

BUSINESS SERVICES MONTHLY

SEPTEMBER 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

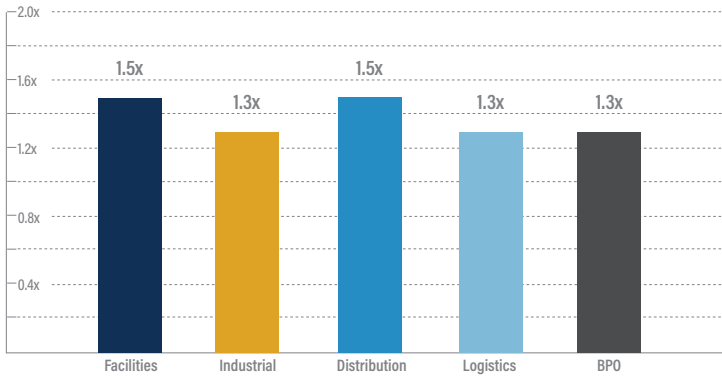
Business Process Outsourcing (BPO)

HEADLINE TRANSACTIONS

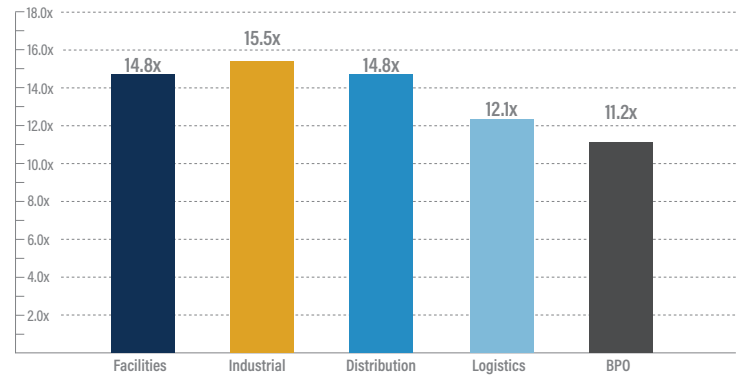
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Facilities	 <p>INDEPENDENT ROOFING SYSTEMS CERTIFIED ROOFING CONTRACTOR</p>	 <p>RAMPART EXTERIOR SERVICES</p> <p>HURON CAPITAL</p>	<ul style="list-style-type: none"> Rampart Exterior Services, a portfolio company of Huron Capital, has acquired Independent Roofing Systems, a Mississippi-based commercial roofing and exterior services provider Independent Roofing Systems provides a comprehensive suite of roofing services including waterproofing, repairs and coating solutions for municipal, healthcare, retail and educational facilities throughout the Southeast This acquisition marks the first addition to Rampart's platform since formally launching with Huron Capital in early 2024 and expands the company's geographic reach into the Southeast
Industrial	 <p>PMG PAVEMENT MAINTENANCE GROUP</p> <p>LKCM HEADWATER INVESTMENTS</p>	 <p>Renovo CAPITAL</p>	<ul style="list-style-type: none"> TM Capital served as exclusive financial advisor to Pavement Maintenance Group ("PMG"), a portfolio company of LKCM Headwater Investments, in its sale to Renovo Capital PMG is a premier value-added distributor and producer of solutions for the aftermarket repair and maintenance of paved surfaces including sealcoat, crack sealant, pavement markings and traffic management products This transaction marks Renovo Capital's entry into the pavement and specialty surfaces space and establishes PMG as a standalone platform in Renovo Capital's portfolio of brands
Distribution	 <p>ORS•Nasco</p> <p>One Equity Partners</p>	 <p>WC</p> <p>WYNNCHURCH CAPITAL</p>	<ul style="list-style-type: none"> Wynchurch Capital, a Chicago-based private equity firm, has acquired ORS Nasco, an Oklahoma-based distributor of industrial supplies, from One Equity Partners ORS Nasco distributes ~200,000 unique maintenance, repair and overhaul ("MRO") supplies across HVAC, electrical, construction, plumbing and janitorial product categories, utilizing a network of thirteen distribution locations internationally Wynchurch plans to drive continued growth in the ORS Nasco platform by capturing additional market share as OEMs continue to consolidate supply chains and utilize wholesale distribution channels
Logistics	 <p>HORIZON AIR FREIGHT WE KEEP SHIPS AT SEA</p> <p>ICV PARTNERS</p>	 <p>GHK CAPITAL PARTNERS</p>	<ul style="list-style-type: none"> GHK Capital Partners ("GHK"), a Connecticut-based private equity firm, has acquired Horizon Air Freight ("Horizon"), a provider of mission critical marine logistics and freight forwarding services, from ICV Partners Horizon is a leading provider of various maritime logistics solutions, including freight forwarding, customs clearance, last-mile delivery and port call agency services to an expansive roster of customers worldwide The acquisition marks GHK's second platform investment in the logistics sector, and GHK plans to accelerate the expansion of Horizon's global operations through a combination of organic and inorganic growth initiatives in a fragmented sector
BPO	 <p>TRANSACT</p> <p>RCP REVERENCE CAPITAL PARTNERS</p>	 <p>Roper TECHNOLOGIES</p>	<ul style="list-style-type: none"> Roper Technologies (Nasdaq: ROP), a provider of business automation solutions, has acquired Transact Campus, a provider of payment solutions for students, from Reverence Capital Partners in a transaction valued at \$1.5 billion Transact Campus is a leading provider of payment processing and billing services specifically designed for higher education institutions, students and parents Following the transaction, Transact Campus will be combined with Roper's CBORD division, a segment focused on providing foodservice, nutrition security and commerce solutions for healthcare and senior living facilities

