



# Facilities Services Sector Update

**Business Services M&A**

**KPMG Corporate Finance LLC**

**Winter 2023**

# Facilities Services Overview

Participants in the facilities services sector include providers of solutions such as pest control, remediation, HVAC, exterior and interior services, roofing, landscaping, property management, security solutions, and other route-based facility services. Key players are categorized as noted below:

| Sub-sector                       | Public Revenue / EBITDA Multiple <sup>(1)</sup> | Description                                                                     | Key Select Industry Leadership                                                                                                                                                                         |
|----------------------------------|-------------------------------------------------|---------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Facility Management Services     | 0.98x / 13.0x                                   | Includes companies offering diversified commercial facility management services | <ul style="list-style-type: none"> <li>ABM Industries</li> <li>Aramark</li> <li>Comfort Systems USA</li> <li>EMCOR</li> <li>ISS</li> <li>Sodexo</li> <li>SP Plus</li> <li>UniFirst</li> </ul>          |
| Route-Based Facility Services    | 3.19x / 16.2x                                   | Companies offering route-based facilities services                              | <ul style="list-style-type: none"> <li>BrightView Holdings</li> <li>The Brink's Company</li> <li>Cintas</li> <li>Ecolab</li> <li>Iron Mountain</li> <li>Rentokil Initial</li> <li>Securitas</li> </ul> |
| Route-Based Solid Waste Services | 4.05x / 16.7x                                   | Companies offering route-based environmental and waste management services      | <ul style="list-style-type: none"> <li>Casella Waste Systems</li> <li>GFL Environmental</li> <li>Republic Services</li> <li>Stericycle</li> <li>Waste Connections</li> <li>Waste Management</li> </ul> |

## Sector Perspective

### The Global Facilities Services Industry is a \$55bn Market with Significant Drivers for M&A Growth

- The global facilities services market reached a value of \$55 billion in 2021 and is projected to grow at a CAGR of ~13.4% to ~\$117 billion through 2027E
- Companies continue to turn to alternative outsourcing solutions for non-core facilities functions such as property management, janitorial and security management, and other services
- Subsectors within the industry remain highly fragmented as key regional and national players continue to compete with smaller local / regional private companies
- Investor interest in facilities services businesses remains high and M&A momentum is expected to continue given the fragmentation of the market and recurring nature of revenue streams, among other attractive macroeconomic tailwinds

- In 2H 2022, PE-backed facilities services companies were particularly active acquires

### Notable PE-Backed Facilities Services Transactions, 2H 2022

| Date    | Target                     | Buyer                                         |
|---------|----------------------------|-----------------------------------------------|
| Pending | Action One Alarm           | Pye-Barker Fire & Safety / Altas Partners     |
| Dec-22  | Justice Fire & Safety      | Pye-Barker Fire & Safety / Altas Partners     |
| Nov-22  | ComTronix                  | Pye-Barker Fire & Safety / Altas Partners     |
| Aug-22  | Fire Alarm Control Systems | Sciens Building Solutions / The Carlyle Group |
| Jun-22  | Elite Fire Safety          | Sciens Building Solutions / The Carlyle Group |

- Portfolio companies backed by the Carlyle Group (Sciens Building Solutions) and Altas Partners (Pye-Barker Fire & Safety) both completed over two acquisitions in 2H 2022
- Overall, optimism remains high that the facilities services M&A market will continue to remain strong in 2023

Source: Market statistics sourced from Capital IQ and based on 12/31/2022. Industry data sourced from publicly available information  
 (1) Valuation Multiples represent Enterprise Value to LTM Revenue and LTM EBITDA at 12/31/2022



