

BUSINESS SERVICES MONTHLY

MARCH 2022

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

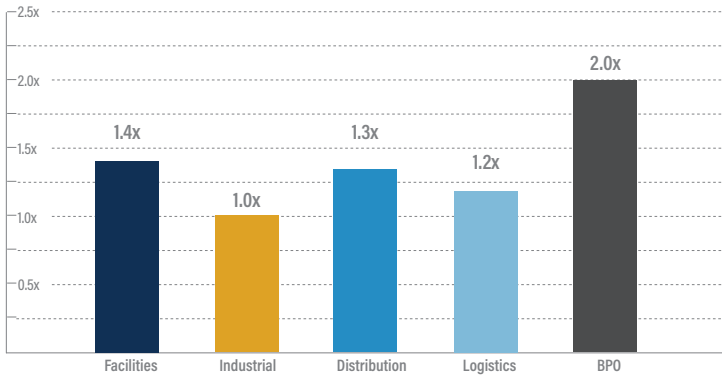
ACQUIROR

ACQUISITION SYNOPSIS

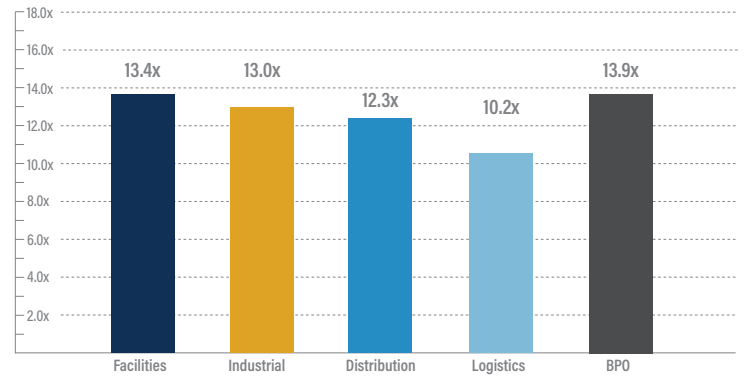
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Facilities			<ul style="list-style-type: none"> Sweeping Corporation of America, a portfolio company of Warburg Pincus, has acquired Elite Maintenance Services, a Charlotte, North Carolina-based parking lot sweeping and maintenance services company Elite Maintenance Services offers exterior facility services including sweeping, portering, pressure washing and pavement maintenance services or commercial and retail property owners throughout the Southeast The acquisition represents Sweeping Corporation of America's first acquisition in 2022 and sixteenth since Warburg Pincus acquired the business in 2020, expanding its operations to over 1,800 employees across fifty-five locations in the United States
Industrial			<ul style="list-style-type: none"> Leading real estate developer Jones Lang LaSalle (NYSE:JLL) has acquired Gilliland Construction, a leading project management services provider in Southern California Gilliland Construction offers project management services for a broad range of sectors including construction projects for the life sciences, retail, hospitality, industrial and commercial sectors in Southern California Gilliland Construction will enhance JLL's Life Science Property Management Division, launched in January 2022, to capitalize on the surge of life science and residential property developments in Southern California - in 2021, JLL ranked the San Diego market as the third most important area for life sciences development in the United States
Distribution			<ul style="list-style-type: none"> Nautic Partners, a Providence, Rhode Island-based private equity firm, has agreed to acquire Vallen Distribution, a Belmont, North Carolina-based distributor of indirect industrial materials, from The Sonepar Group Vallen Distribution provides a broad range of indirect industrial supplies related to the maintenance, repair and production of industrial equipment and applications throughout North America Nautic plans to leverage its extensive experience in the industrial distribution sector to accelerate Vallen's financial performance - Vallen Distribution previously operated as a subsidiary of The Sonepar Group generating ~\$2.0 billion in sales in 2021
Logistics			<ul style="list-style-type: none"> Global logistics services provider GXO Logistics has agreed to acquire Clipper Logistics, a leading European logistics services provider, for \$1.3 billion, representing a ~12x Enterprise Value / LTM EBITDA multiple Clipper Logistics offers a broad range of logistics services including fulfillment, returns management and warehousing services to its expansive customer base, delivering through its network of 50 locations across Europe The acquisition will significantly enhance GXO's eCommerce and fulfillment capabilities and will generate an estimated \$48 million of cost synergies after three years of integration
BPO			<ul style="list-style-type: none"> Apax Partners, an international private equity firm, has acquired Alcumus Holdings, an international provider of risk management and compliance solutions, from Inflexion Alcumus provides a broad range of technology-based risk management solutions including environment, health & safety, contractor management, supply chain and advisory services to its customer base of over 45,000 contractors and suppliers worldwide Apax Partners is acquiring Alcumus' platform that has grown to one of the largest risk management providers internationally - since Inflexion acquired the business in 2015, Alcumus has grown to more than 750 employees through a combination of organic growth and five add-on acquisitions

