

# BUSINESS SERVICES MONTHLY

FEBRUARY 2024

*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

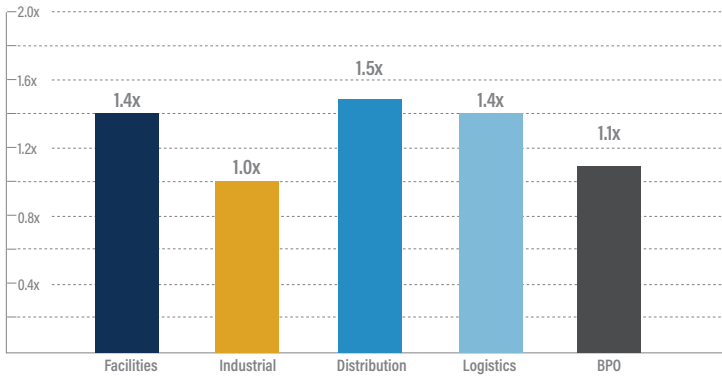
Business Process Outsourcing (BPO)

## HEADLINE TRANSACTIONS

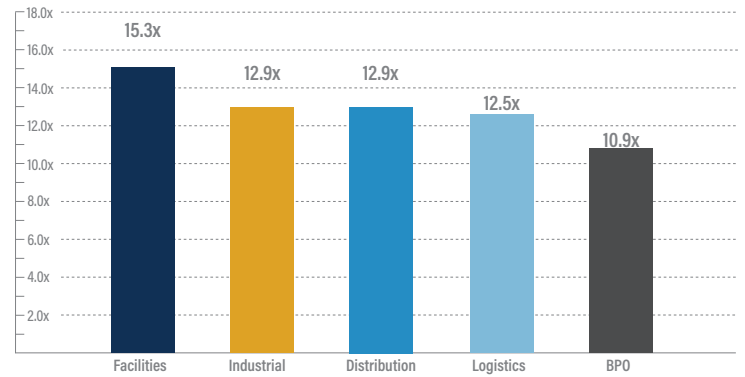
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Facilities	 <b>GUARDIAN FIRE PROTECTION SERVICES</b>  <b>RHV Capital</b>	<b>KNOX LANE</b>	<ul style="list-style-type: none"> <li>• Knox Lane, a San Francisco-based private equity firm, has acquired Guardian Fire Protection Services, a leading provider of fire and life safety services, from RHV Capital</li> <li>• Guardian Fire Protection provides engineering and design, inspections, testing, repair and maintenance of fire and life safety systems, serving over 24,000 commercial customers across the Midwestern U.S.</li> <li>• With a 20-year history and well-established operational footprint, Guardian is a platform-quality asset ready to embark on its next phase of growth; Knox Lane is eager to support the Company's investments in business development and digital marketing, operational efficiencies and strategic add-on acquisitions</li> </ul>
Industrial	 <b>B.C. CANNON</b> <small>TRAFFIC SAFETY</small>	 <b>RoadSafe</b>  <b>Trilantic NORTH AMERICA INVESTCORP</b>	<ul style="list-style-type: none"> <li>• RoadSafe Traffic Systems, a portfolio company of Trilantic Capital Management and Investcorp, has acquired B.C. Cannon Co, a South Carolina-based provider of traffic control services and products</li> <li>• B.C. Cannon is a provider of traffic safety services and products, predominantly serving heavy highway and utility companies in the Southeast U.S.</li> <li>• This acquisition represents RoadSafe's 12th add-on since partnering with Investcorp and Trilantic in 2021 and expands the company's traffic control and road striping operations across the Carolinas – an area earmarked for high growth potential</li> </ul>
Distribution	 <b>PROHEAT</b>	<b>TTDS</b>  <b>GRYPHON INVESTORS</b>	<ul style="list-style-type: none"> <li>• Thermal Technology Distribution Solutions ("TTDS"), a portfolio company of Gryphon Investors, has acquired Proheat, a Kentucky-based distributor of industrial thermal management products</li> <li>• Proheat distributes high-quality thermal management products including heaters, sensors and controls to a wide array of manufacturers</li> <li>• This acquisition marks the second investment for TTDS under Gryphon's ownership, and significantly strengthens the Company's position in the highly fragmented thermal management solutions market</li> </ul>
Logistics	 <b>THE SHIPPERS GROUP</b>	 <b>KENCO</b>  <b>PRITZKER PRIVATE CAPITAL</b>	<ul style="list-style-type: none"> <li>• Kenco, a portfolio company of Pritzker Private Capital, has acquired The Shippers Group, a Dallas-based third-party warehousing company</li> <li>• The Shippers Group provides warehousing, co-packaging, fulfillment and transportation management services</li> <li>• This acquisition bolsters Kenco's multi-client capabilities, significantly expanding its North American presence by adding 3.8 million square feet of warehouse space across Florida, Georgia and Texas</li> </ul>
BPO	 <b>RE-SOURCING</b>  <b>McNally CAPITAL</b>	<b>MID OCEAN Partners</b>	<ul style="list-style-type: none"> <li>• MidOcean Partners, a New York-based private equity firm, has acquired Re-Sourcing Group, a professional services firm, from McNally Capital</li> <li>• The Re-Sourcing Group operates under several industry-leading brands, including Compliance Risk Concepts, Conexus, JW Michaels and ExecuSource, and provides comprehensive professional staffing and consulting services specializing in finance &amp; accounting, legal &amp; compliance and IT firms</li> <li>• This acquisition represents MidOcean's fifth venture in the professional services and human capital sector, offering Re-Sourcing expert guidance and the opportunity for significant expansion</li> </ul>

