

BUSINESS SERVICES MONTHLY

AUGUST 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

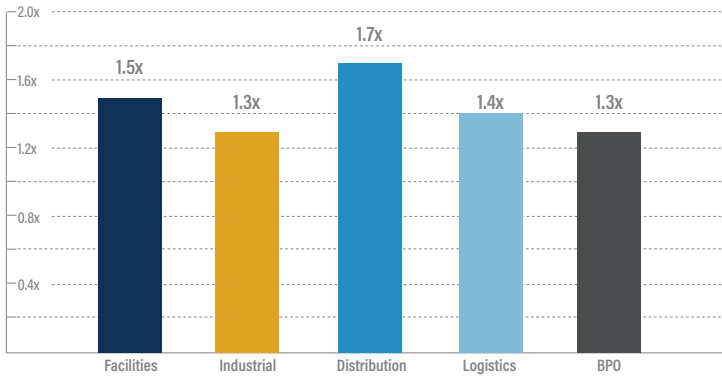
Business Process Outsourcing (BPO)

HEADLINE TRANSACTIONS

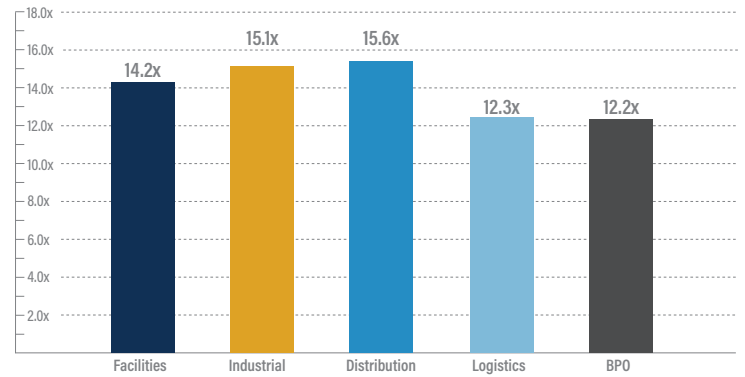
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Facilities	  	 	<ul style="list-style-type: none"> TM Capital served as exclusive financial advisor to Integrated Fire & Security Solutions ("IFSS"), a portfolio company of Newlook Capital and Fengate, in its sale to Fortis Fire & Safety ("Fortis"), a portfolio company of Imperial Capital IFSS is a leading integrator of security and life safety systems in Florida with five field offices across the state, 85+ service technicians and a broad installed base as well as additional operations in North Carolina The partnership with IFSS enhances Fortis' presence in the Southeast U.S. market and adds complementary security and life safety capabilities and expertise to the Fortis platform
Industrial	 		<ul style="list-style-type: none"> Morgan Stanley Capital Partners, a New York-based private equity firm, has acquired American Restoration, a Dallas-based mitigation and restoration services provider, from Soundcore Capital Partners American Restoration provides emergency and loss-related mitigation, repair and rebuild services to commercial and residential customers Morgan Stanley Capital Partners aims to expand American Restoration's service offering and geographic reach through organic growth and strategic acquisitions, capitalizing on the company's strong regional presence and existing customer base across ten states
Distribution	 	 	<ul style="list-style-type: none"> Air Control Concepts, a portfolio company of Madison Dearborn Partners, has acquired Northrich Company ("Northrich"), a Cleveland-based distributor and service provider of commercial HVAC equipment Northrich provides energy-efficient HVAC equipment, installation and value-added technical support services for commercial and industrial applications The addition of Northrich marks Air Concept Control's 15th acquisition since its inception in 2020, expanding its reach into the Upper Midwest and broadening its capabilities in the latest energy-efficient HVAC technologies
Logistics	 	  	<ul style="list-style-type: none"> Rand Logistics, a portfolio company of American Industrial Partners and Oaktree Capital Management (NYSE:OAK), has acquired Andrie, a Michigan-based provider of bulk freight shipping services, from Auxo Investment Partners Andrie transports specialty liquid products including asphalt, cement, refined oil products and calcium chloride for a diverse set of customers across the Great Lakes The acquisition expands Rand's service offering into liquid bulk shipping, enhancing its leadership position in the region with comprehensive and specialized capabilities
BPO			<ul style="list-style-type: none"> Southfield Capital, a Connecticut-based private equity firm, has acquired Business Development Resources ("BDR"), a provider of business coaching and training services for field services contractors BDR provides coaching services focused on strategy, accounting and marketing, helping founder-owned services businesses build sustainable operations This partnership, including the simultaneous acquisition of BxB Media, will accelerate BDR's growth, expanding its reach and capabilities while maintaining its leadership position in the coaching and training industry for field services contractors

