

# BUSINESS SERVICES MONTHLY

OCTOBER 2024

*Our team brings a uniquely tech-enabled focus to mission critical, outsourced service companies in the facilities, industrial, value-added distribution, logistics and business process outsourcing sectors*

Facilities

















Industrial

Distribution

Logistics

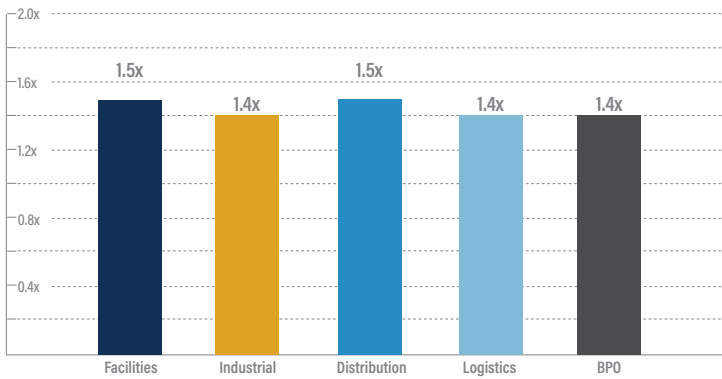
Business Process Outsourcing (BPO)

## HEADLINE TRANSACTIONS

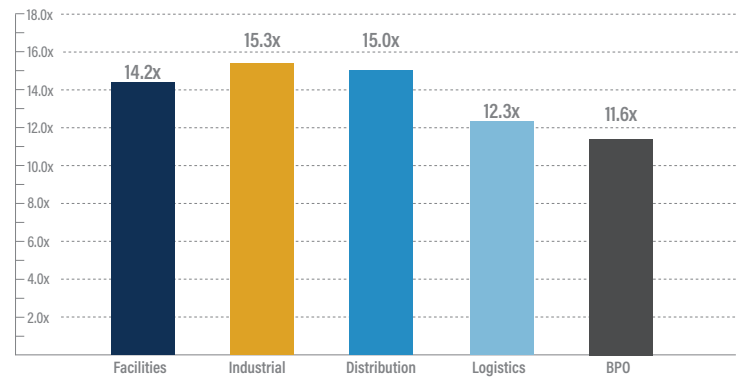
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Facilities	 		<ul style="list-style-type: none"> <li>Apax Partners, a London-based private equity firm, has acquired Altus Fire &amp; Life Safety ("Altus"), a provider of fire and life safety services, from AE Industrial Partners</li> <li>Altus provides a comprehensive suite of fire and life safety services including installation, repair and inspection of fire alarm, sprinkler and security systems for commercial facilities throughout the Northeast</li> <li>Apax Partners plans to enhance Altus' sales and marketing efforts and pursue inorganic opportunities to expand the platform's geographic reach beyond the Northeast</li> </ul>
Industrial	 		<ul style="list-style-type: none"> <li>Thompson Street Capital Partners ("TSCP"), a St. Louis-based private equity firm, has acquired ATIS Elevator ("ATIS"), a St. Louis-based provider of elevator safety inspections and maintenance services, from Cequel III</li> <li>With a team of over 200 inspectors and consultants serving 15,000 customers, ATIS is one of North America's largest providers of inspection and managed services for elevators, escalators and related conveyance equipment</li> <li>TSCP plans to drive continued growth of the ATIS platform through investing in the team and sales strategy, developing new service offerings and pursuing add-on acquisitions</li> </ul>
Distribution	 	  	<ul style="list-style-type: none"> <li>Foundation Building Materials ("FBM"), a portfolio company of American Securities and Clayton, Dubilier &amp; Rice, has acquired Unified Door &amp; Hardware Group ("Unified"), a distributor of doors and related hardware for commercial applications, from Dunes Point Capital</li> <li>Unified is a value-added distributor of doors, architectural hardware and access control equipment, leveraging its expansive operating footprint of over 31 locations to supply the commercial, industrial and education end markets</li> <li>With this acquisition, FBM further solidifies its presence in the Northeast and adds several complementary products to its portfolio of architectural and building supplies</li> </ul>
Logistics			<ul style="list-style-type: none"> <li>Radiant Logistics (NYSE: RLGT) ("Radiant"), a provider of transportation and third party logistics solutions, has acquired Foundation Logistics &amp; Services ("Foundation") a Texas-based provider of transportation and logistics services for the oil and gas industry</li> <li>Foundation provides specialized logistics solutions, including the transportation of hazardous materials and oilfield equipment to various oil exploration, drilling and production sites around the world</li> <li>This acquisition equips Radiant with transportation capabilities specialized for the oil and gas industry, expanding its core service offering and end markets served</li> </ul>
BPO	 		<ul style="list-style-type: none"> <li>Levine Leichtman Capital Partners ("LLCP"), a Los Angeles-based private equity firm, has acquired Expert Institute ("EI"), a provider of outsourced legal services, from Spectrum Equity</li> <li>EI is an outsourced legal services provider that connects law firms with expert witnesses and streamlines processes such as document review, due diligence and expert engagement through tech-enabled solutions</li> <li>This acquisition marks LLCP's sixth investment in the legal services and consulting space, presenting an opportunity to capitalize on the synergies that exist with LLCP's existing portfolio companies and drive EI's continued growth</li> </ul>

