

BUSINESS SERVICES MONTHLY

MAY 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

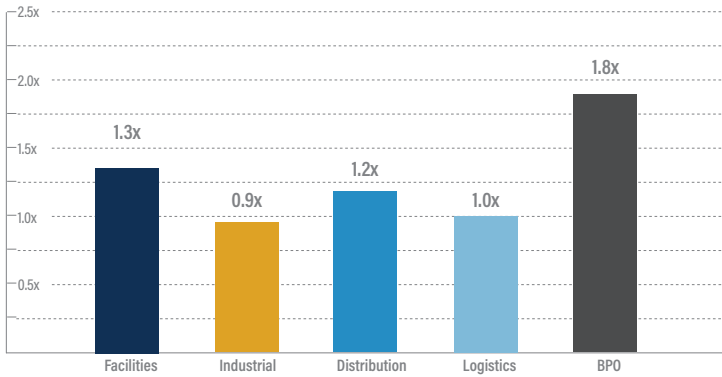
Business Process Outsourcing (BPO)

HEADLINE TRANSACTIONS

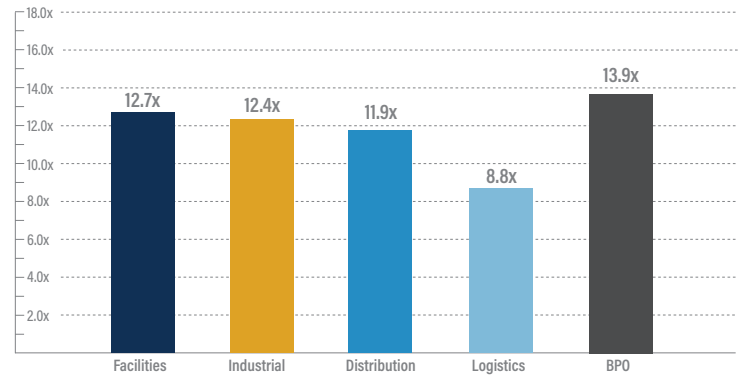
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Industrial		 DFW CAPITAL PARTNERS	<ul style="list-style-type: none"> TM Capital served as exclusive financial advisor to The Railroad Associates Corporation ("TRAC"), in its sale to American Track Services, a portfolio company of DFW Capital Partners TRAC offers a full suite of railway and railyard services for industrial customers from design, construction and expansion to recurring maintenance & repair, safety training, emergency response and inspection American Track Services is a leading national provider of inspection, maintenance, repair and specialized construction services for industrial railroad infrastructure The acquisition will enhance American Track's service delivery capabilities, customer base and national reach into the Northeast U.S.
Facilities			<ul style="list-style-type: none"> Kellermeyer Bergensons Services ("KBS"), a portfolio company of Cerberus Capital Management, has acquired Kimco Facility Services, an Atlanta, Georgia-based facilities services provider Kimco provides a broad range of tech-enabled facility services including commercial cleaning and facility maintenance programs for commercial, industrial, healthcare and educational facilities in the United States The acquisition represents KBS's fifteenth acquisition over the last four years and will enhance KBS's technology-driven, high-quality solutions in the business and industrial sectors
Distribution			<ul style="list-style-type: none"> Gryphon Investors portfolio company, Heritage Distribution Holdings, has acquired Ed's Supply Company, a wholesale distributor of HVAC equipment, parts and supplies Ed's Supply Company offers HVAC parts, equipment and air distribution products to the commercial and residential markets, holding one of the largest inventories and serving an expansive customer base through 19 locations throughout Arkansas, Georgia, Kentucky and Tennessee Ed's Supply Company will represent the third company in Heritage Distribution's HVAC services platform, that Gryphon formed in 2021, and will further enhance Heritage's presence in the Southeast U.S.
Logistics			<ul style="list-style-type: none"> Lineage Logistics, an international leader in temperature-controlled logistics, has acquired VersaCold Logistics Services, a Vaughan, Canada-based cold chain logistics provider, from TorQuest Partners VersaCold provides supply chain solutions related to the handling of temperature-sensitive food products through its national network of facilities, transportation fleet and advanced technologies The acquisition will broaden Lineage Logistics' presence in the Canadian market and will enhance and accelerate VersaCold's strategic expansion in key Canadian markets
BPO			<ul style="list-style-type: none"> International private equity firm PAI Partners has acquired United Kingdom-based HKA Global, an international global consultancy provider specializing in risk mitigation and dispute resolution, from Bridgepoint HKA Global offers Expert, Claims and Advisory services for capital projects services across a diversified set of industries including the industrial, manufacturing, technology, government and energy sectors, serving over 18 countries PAI Partners plans to accelerate HKA's growth strategy through expansion into adjacent service categories and M&A opportunities - under Bridgepoint's ownership, HKA achieved meaningful growth and development in Claims, Dispute Resolution and Litigation Support as well as Forensic Technical and Accounting services