BUSINESS SERVICES GROWTH & VALUATION TRENDS

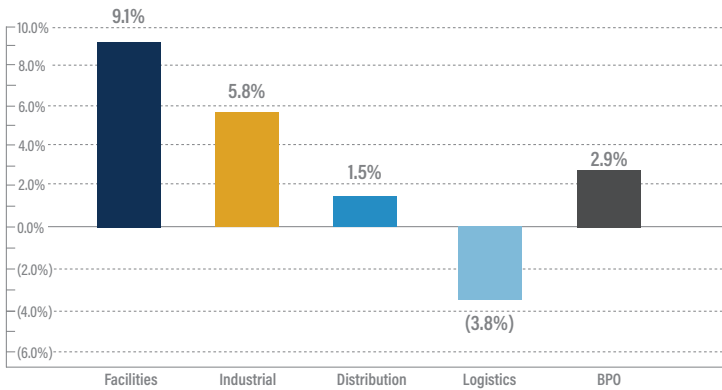
Enterprise Value / LTM Revenue



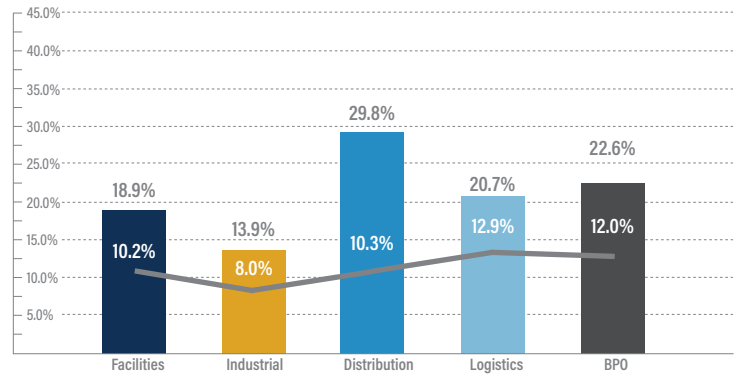
Enterprise Value / LTM EBITDA



LTM Revenue Growth

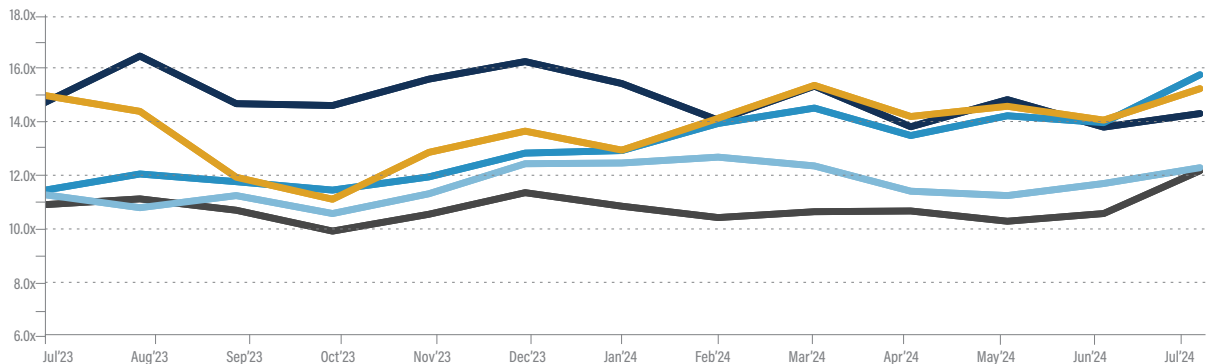


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



14.2x Facilities 15.1x Industrial 15.6x Distribution 12.3x Logistics 12.2x BPO

SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Marmic Fire & Safety (HGGC)	KKR (NYSE:KKR)	Marmic Fire & Safety provides fire suppression installation, inspection and other life safety solutions