# BUSINESS SERVICES GROWTH & VALUATION TRENDS

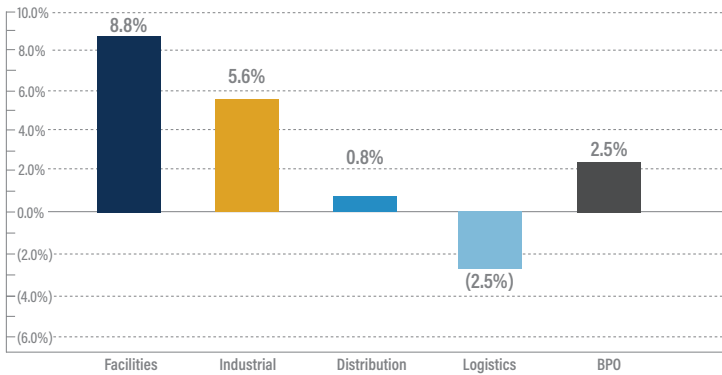
Enterprise Value / LTM Revenue



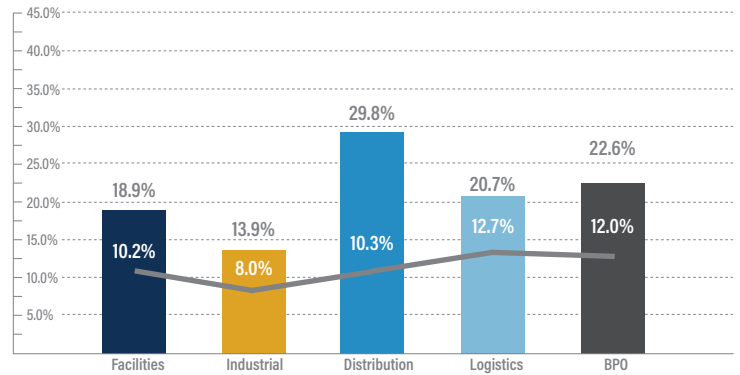
Enterprise Value / LTM EBITDA



LTM Revenue Growth

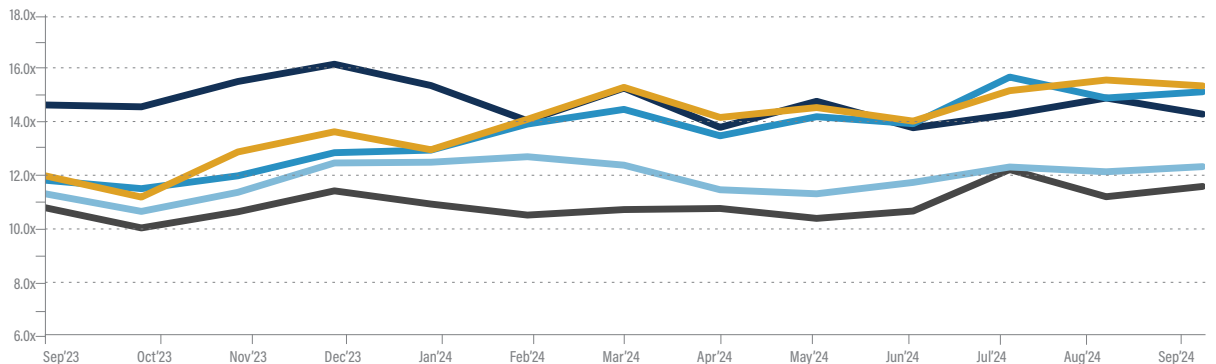


LTM Gross & EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



14.2x Facilities 15.3x Industrial 15.0x Distribution 12.3x Logistics 11.6x BPO

# SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Cercone Exterior Restoration	Valcourt Building Services (Littlejohn & Co.)	Cercone Exterior Restoration provides masonry restoration, cleaning, roofing and related services to urban facilities
Esscoe	Convergint (Harvest Partners & Leonard Green & Partners)	Esscoe provides security system integration, maintenance and inspection to commercial, education and government facilities
ECD Systems	Pavion (Wind Point Partners)	ECD Systems provides security and life safety solutions to hospitals, educational institutions and commercial facilities

Target	Acquiror	Industrial Transactions
Action Elevator (Align Capital Partners)	H.I.G. Capital	Action Elevator provides elevator maintenance, repair and modernization services to facilities throughout the Mid-Atlantic
A&R Sealcoating	Mangrove Equity Partners	A&R Sealcoating provides specialty surface and pavement maintenance to commercial and residential customers
Miller Environmental Group (GenNx360 Capital Partners)	Coalesce Capital	Miller Environmental Group provides vertically-integrated waste, industrial and environmental services

Target	Acquiror	Distribution Transactions
