

# BUSINESS SERVICES MONTHLY

DECEMBER 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





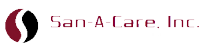








Industrial

Distribution

Logistics

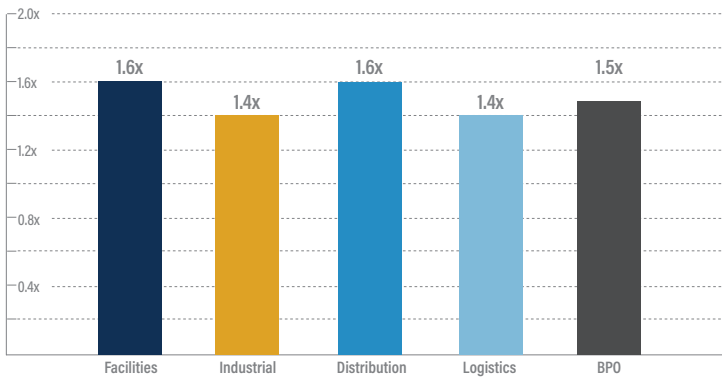
Business Process Outsourcing (BPO)

## HEADLINE TRANSACTIONS

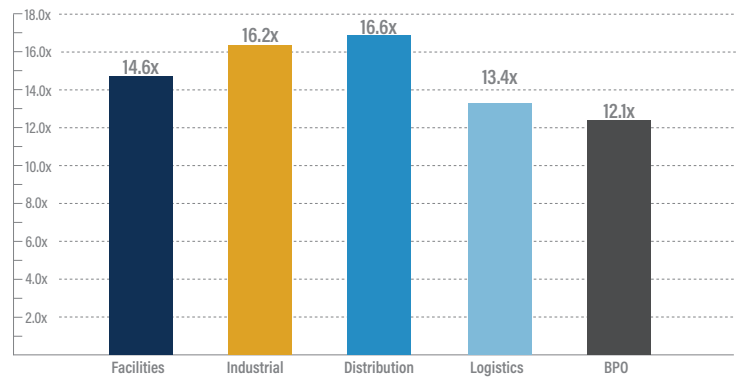
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Facilities	 Morgan Stanley CAPITAL PARTNERS		<ul style="list-style-type: none"> <li>Goldman Sachs Alternatives ("Goldman Sachs"), a New York-based private equity firm, has acquired Sila Services, a Pennsylvania-based provider of HVAC, plumbing and electrical services, from Morgan Stanley Capital Partners</li> <li>Sila Services is a leading provider of HVAC, plumbing and electrical services for residential and commercial facilities across the Northeast, Mid-Atlantic and Midwest</li> <li>Goldman Sachs plans to accelerate growth in the Sila Services platform through both organic initiatives to commercialize its services offering and pursuing strategic M&amp;A in untapped geographic regions</li> </ul>
Industrial			<ul style="list-style-type: none"> <li>Wesco International (NYSE: WCC), a global provider of facility management and logistics solutions, has acquired Ascent, a St. Louis-based provider of data center facility management services, for \$185 million</li> <li>With over 330 employees across the U.S. and Canada, Ascent is a rapidly growing, premier provider of facility management services - including facility maintenance, system repairs and 24/7 emergency services - for data centers and related critical infrastructure</li> <li>This acquisition marks an important step in Wesco's broader expansion of its Data Center Solutions division by extending its solutions offering into advanced liquid cooling and expanding its service capabilities</li> </ul>
Distribution		 	<ul style="list-style-type: none"> <li>Imperial Dade, a portfolio company of Advent International, has acquired San-A-Care, a Wisconsin-based distributor of janitorial supplies, chemicals and cleaning equipment</li> <li>San-A-Care is a full-line distributor of a wide array of commercial and institutional cleaning, janitorial and food packaging products in the Waukesha and greater Milwaukee areas of Wisconsin</li> <li>This transaction marks Imperial Dade's ninety-fifth acquisition and further solidifies the company's growing presence in the state of Wisconsin</li> </ul>
Logistics	 		<ul style="list-style-type: none"> <li>Prospero Staff Capital, a Chicago-based private equity firm, has acquired Roadrunner Logistics ("Roadrunner"), a Chicago-based provider of logistics services, from Elliott Management ("Elliott")</li> <li>With 36 service centers located in major U.S. cities and a fleet of over 2,250 trailers, Roadrunner is a leading provider of metro-to-metro, less-than-truckload freight shipment services</li> <li>Prospero Staff Capital plans to continue executing the operational overhaul that began under Elliott's ownership, hoping to maintain and further drive Roadrunner's rise in service levels and customer satisfaction ratings</li> </ul>
BPO		 	<ul style="list-style-type: none"> <li>Cadex Solutions Corporation ("Cadex"), a portfolio company of Trivest Partners, has acquired Insurance Recovery Group ("IRG"), a Massachusetts-based provider of insurance recovery and cost containment services</li> <li>IRG is a leading provider of subrogation recovery and secondary injury funding management services for workers compensation, automotive, property and inland marine insurance recovery</li> <li>This transaction represents a step towards Cadex's broader goal of expanding beyond order-to-cash management and into adjacent revenue recovery services in the insurance industry</li> </ul>