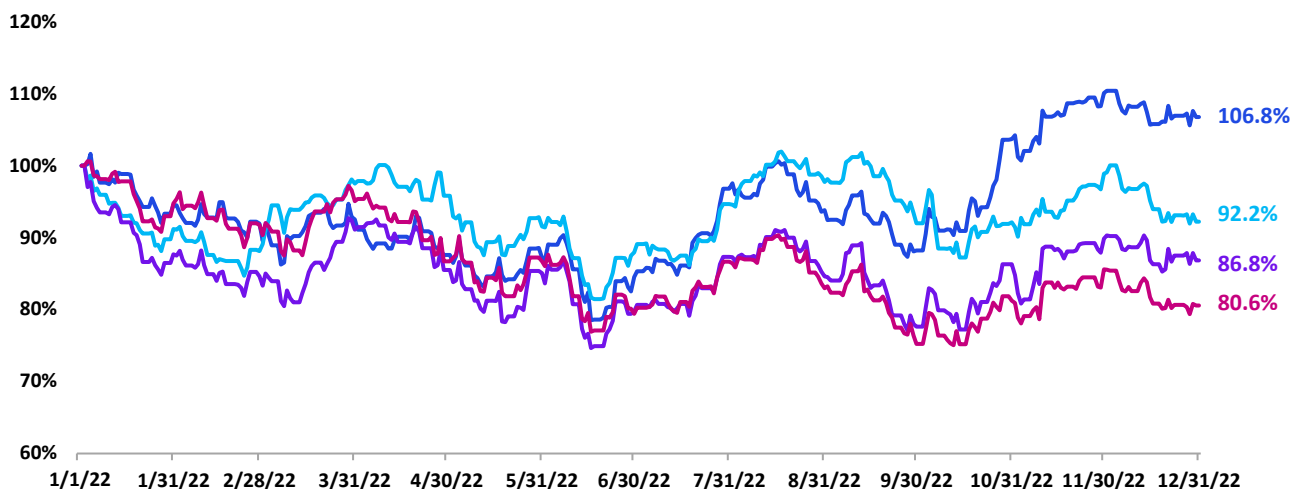
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# Facilities Services Public Markets Update

**LTM Facilities Services sectors performance has outperformed relative to the S&P 500 (-19.4% as of Dec-22)**

| Sub-sectors                      | Performance (1/1/22 - 12/31/22) | Mean EV/LTM EBITDA Multiples |
|----------------------------------|---------------------------------|------------------------------|
| Facility Management Services     | 6.8%                            | 13.0x                        |
| Route-Based Facility Services    | (13.2)%                         | 16.2x                        |
| Route-Based Solid Waste Services | (7.8)%                          | 16.7x                        |
| <b>S&amp;P 500</b>               | <b>(19.4)%</b>                  | -                            |

## 2022 Indexed Stock Performance

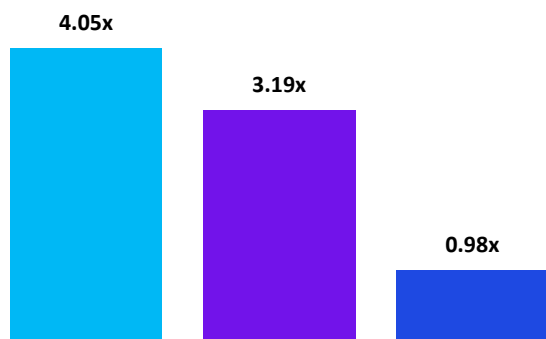


### Key

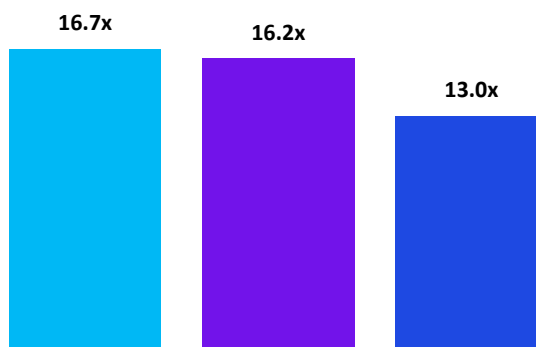
■ Facility Management Services    
 ■ Route-Based Facility Services    
 ■ Route-Based Solid Waste Services    
 ■ S&P 500

## Financial Metrics<sup>(1)</sup> for Facilities Services Peer Groups (12/31/2022)

### EV/LTM Revenue



### EV/LTM EBITDA



■ Facility Management Services    
 ■ Route-Based Facility Services    
 ■ Route-Based Solid Waste Services

Source: Market statistics sourced from Capital IQ

(1) Financial metrics represent the average of constituents reporting in respective category