Best Choice Supply	Team Air Distributing (Kian Capital)	Best Choice Supply distributes a wide array of HVAC systems and custom fabrication to customers throughout Kentucky
Pro-San Maintenance Supply	KNK Holdings Group	Pro-San Maintenance Supply distributes janitorial and facility maintenance supplies to commercial customers throughout North Carolina
Cascade Nut & Bolt	Field Fastener (Derry Enterprises)	Cascade Nut & Bolt distributes fasteners and structural bolts to industrial OEMs throughout the Pacific Northwest

Target	Acquiror	Logistics Transactions
LYNX Logistics	River Horse Logistics (SouthWorth Capital Management)	LYNX Logistics provides warehousing, distribution and fulfillment services to customers across an expansive array of sectors
CTS Logistics	HTL Freight	CTS Logistics provides managed transportation, freight brokerage, warehousing and freight payment processing services
Hydra Warehouse and Transportation	Buske Logistics (Fourshore Partners)	Hydra Warehouse and Transportation provides warehousing and transportation services to the food processing industry

Target	Acquiror	BPO Transactions
Gallagher-Bollinger TPA	A-G Specialty Insurance	Gallagher-Bollinger TPA provides accident, prescription drug and dental insurance to students at all levels of the education sector
Battea Class Action Services (Towerbrook Capital Partners)	SS&C Technologies (NasdaqGS: SSNC)	Battea Class Action Services provides settlement processing services to law firms and institutional investors
Airbase	Paylocity (NasdaqGS: PCTY)	Airbase provides procurement, accounts payable and related spend management solutions

## TM Capital's Business Services Industry Contacts



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