Nations Roof (Acacia Partners)	AEA Investors	Nations Roof provides roof installation, remediation, coating and sealant services for industrial and commercial applications
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LawnPRO Partners	HCI Equity Partners	LawnPRO Partners provides lawn, tree and shrub maintenance to commercial and residential customers
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Target	Acquiror	Distribution Transactions
City Maintenance Supply	Imperial Dade (Advent International)	City Maintenance Supply distributes lighting, janitorial equipment, hardware and other industrial supplies

Citron Hygiene (Birch Hill Equity Partners)	The Bidvest Group (JSE:BVT)	Citron Hygiene distributes washroom hygiene products
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TED Supply	BradyPLUS (Kelso & Company)	TED Supply distributes abrasives, janitorial, safety and other specialty maintenance products
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Target	Acquiror	BPO Transactions
Docupace	Genstar Capital	Docupace provides BPO solutions for wealth management and financial advisory firms

Management Solutions	G&A Partners (TPG)	Management Solutions provides HR management, employee benefits and payroll solutions
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Sunstar Insurance Group	Reverence Capital Partners	Sunstar Insurance Group provides employee benefits and insurance brokerage services
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Target	Acquiror	Industrial Transactions
Smith-Boughan Mechanical	The Exigent Group (Huron Capital)	Smith-Boughan Mechanical provides HVAC, plumbing, sheet metal fabrication and process piping services

CodeGreen Solutions (Victor Capital Partners)	Pinchin (Keystone Capital)	CodeGreen Solutions provides building and fire code consulting, special inspections and sustainability advisory services
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Sunshine Air Conditioning	Legacy Service Partners (Gridiron Capital)	Sunshine Air Conditioning provides HVAC installation, maintenance, repair and replacement services
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Target	Acquiror	Logistics Transactions
KWT International	Wiseway Group (ASX:WWG)	KWT International provides freight forwarding, warehousing, inbound customs clearance and last-mile delivery services

MTS Transportation	High Desert Management Group	MTS Transportation provides refrigerated product, dry freight and flatbed transportation services
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C.R.S. Express	TFI International (TSE:TFII)	C.R.S. Express provides transportation and logistics services to customers across North America
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TM Capital's Business Services Industry Contacts



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ABOUT TM CAPITAL, A DIVISION OF JANNEY

FOUNDED IN 1989 AND NOW PART OF JANNEY MONTGOMERY SCOTT, TM CAPITAL IS THE CLIENT-FIRST INVESTMENT BANKING TEAM ADVISING INDUSTRY-LEADING COMPANIES ACROSS NORTH AMERICA AND AROUND THE WORLD. IN EVERYTHING WE DO, OUR PROFESSIONALS SHARE A RELENTLESS COMMITMENT TO ENGINEERING EXTRAORDINARY OUTCOMES WITH AN UNMATCHED STANDARD OF CLIENT CARE. OVER THE LAST THREE DECADES, WE HAVE COMPLETED NEARLY 450 TRANSACTIONS WITH A COMBINED VALUE OF \$30 BILLION. WITH OFFICES IN ATLANTA, BOSTON AND NEW YORK, OUR MISSION CRITICAL CAPABILITIES INCLUDE: COMPLEX MERGERS AND ACQUISITIONS; DEBT AND EQUITY FINANCINGS; MINORITY AND MAJORITY RECAPITALIZATIONS; RESTRUCTURINGS; AND BOARD ADVISORY SERVICES. TM CAPITAL IS ALSO A MEMBER OF OAKLINS, THE WORLD'S MOST EXPERIENCED MID-MARKET M&A ADVISOR, WITH OVER 850 PROFESSIONALS AND DEDICATED INDUSTRY TEAMS IN MORE THAN 45 COUNTRIES, HAVING CLOSED 1,700 TRANSACTIONS IN THE PAST FIVE YEARS. FOR MORE INFORMATION, PLEASE VISIT WWW.TMCAPITAL.COM.

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