

BUSINESS SERVICES MONTHLY

OCTOBER 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

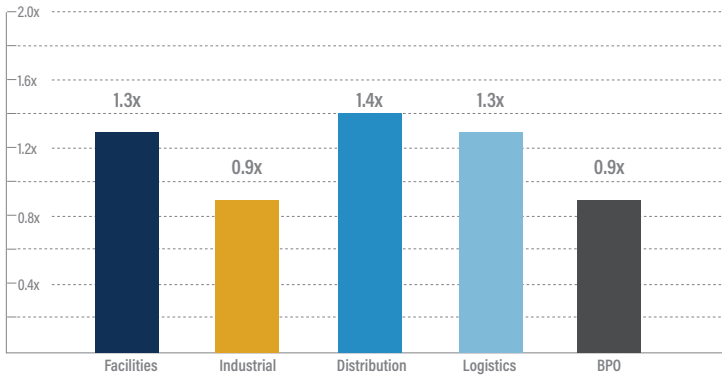
Business Process Outsourcing (BPO)

HEADLINE TRANSACTIONS

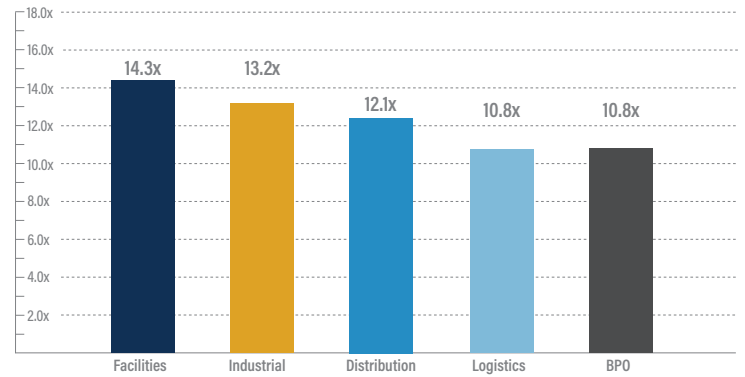
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Facilities			<ul style="list-style-type: none"> CenterOak Partners ("CenterOak"), a Dallas-based private equity firm, has completed a majority recapitalization of Guardian Access Solutions ("Guardian"), a Nashville-based provider of access control solutions Guardian offers a full suite of access control services including the maintenance, repair and installation of automatic gates and doors designed for corporate, industrial and government facilities CenterOak's investment in Guardian highlights its strategic focus on large, non-discretionary end markets, and will bolster Guardian's continued growth, both organically and through acquisitions
Industrial	 	<p>LINDSAY GOLDBERG</p>	<ul style="list-style-type: none"> Lindsay Goldberg, a New York-based private equity firm, has acquired The Kleinfelder Group ("Kleinfelder"), a San Diego-based provider of engineering, design and environmental services, from Wind Point Partners Kleinfelder offers a broad range of engineering, design, project management and testing services, operating with over 3,100 professionals in more than 105 locations globally, including offices in the United States, Canada and Australia Leveraging Lindsay Goldberg's experience and expertise in infrastructure, power and government services, Kleinfelder intends to enhance its growth trajectory and add additional services and capabilities through both organic and M&A-driven initiatives
Distribution	 		<ul style="list-style-type: none"> Gemspring Capital, a Westport, Connecticut-based private equity firm, has acquired Midland Industries ("Midland"), a Kansas City, Missouri-based provider of various industrial components, from Wynnchurch Capital Midland Industries is a value-added distributor offering an extensive range of crucial fittings, valves, clamps, hoses and related products that are integral to manufacturing, plumbing, utilities, HVAC and several other industrial applications across North America Gemspring's commitment to driving revenue growth and value creation will allow Midland to pursue a new phase of growth focused on enhancing its eCommerce strategies, operational efficiencies and product offerings
Logistics	 		<ul style="list-style-type: none"> UPS (NYSE:UPS), a global leader in package delivery and logistics, has entered into an agreement to acquire MNX Global Logistics ("MNX"), a Long Beach, California-based provider of time-critical logistics solutions, from Quad-C Management MNX offers extensive logistics services expertise for the biopharmaceuticals, life sciences, high-tech, medical devices, aviation and finance sectors, serving clients in 190 countries and territories The acquisition is poised to significantly bolster UPS's healthcare logistics capabilities, enhance efficiency, reduce transit times and lower costs, highlighting UPS's commitment to investing in services that add unique value to its customers
BPO	 	<p>KKR</p>	<ul style="list-style-type: none"> KKR (NYSE:KKR), a leading global private equity firm, has made an additional equity investment of ~\$1 billion in USI Insurance Services ("USI"), an insurance brokerage and consulting firm, from CDPQ; in 2017, KKR made its initial investment in the USI platform in a joint acquisition with CDPQ USI stands as one of the largest insurance brokerage and consulting firms in the U.S., offering comprehensive solutions for property and casualty, employee benefits, personal risk and retirement services With KKR becoming the largest single shareholder, USI is well-positioned to continue its growth trajectory, leveraging investments in its platform and technology to scale operations and enhance client solutions through the USI ONE Advantage interactive platform