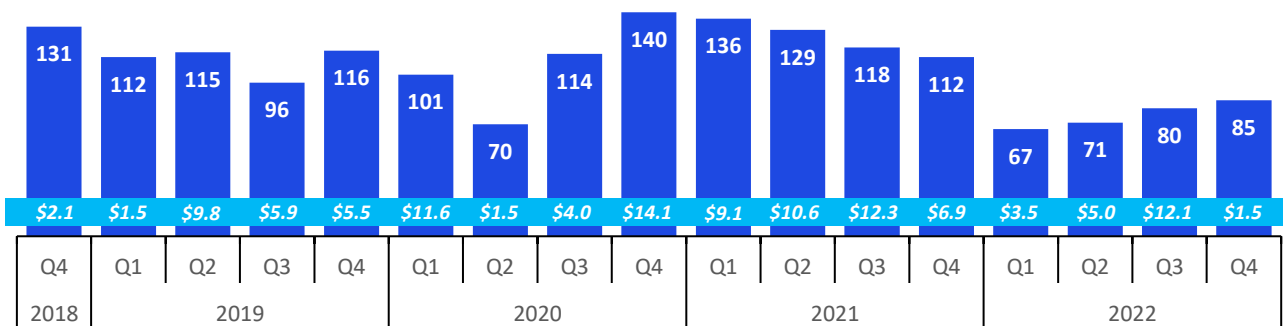
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# Facilities Services M&A Market Commentary

- Quarter-over-quarter, global Q4 2022 transaction activity increased by ~6.3% compared to Q3 2022. Over the same period, announced transaction value decreased from \$12.1 bn to \$1.5 bn
- The spike in Q3 2022 was mainly due to acquisition of CI Biotech Co., Ltd by ICC Co., Ltd. for ~\$7.6 bn

## Facilities Services Announced Deal Volume and Value<sup>(1)</sup>

Deal Volume (# of transactions); Deal Value (\$ in bn)



## Recent Notable U.S. Facilities Services Deals

January 2023

### 4M Building Solutions, Inc. / O2 Investment Partners

O2 Investment Partners, a private equity firm specializing in lower middle market investments, has acquired 4M Building Solutions, a provider of cleaning of maintenance services for commercial facilities. Transaction terms were not disclosed

January 2023

### Global Remediation Services / Covanta Holding Corporation; EQT Partners

Covanta Holding Corporation a provider of environmental services, backed by EQT Partners, has acquired Global Remediation Services for an undisclosed amount. Global Remediation Services offers site remediation, logistics and disposal, and solar field development

December 2022

### The Junkluggers / Authority Brands; Apax Partners

Authority Brands, backed by Apax Partners, a franchisor offering residential cleaning and care services, has acquired The Junkluggers. The Junkluggers operates as a junk removal franchisor. Transaction terms were not disclosed

November 2022

### Junk King Franchise Systems / Neighborly

Neighborly, a home services company offering repair, maintenance, and enhancement services for residential and commercial customers, has acquired Junk King Franchise Systems for an undisclosed amount. Junk King Franchise Systems is a junk removal and hauling services provider

September 2022

### Blue Star Security / Security Services Holdings; Southfield Capital

Security Services Holdings (dba Protos Security), backed by Southfield Capital, providing tech-enabled managed security services, has acquired Blue Star Security for an undisclosed amount. Blue Star Security offers armed security including off-duty officers and retired law enforcement officers

September 2022

### Ray's Trash Service / Waste Management

Waste Management, a provider of waste management and environmental services, has acquired Ray's Trash Service, a company offering trash and recycling services. Transaction terms were not disclosed

August 2022

### VLS Environmental Solutions / I Squared Capital

I Squared Capital, an infrastructure investment manager focusing on energy, utilities, telecom, and transport projects, has acquired VLS Environmental Solutions for an undisclosed amount. VLS Environmental Solutions is a waste management company providing waste handling, treatment, and disposal services

August 2022

### Complete Security Systems / Pye-Barker Fire & Safety; Altas Partners

Pye-Barker Fire & Safety, a fire protection and life safety services provider backed by Altas Partners, has acquired Complete Security Systems for an undisclosed value. Complete Security Systems offers security solutions such as intrusion alarms, fire alarms, CCTV, and access control for commercial and residential users

(1) Market statistics sourced from Capital IQ, Merger Market, Pitchbook, Wall Street research, press releases. Notes: M&A analysis based on deals announced during respective periods. Deal value represents aggregate deal value for disclosed transactions for time periods noted above