# BUSINESS SERVICES GROWTH & VALUATION TRENDS

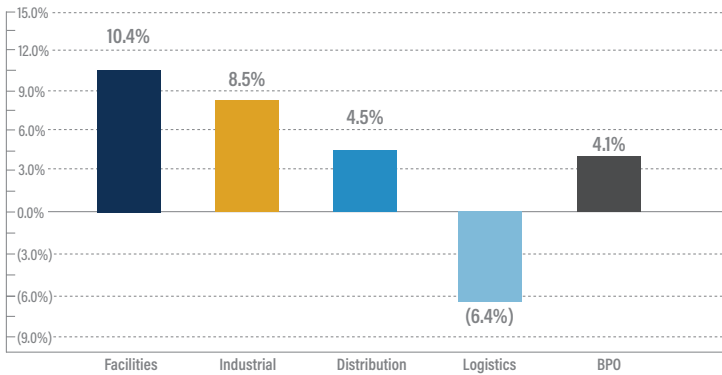
Enterprise Value / LTM Revenue



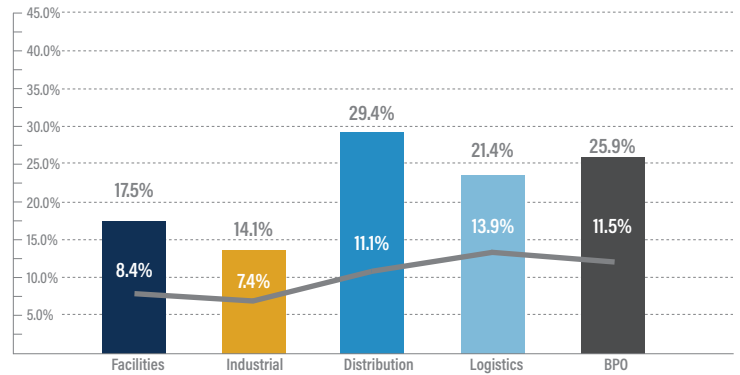
Enterprise Value / LTM EBITDA



LTM Revenue Growth

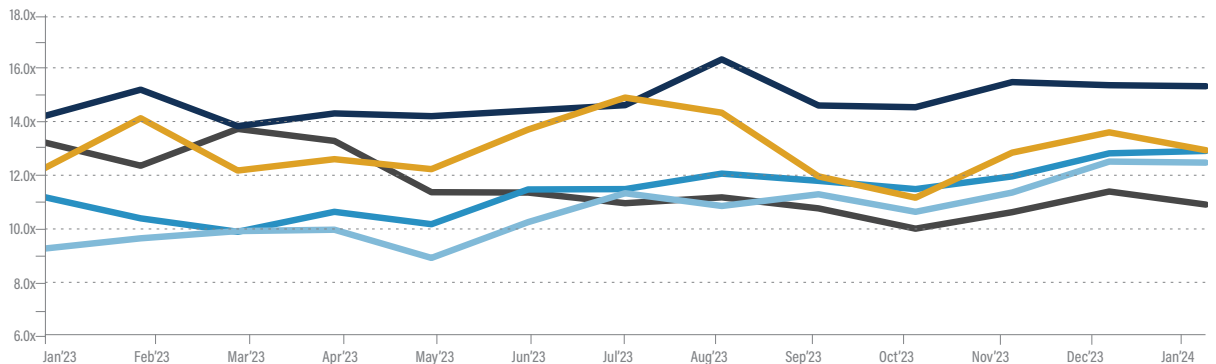


LTM Gross & EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



15.3x Facilities    12.9x Industrial    12.9x Distribution    12.5x Logistics    10.9x BPO

# SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Magnum Paving	Pave America (Trivest Partners)	Magnum Paving provides pavement services to commercial and municipal customers

Apex Integrated Security Solutions	Everon (GTCR)	Apex Integrated Security Solutions provides integrated security, fire and life safety solutions
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Integrated Security Holdings Group	Pavion (Wind Point Advisors)	Integrated Security Holdings Group provides commercial security system installation services
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Target	Acquiror	Distribution Transactions
Crownhill Packaging	SupplyOne (Wellspring Capital)	Crownhill Packaging provides custom packaging, distribution and logistics services

Rocky Mountain Industrial Supply	Mallory Safety and Supply	Rocky Mountain Industrial Supply distributes safety and industrial products
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A-1 Chemical	Inland Supply Co.	A-1 Chemical distributes janitorial and building maintenance supplies
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Target	Acquiror	BPO Transactions
Alpha Independent Review Board	Sabai Global	Alpha Independent Review Board provides research and consulting services

Clarus Merchant Services	FPT Operating Company	Clarus Merchant Services provides credit card payment processing services and merchant payment solutions
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Aldrich Retirement Solutions	Alliant Insurance Services	Aldrich Retirement Solutions provides retirement plan design, administration and consulting services
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Target	Acquiror	Industrial Transactions
SI&L General Contactor	Construction Partners (NasdaqGS: ROAD)	SI&L General Contractor provides asphalt and sitework services

Eberhard	Tecta America Corporation (Altas Partners & Leonard Green Partners)	Eberhard provides roofing and waterproofing services
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R.L. James General Contractor	Hidden Harbor Capital Partners	R.L. James provides restoration and remediation services
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Target	Acquiror	Logistics Transactions
John A. Steer Co.	Alba Wheels Up International (Southfield Capital)	John A. Steer Co. provides specialized freight and logistics management

IAP Worldwide Services (Cerberus Capital Management)	Black Diamond Capital Management	IAP Worldwide Services provides logistics, facilities management and advanced technical services
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SOS Global Express	Rock-It Cargo USA (ATL Partners)	SOS Global Express provides freight forwarding and logistics services
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## TM Capital's Business Services Industry Contacts



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