BUSINESS SERVICES GROWTH & VALUATION TRENDS

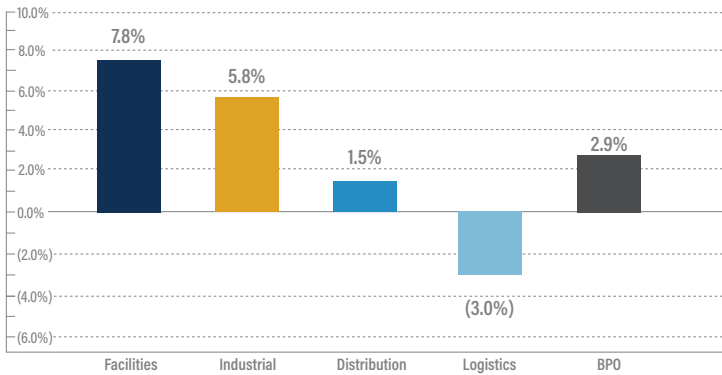
Enterprise Value / LTM Revenue



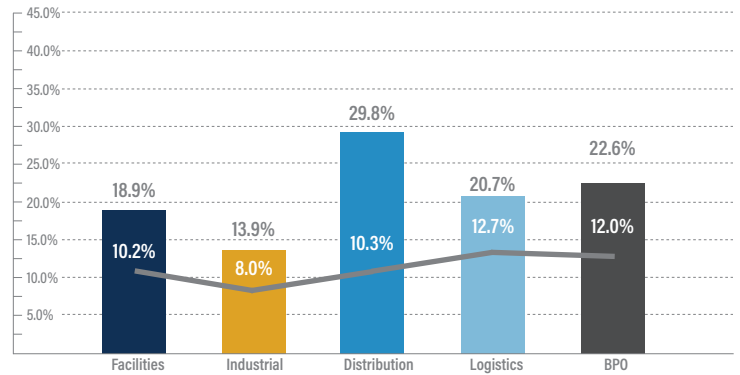
Enterprise Value / LTM EBITDA



LTM Revenue Growth

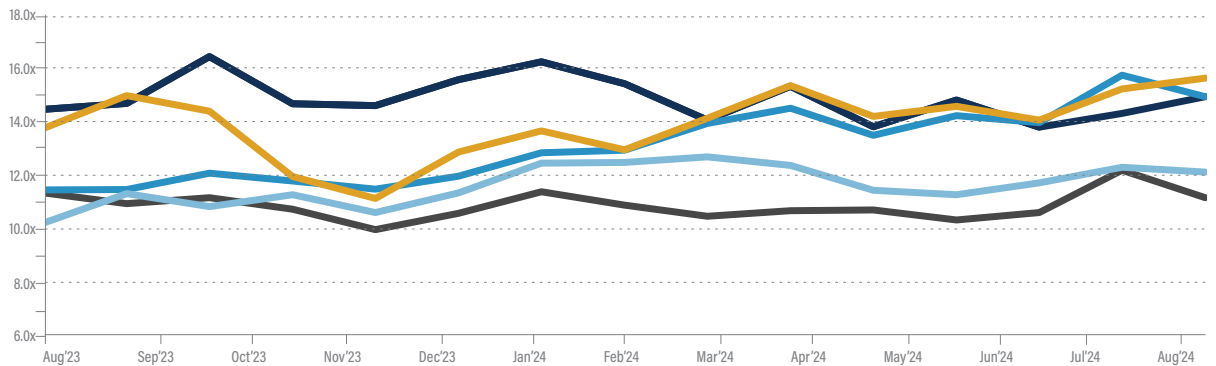


LTM Gross & EBITDA Margins*



*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



14.8x Facilities 15.5x Industrial 14.8x Distribution 12.1x Logistics 11.2x BPO

SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Tri Scapes	Hidden Harbor Capital Partners	Tri Scapes provides commercial landscaping, irrigation and bioretention solutions

Pestwork Solutions	Rockit Pest (Halle Capital Management)	Pestwork Solutions provides a comprehensive suite of pest control services to residential and commercial customers throughout Georgia
--------------------	--	---