BUSINESS SERVICES GROWTH & VALUATION TRENDS

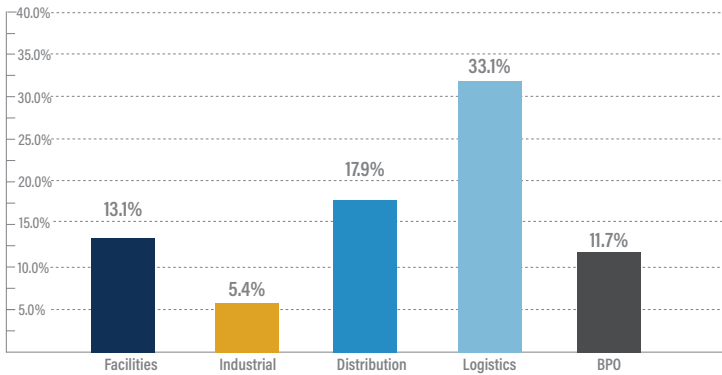
Enterprise Value / LTM Revenue



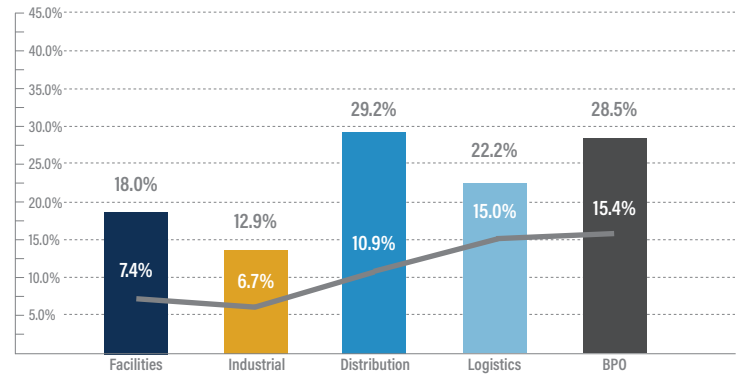
Enterprise Value / LTM EBITDA



LTM Revenue Growth

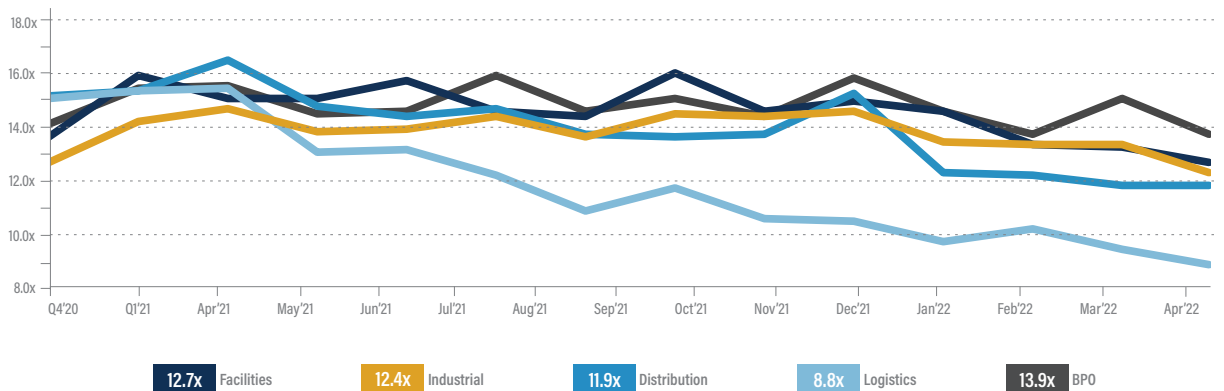


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Legion Building Services LLC	Xanitos, Inc.	Marlton, NJ-based Legion Building Services offers commercial cleaning services to the healthcare market

The Company Group	Cennox, Inc.	The Company Group includes a group of Dutch-based cash management solutions providers that includes Lincsafe, Merlin Security Services, Amwit Security and Secusystems
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Neptune Fire Protection Engineering LLC	The Vertex Companies, Inc.	Neptune Fire Protection Engineering offers fire protection consulting and engineering services in Florida
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Target	Acquiror	Distribution Transactions
System Aire and Control Aire Supply	Munch's Supply LLC	System Aire and Control Aire Supply offer HVAC wholesale distribution services in the United States

Associated Paper, Inc.	BradyIFS	Conyers, GA-based Associated Paper distributes janitorial supplies, personal hygiene and packaging products
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Casey Engineered Maintenance, Inc.	AramSCO, Inc.	Casey Engineered Maintenance distributes janitorial supplies and offers maintenance & repair services for education, healthcare and building services contractors
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Target	Acquiror	BPO Transactions
Headway Workforce Solutions, Inc.	Staffing 360 Solutions, Inc.	Headway Workforce Solutions offers recruitment, business process outsourcing and workforce solutions for a broad range of industries on the East Coast

Distinguished Programs Group LLC	Aquiline Capital Partners LLC	Distinguished Programs Group provides insurance management services including property and liability, claim services and specialized insurance programs throughout the United States
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Innovative Employer Solutions, Inc.	Engage PEO LLC	St. Petersburg, FL-based Innovative Employer Solutions offers integrated HR solutions including payroll administration, workers' compensation, employee benefits and cloud-based technology
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Target	Acquiror	Industrial Transactions
Brandt Mechanical Services, Inc.	Southland Industries, Inc.	Brandt Mechanical Services offers mechanical, electrical and industrial services for large commercial and industrial construction projects

TEC Elevator, Inc.	3 Phase Elevator Corporation	Pennsauken, NJ-based TEC Elevator offers elevator repair, upgrade, new construction and modernization services
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Superior Blacktop Services, Pavement Exchange and C&T Paving	Atlantic Southern Paving and Sealcoating LLC	Superior Blacktop Services, Pavement Exchange and C&T Paving offer asphalt and concrete paving maintenance and contract services in the United States
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Target	Acquiror	Logistics Transactions
Pacific Coast Warehouse Corporation	Weber Logistics LLC	Pacific Coast Warehouse provides third-party logistics, transportation and warehousing services for the food & beverage, consumer products and industrial sectors

Westwood Shipping Lines, Inc.	Swire Shipping	Westwood Shipping offers cargo transportation services for paper and forest products internationally
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The RK Logistics Group, Inc.	Aoi Capital LLC	Fremont, CA-based The RK Logistics Group provides warehousing, eCommerce fulfillment and supply chain services
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TM Capital's Business Services Industry Contacts



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