000 business locations across a range of industries</li> <li><b>In 2019, TM Capital served as exclusive advisor to Waste Harmonics in its sale from Prospect Partners, a Chicago, IL-based private equity firm, to Arcapita</b></li> </ul>
Industrial	 		<ul style="list-style-type: none"> <li>Guardian Capital Partners, an operationally-focused private equity firm, has acquired Northwest Fuel Systems ("Nwestco"), a Kalispell, Montana-based provider of mission-critical services for industrial equipment, from WestView Capital Partners</li> <li>Nwestco provides a broad range of engineering, maintenance and installation services for industrial fueling, car wash and automotive repair equipment throughout the United States</li> <li>Following the acquisition, Guardian plans to accelerate growth in the Nwestco platform by expanding its maintenance &amp; compliance service offerings, increasing penetration in new and existing geographies and by executing strategic M&amp;A</li> </ul>
Distribution			<ul style="list-style-type: none"> <li>Kian Capital Partners, a lower-middle market private equity firm, has acquired Team Air Distributing ("Team Air"), a Nashville, Tennessee-based provider of HVAC equipment, parts and supplies</li> <li>Team Air offers a full suite of OEM-branded HVAC equipment - including leading brands American Standard, Ameristar and Mitsubishi - to residential and commercial contractors throughout the Southeast</li> <li>With the acquisition, Kian Capital plans to grow Team Air's market share by further investing in technological capabilities and through strategic M&amp;A in the highly fragmented HVAC sector, a market with over 5,000 independent distributors and 25,000 contractors</li> </ul>
Logistics			<ul style="list-style-type: none"> <li>Crowley, an international maritime solutions provider with over \$3 billion in annual revenues, has acquired Tamarind Consolidated ("Tamarind"), a logistics services company</li> <li>Founded in 1985, Tamarind offers a comprehensive suite of cargo transportation and logistics services in the Caribbean - primarily between the U.S. and the British Virgin Islands - for an expansive roster of customers</li> <li>The acquisition will expand Crowley's presence in the British Virgin Islands as well as enhance Tamarind's services offering through operational synergies realized from Crowley's expansive scale, established technology platform and logistics relationships</li> </ul>
BPO		 	<ul style="list-style-type: none"> <li>Seneca Resources ("Seneca"), a portfolio company of Caymus Equity, has acquired QED National ("QED"), a New York City-based provider of IT consulting services</li> <li>QED offers a broad range of IT consulting services including cybersecurity, project management and staff augmentation services, establishing a strong reputation as a trusted provider to a diverse range of public and private sector clients</li> <li>The acquisition will enhance Seneca's ability to provide comprehensive workforce solutions to its customers nationally; the acquisition represents Seneca's first add-on acquisition since Caymus Equity acquired the business in September 2022</li> </ul>