Thario Building Services	4M Building Solutions (O2 Investment Partners)	Thario Building Services provides cleaning and sanitation services to healthcare, industrial and manufacturing facilities
--------------------------	--	---

Target	Acquiror	Distribution Transactions
Worldpac (Advance Auto Parts)	The Carlyle Group (NasdaqGS: CG)	Worldpac distributes aftermarket automotive parts to professional installers as well as do-it-yourself customers

Inland Supply Company	Imperial Dade (Advent International)	Inland Supply Company distributes industrial, janitorial, cleaning and facility maintenance supplies
-----------------------	--------------------------------------	--

Architectural Doors	The Cook & Boardman Group (Platinum Equity)	Architectural Doors distributes commercial doors, frames and electronic access equipment
---------------------	---	--

Target	Acquiror	BPO Transactions
Southland Data Processing	MPAY	Southland Data Processing provides payroll, human resources, credit card processing and tax filing services

US Assure Insurance Services	Ryan Specialty (NYSE: RYAN)	US Assure Insurance Services provides specialized builder's risk insurance solutions
------------------------------	-----------------------------	--

JAGGAER (Cinven)	Vista Equity Partners	JAGGAER provides automated financial management services and software
------------------	-----------------------	---

Target	Acquiror	Industrial Transactions
GSE Systems (Nasdaq: GVP)	Pelican Energy Partners	GSE Systems provides advanced engineering and specialized workforce solutions to customers in the nuclear energy industry

Peoples & Quigley	DCCM (White Wolf Capital)	Peoples & Quigley provides sustainable water engineering and wastewater management services to customers across Georgia
-------------------	---------------------------	---

cbec eco engineering	Verdantas (Sterling Investment Partners)	cbec eco engineering provides integrated environmental and water engineering services including hydraulics design and field services
----------------------	--	--

Target	Acquiror	Logistics Transactions
Dancer Logistics	FST Logistics	Dancer Logistics provides warehousing, transportation and truck & trailer services

B.R. Williams LTL Logistics	Haney and White Enterprise	B.R. Williams LTL Logistics provides third party logistics, freight and supply chain management services
-----------------------------	----------------------------	--

TransVac	Kenan Advantage Group (OMERS Private Equity)	TransVac provides logistics, tank transportation and disposal services to customers in the chemicals, plastics and oil industries
----------	--	---

TM Capital's Business Services Industry Contacts



Jarrad Zalkin
Managing Director & Co-Head of TM Capital
jzalkin@tmcapital.com
617.259.2207



David Felts
Managing Director
dfelts@tmcapital.com
404.995.6252



James Grien
Vice Chairman & Co-Head of TM Capital
jgrien@tmcapital.com
404.995.6235



Steven Hunter
Managing Director, Head of Financial Sponsor Coverage
shunter@tmcapital.com
404.995.6232

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.

ABOUT JANNEY

JANNEY MONTGOMERY SCOTT LLC IS A LEADING FULL-SERVICE INVESTMENT BANKING AND FINANCIAL SERVICES FIRM SERVING INDIVIDUAL, CORPORATE, INSTITUTIONAL AND GOVERNMENT CLIENTS. JANNEY IS AN INDEPENDENTLY OPERATED SUBSIDIARY OF THE PENN MUTUAL LIFE INSURANCE COMPANY, ONE OF THE 15 LARGEST MUTUAL INSURANCE COMPANIES IN THE NATION, AND IS A MEMBER OF THE NEW YORK STOCK EXCHANGE, FINANCIAL INDUSTRY REGULATORY AUTHORITY AND THE SECURITIES INVESTOR PROTECTION CORPORATION.

THIS COMMUNICATION IS THE INTELLECTUAL PROPERTY OF TM CAPITAL, A DIVISION OF JANNEY AND MAY NOT BE REPRODUCED, DISTRIBUTED, OR PUBLISHED BY ANY PERSON FOR ANY PURPOSE WITHOUT JANNEY'S EXPRESS PRIOR CONSENT.

DISCLAIMER: This communication has been created by the Investment Banking Department of Janney Montgomery Scott LLC ("Janney") and is to be used for informational purposes only. It is not a product of Janney's Research Department. The information presented herein is taken from sources believed to be reliable but is not guaranteed by Janney as to its accuracy or completeness and is subject to change. The views expressed in this communication reflect the personal views of the author(s) regarding the subject securities and issuers and may differ with those of Janney or Janney's Research Department. This communication shall not constitute a solicitation or offer to purchase or sell a security. This communication is intended for Institutional Use Only, not for retail investors, and should not be distributed, forwarded, or otherwise disseminated. Nothing in this material should be construed as tax, legal, or accounting advice. Please consult your own tax, legal, and accounting professionals. Member: NYSE, FINRA, SIPC.