BUSINESS SERVICES GROWTH & VALUATION TRENDS

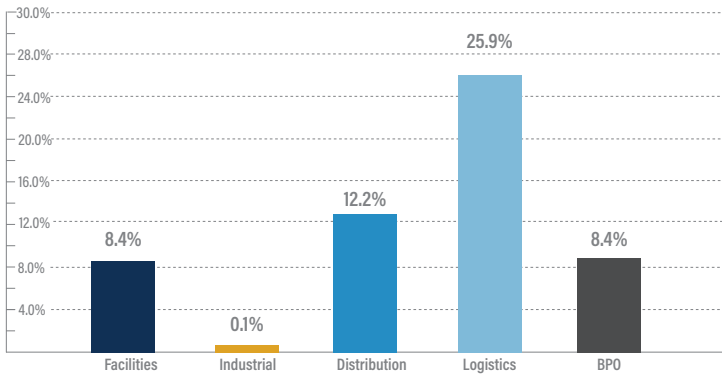
Enterprise Value / LTM Revenue



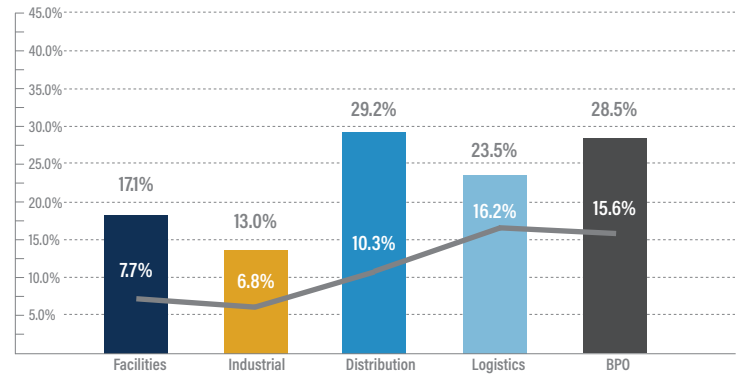
Enterprise Value / LTM EBITDA



LTM Revenue Growth

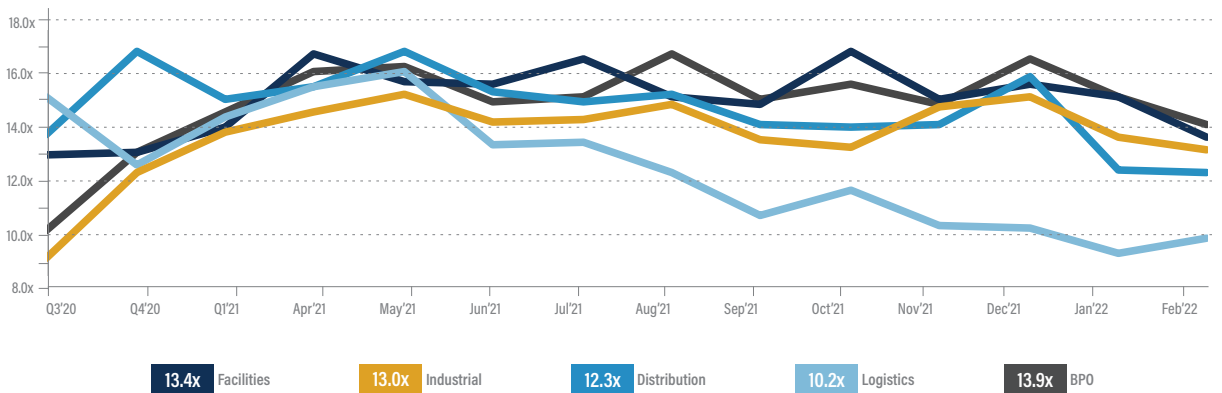


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Teasley Fire Protection LLC	CertaSite	Teasley Fire Protection offers fire sprinkler systems, extinguishers, suppression systems and emergency lighting solution services in the United States

River City Waste Services LLC	Republic Services, Inc.	La Salle, Illinois-based River City Waste Services provides waste management and recycling services in the Midwest
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GreenScape, Inc.	Landscape Workshop LLC	GreenScape offers commercial and residential landscaping services including design, planning, environmental analysis, inspection and construction services
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Target	Acquiror	Distribution Transactions
Benoist Brothers Supply Company	Wittichen Supply Company (Gryphon Investors)	Benoist Brothers Supply provides HVACR products including Ruud branded products throughout the Midwest and South

ERIKS North America, Inc.	LKCM Headwater Investments	ERIKS North America distributes mechanical engineering components and solutions including hose products, fittings and accessories for a broad range of applications
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USA-Clean, Inc.	Jon-Don LLC	USA-Clean distributes commercial supplies, equipment and chemicals throughout the United States
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Target	Acquiror	BPO Transactions
Helios HR LLC	NFP Corp.	Helios HR offers human resource management, outsourcing and consulting services for both private and public businesses

Long Term Care Group, Inc.	illumifin	Long Term Care Group provides application processing, policy administration, claims management and consulting services for assisted living facilities
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Professional Risk Solutions, LLC	One80 Intermediaries Inc.	Professional Risk Solutions offers insurance brokerage services for engineering, law, healthcare and real estate businesses in the United States
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Target	Acquiror	Industrial Transactions
ESS Group, Inc.	TRC Companies, Inc.	ESS Group provides environmental consulting and engineering services for energy, construction and regulatory applications

Northern Technologies LLC	American Engineering Testing, Inc.	Northern Technologies provides geotechnical and construction engineering services for government agencies and property developers
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Mainstay Engineering Group, Inc.	Katalyst Capital LLC	Mainstay Engineering Group offers civil and engineering consulting services to property developers and design professionals in the Mid-Atlantic
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Target	Acquiror	Logistics Transactions
Central Storage & Warehouse Co., Inc.	Thomas Street Partners	Central Storage & Warehouse offers warehousing, distribution and material management services in the Midwest

Kane Logistics, Inc.	ID Logistics Group	Kane Logistics provides distribution & fulfillment, packaging, docking, transportation and workforce management logistics services
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Pilot Freight Services, Inc.	A.P. Møller - Mærsk	Pilot Freight Services offers transportation and logistics services including air & ocean freight, truckload brokerage, LTL and warehousing services internationally
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