# BUSINESS SERVICES GROWTH & VALUATION TRENDS

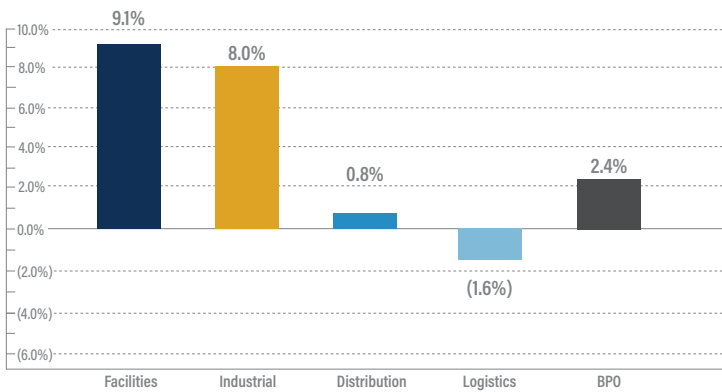
Enterprise Value / LTM Revenue



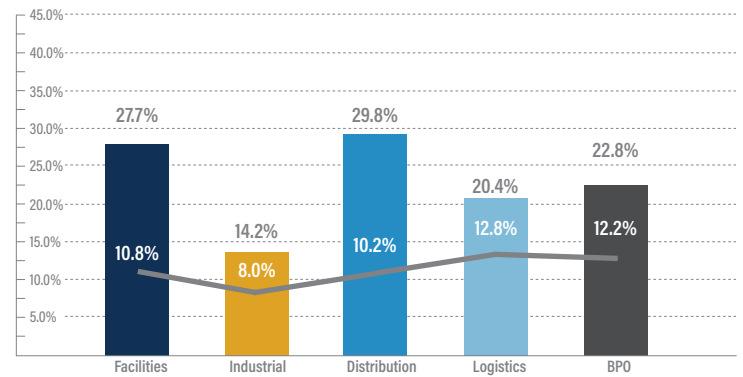
Enterprise Value / LTM EBITDA



LTM Revenue Growth

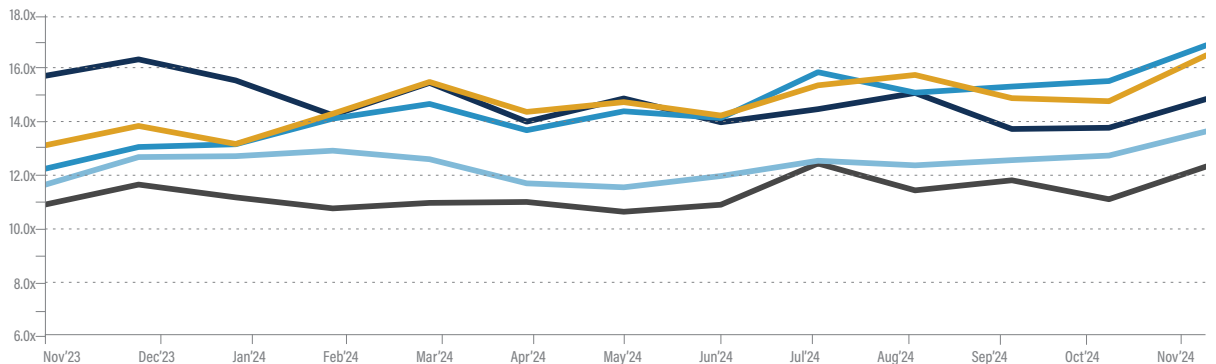


LTM Gross & EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

EBITDA Multiples Trends



14.6x Facilities    16.2x Industrial    16.6x Distribution    13.4x Logistics    12.1x BPO