BUSINESS SERVICES GROWTH & VALUATION TRENDS

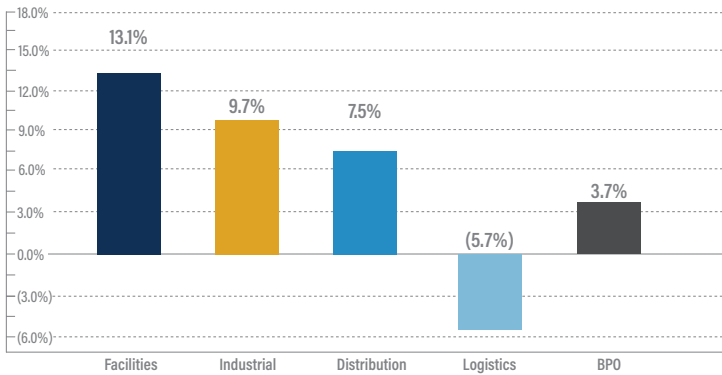
Enterprise Value / LTM Revenue



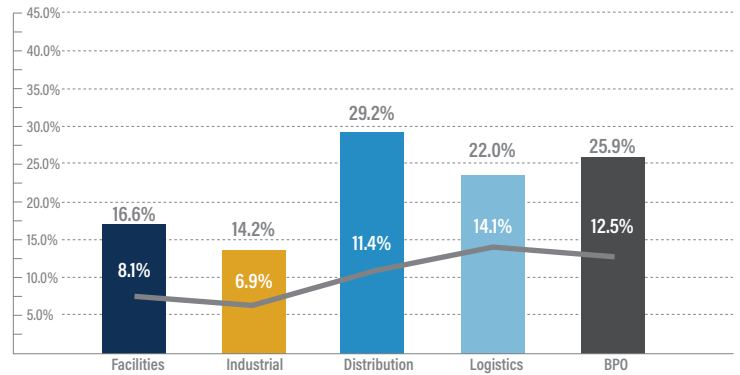
Enterprise Value / LTM EBITDA



LTM Revenue Growth

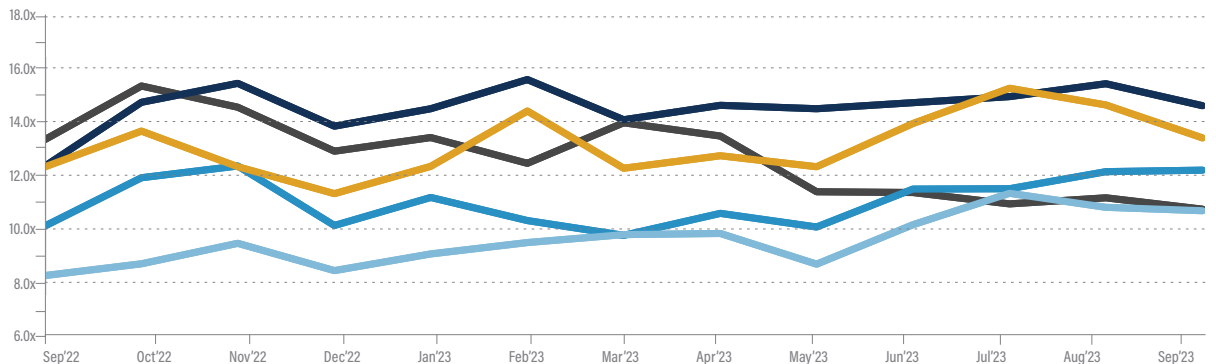


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



14.3x Facilities 13.2x Industrial 12.1x Distribution 10.8x Logistics 10.8x BPO

SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Superior Grouting & Restoration Services	The Valcourt Group (Littlejohn & Co.)	Superior Grouting provides concrete and masonry repair, waterproofing and restoration

Iowa Fire Equipment Company	Pye-Barker Fire & Safety (Altas Partners)	Iowa Fire Equipment Company supplies fire protection equipment and alarms to industrial and commercial facilities
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West Coast Fire & Integration	Climatec (Robert Bosch)	West Coast Fire & Integration provides security and life safety maintenance and monitoring to the healthcare, education, commercial and office sectors
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Target	Acquiror	Distribution Transactions
The Cook & Boardman Group	Platinum Equity	The Cook & Boardman Group distributes architectural hardware, doors, doorframes and related building products for non-residential building applications

Brownco Manufacturing and Sales	White Cap Supply Holdings (Clayton, Dubilier & Rice)	Brownco Manufacturing and Sales distributes concrete products for commercial and highway & bridge contractors
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Francis-Schulze Company	Trimlite (Wynnchurch Capital)	Francis-Schulze Company distributes wholesale building materials to lumber dealers, home centers and door specialists
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Target	Acquiror	BPO Transactions
Faneuil	Continuum Global Solutions (Skyview Capital)	Faneuil provides outsourcing support services to public and private sector businesses

Advanced Imaging Systems	Docufree (McCarthy Partners)	Advanced Imaging Systems provides document imaging, scanning and storage solutions
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Martin Perret Quality Plus	The Hilb Group (The Carlyle Group)	Martin Perret Quality Plus offers insurance brokerage services
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Target	Acquiror	Industrial Transactions
Metro Elevator	Elevator Service (Carroll Capital)	Metro Elevator provides maintenance, repair, code upgrades and modernization services on commercial elevators

McCurdy-Walden	Core Roofing Systems (Shoreline Equity Partners)	McCurdy-Walden provides roofing services for commercial properties
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Door & Dock Holdings	Soundcore Capital Partners	Door & Dock provides commercial overhead garage door, dock leveler and access control installation, repair and maintenance services
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Target	Acquiror	Logistics Transactions
Sky Transportation Services	Warehouse Services Inc. (WSI)	Sky Transportation Services provides transportation and logistics services

RCG Logistics	MetroGistics (Tailwind Capital Group)	RCG Logistics provides auto transportation, logistical consulting, engineering and deployment services
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Vedder Transportation Group	TFI International (TSX:TFII)	Vedder Transportation Group offers tank truck transport of food grade liquids and dry bulk commodities
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