# BUSINESS SERVICES GROWTH & VALUATION TRENDS

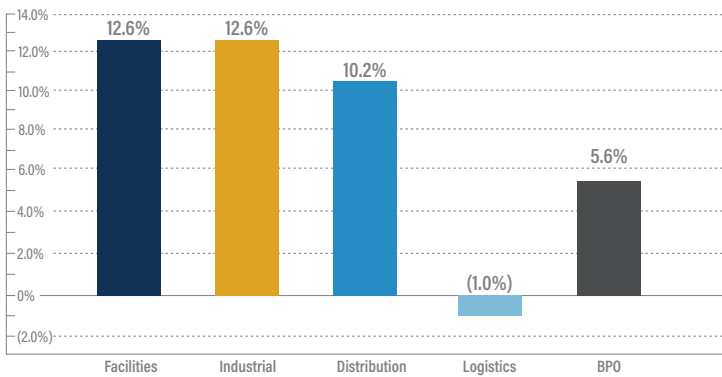
Enterprise Value / LTM Revenue



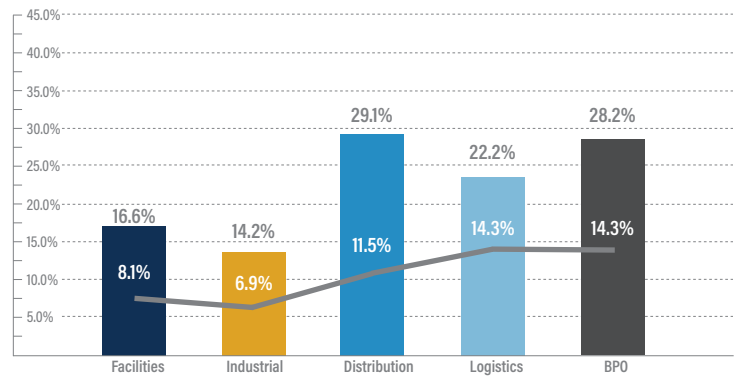
Enterprise Value / LTM EBITDA



LTM Revenue Growth

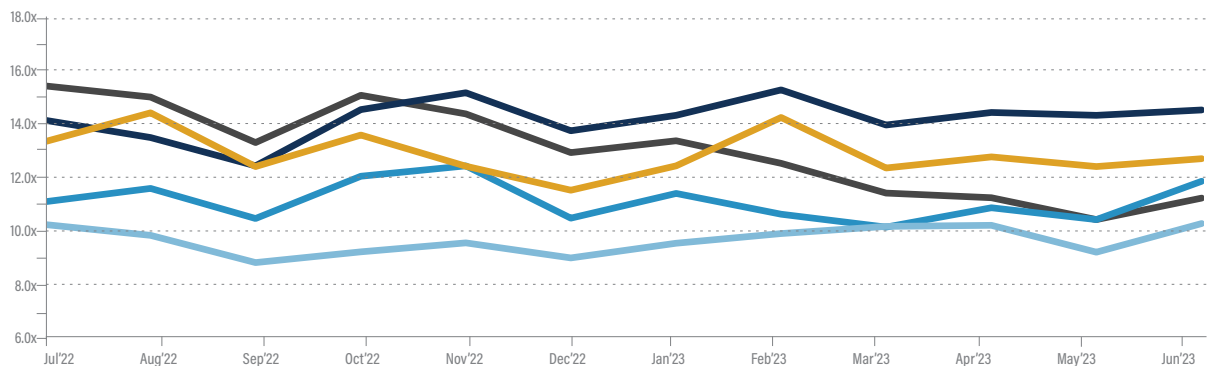


LTM Gross & EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



14.4x Facilities    12.5x Industrial    11.7x Distribution    10.1x Logistics    11.0x BPO

# SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Clear View Building Services	Valcourt Building Services (Littlejohn & Co.)	Clear View Building Services offers a broad range of facility services including janitorial, cleaning, maintenance and exterior building services

SMC Roofing Solutions	Saw Mill Capital Partners	SMC Roofing Solutions provides insurance claim-related roofing repair and maintenance services for commercial and residential facilities
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Atlantis Fire Protection	Capital Alignment Partners	Atlantis Fire Protection partners with regional brands to provide a comprehensive suite of fire protection services throughout the U.S.
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Target	Acquiror	Distribution Transactions
White Distribution and Supply	AFC Industries (Bertram Capital)	White Distribution and Supply provides industrial products including fasteners, abrasives and adhesives for a broad range of end markets

Tom Barrow Company	Ardian	Tom Barrow distributes a comprehensive suite of commercial HVAC supplies in the southeastern United States
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Washoe Building Supply	SRS Distribution (Leonard Green & Partners)	Washoe Building Supply distributes residential and commercial roofing equipment and supplies
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Target	Acquiror	BPO Transactions
MYCOR Insurance Solutions	Westland Insurance (Broadstreet Partners)	MYCOR Insurance Solutions offers insurance and risk management solutions to commercial businesses

Japs-Olson Company	Monomoy Capital Partners	Japs-Olson Company is a leading direct mail marketing provider for businesses in the financial, nonprofit, insurance, healthcare and retail sectors
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Helbling & Associates	ZRG	Helbling & Associates provides recruiting and executive search services for real estate, industrial and construction businesses
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Target	Acquiror	Industrial Transactions
Environmental Systems Design	Stantec (TSX: STN)	Chicago, IL-based Environmental Systems Design provides engineering and design services for data center facilities

Advanced Applied Engineering	Bowman Consulting Group	Advanced Applied Engineering provides professional engineering, planning, environmental and municipal infrastructure services
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Whitney Bailey Cox & Magnani	TranSystems Corp. (Sentinel Capital Partners)	Whitney Bailey Cox & Magnani offers engineering consulting services for public and private projects throughout the Mid-Atlantic
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Target	Acquiror	Logistics Transactions
Interstate Transport	Dupri Logistics	Interstate Transport offers temperature-controlled and time-sensitive food and beverage logistics services

AMA Transportation	RIST Transport	AMA Transportation offers less-than-truckload ("LTL") transportation and logistics services throughout the New England region
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Jan Krediet	Logistics Plus	Jan Krediet offers logistics services including warehousing, forwarding and supply chain services for the furniture, kitchen and project furnishing sectors throughout Europe
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## TM Capital's Business Services Industry Contacts



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