# SELECTED BUSINESS SERVICES TRANSACTIONS

Target	Acquiror	Facilities Transactions
Allied Fire Protection	Atlantis Fire Protection (Capital Alignment Partners)	Allied Fire Protection provides installation, inspection and repair services for commercial and residential fire sprinkler systems

Covenant Building Service	4M Building Solutions (O2 Investment Partners)	Covenant Building Service provides commercial janitorial services, including contract cleaning, pressure washing and floor care
---------------------------	------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------

Aardvark Ant & Pest Control	Certus Pest (Imperial Capital)	Aardvark Ant & Pest Control provides pest control services to commercial and residential customers throughout the San Diego metropolitan area
-----------------------------	--------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------

Target	Acquiror	Distribution Transactions
Economy Products & Solutions	Imperial Dade (Advent International)	Economy Products & Solutions distributes janitorial equipment, office supplies and safety products

Northwest Pump & Equipment Co.	H.I.G. Capital	Northwest Pump & Equipment Co. distributes industrial pumps, compressors and other equipment related to the petroleum industry
--------------------------------	----------------	--------------------------------------------------------------------------------------------------------------------------------

Universal Air Conditioner	The Halifax Group	Universal Air Conditioner distributes aftermarket HVAC and cooling products for light and heavy-duty vehicles
---------------------------	-------------------	---------------------------------------------------------------------------------------------------------------

Target	Acquiror	BPO Transactions
PROtect (Spire Capital)	Sterling Investment Partners	PROtect provides safety, compliance and risk mitigation services to various employers across a wide array of industries

Vebnet (Standard Life)	Benefex (Apax Partners)	Vebnet provides managed services and technological applications related to employee benefit programs
------------------------	-------------------------	------------------------------------------------------------------------------------------------------

Outsource UK	Sanderson Recruitment	Outsource UK provides recruitment services and payroll solutions
--------------	-----------------------	------------------------------------------------------------------

## 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](http://WWW.TMCAPITAL.COM).

## ABOUT JANNEY

JANNEY IS A LEADING FULL-SERVICE WEALTH MANAGEMENT, CAPITAL MARKETS, AND ASSET MANAGEMENT FIRM DEDICATED TO PUTTING CLIENT NEEDS FIRST. WE ARE COMMITTED TO PROVIDING INDIVIDUALS, FAMILIES, BUSINESSES, AND INSTITUTIONS WITH TAILORED FINANCIAL ADVICE TO HELP REACH THEIR PERSONAL OR BUSINESS GOALS. WE FOCUS ON BUILDING STRONG RELATIONSHIPS, SUPPORTED BY A FOUNDATION OF TRUST AND PERFORMANCE. WITH A HISTORY OF STRENGTH AND STABILITY, AN ABILITY TO EXECUTE, AND A CULTURE OF SERVICE AND COLLABORATION, WE CONTINUE TO DELIVER ON OUR MISSION OF OFFERING THE HIGHEST STANDARD OF SUCCESS IN FINANCIAL RELATIONSHIPS. JANNEY IS A MEMBER OF THE FINANCIAL INDUSTRY REGULATORY AUTHORITY, THE NEW YORK STOCK EXCHANGE, AND 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.

Target	Acquiror	Industrial Transactions
Bell Plumbing Services	Pinnacle MEP (Blue Point Capital Partners)	Bell Plumbing Services is a provider of plumbing and HVAC services to commercial customers

Vermont Elevator Inspection Services	ATIS Elevator (Thompson Street Capital Partners)	Vermont Elevator Inspection Services is a leading provider of elevator inspection services for facilities throughout the Northeast
--------------------------------------	--------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------

Metro Pavers	Sunland Asphalt & Construction (Huron Capital)	Metro Pavers provides asphalt paving and maintenance services to municipalities throughout the Denver metropolitan area
--------------	------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------

Target	Acquiror	Logistics Transactions
PRM Trucking	Kenan Advantage Group (OMERS Private Equity)	PRM Trucking provides transportation, transloading and storage services for dry bulk products

Western Peaks Logistics	Argosy Private Equity	Western Peaks Logistics provides warehousing, shipment tracking and last-mile delivery services
-------------------------	-----------------------	-------------------------------------------------------------------------------------------------

Fluker Transportation	Blair Logistics (Gamut Capital Management)	Fluker Transportation provides hauling and transportation services for raw materials and heavy equipment
-----------------------	--------------------------------------------	----------------------------------------------------------------------------------------------------------

## 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