# Select Public Facilities Services Companies

## Public Markets Key Trading Statistics (12/31/2022)

| Sub-sectors                            | Indexed Share Price<br>% Change |                      | LTM Financials |               | Valuation Multiples<br>Enterprise Value To: |              |
|----------------------------------------|---------------------------------|----------------------|----------------|---------------|---------------------------------------------|--------------|
|                                        | 1/1/21 -<br>12/31/22            | 1/1/22 -<br>12/31/22 | Gross Margin   | EBITDA Margin | LTM                                         |              |
|                                        |                                 |                      |                |               | Revenue                                     | LTM EBITDA   |
| Facility Management Services           | 23.2%                           | 6.8%                 | 30.4%          | 7.8%          | 0.98x                                       | 13.0x        |
| Route-Based Facility Services          | 1.8%                            | (13.2%)              | 40.9%          | 18.0%         | 3.19x                                       | 16.2x        |
| Route-Based Solid Waste Services       | 20.9%                           | (7.8%)               | 33.3%          | 24.4%         | 4.05x                                       | 16.7x        |
| <b>Facilities Services Sector Mean</b> | <b>13.9%</b>                    | <b>(5.4%)</b>        | <b>36.0%</b>   | <b>15.3%</b>  | <b>2.59x</b>                                | <b>15.1x</b> |

## Public Markets Detail (12/31/2022)

| Company                              | Country | Market Data |              |                           |                                 | LTM Financials |              |               | Valuation Multiples<br>Enterprise Value To: |              |              |              |
|--------------------------------------|---------|-------------|--------------|---------------------------|---------------------------------|----------------|--------------|---------------|---------------------------------------------|--------------|--------------|--------------|
|                                      |         | Share Price | % 52-Wk High | Market Cap <sup>(1)</sup> | Enterprise Value <sup>(2)</sup> | Revenue        | Gross Margin | EBITDA Margin | LTM                                         | LTM          | CY 2022      | CY 2022      |
|                                      |         |             |              |                           |                                 |                |              |               | Revenue                                     | EBITDA       | Revenue      | EBITDA       |
| <b>Facility Management Services</b>  |         |             |              |                           |                                 |                |              |               |                                             |              |              |              |
| Sodexo S.A.                          | FR      | \$95.63     | 93.4%        | \$13,959                  | \$17,679                        | \$21,276       | 14.4%        | 6.2%          | 0.83x                                       | 13.4x        | 0.82x        | 10.8x        |
| Aramark                              | US      | \$41.34     | 95.4%        | \$10,680                  | \$18,067                        | \$16,327       | 15.2%        | 6.9%          | 1.11x                                       | 16.1x        | 1.07x        | 13.9x        |
| EMCOR Group, Inc.                    | US      | \$148.11    | 94.5%        | \$7,058                   | \$7,368                         | \$10,766       | 14.4%        | 6.0%          | 0.68x                                       | 11.4x        | 0.67x        | 11.3x        |
| Comfort Systems USA, Inc.            | US      | \$115.08    | 89.4%        | \$4,102                   | \$4,547                         | \$3,879        | 17.6%        | 7.8%          | 1.17x                                       | 15.1x        | 1.11x        | 14.1x        |
| ISS A/S                              | DK      | \$21.16     | 93.6%        | \$3,910                   | \$5,772                         | \$10,328       | 92.2%        | 3.6%          | 0.56x                                       | 15.7x        | 0.53x        | 8.6x         |
| UniFirst Corporation                 | US      | \$192.99    | 89.9%        | \$3,606                   | \$3,281                         | \$2,056        | 34.3%        | 11.8%         | 1.60x                                       | 13.5x        | 1.61x        | 11.9x        |
| ABM Industries Incorporated          | US      | \$44.42     | 82.3%        | \$2,914                   | \$4,253                         | \$7,807        | 14.2%        | 5.9%          | 0.54x                                       | 9.2x         | 0.54x        | 8.6x         |
| SP Plus Corporation                  | US      | \$34.72     | 92.5%        | \$700                     | \$1,214                         | \$903          | 41.2%        | 14.0%         | 1.34x                                       | 9.6x         | 1.54x        | 10.2x        |
| <b>Mean</b>                          |         |             |              |                           |                                 |                | <b>30.4%</b> | <b>7.8%</b>   | <b>0.98x</b>                                | <b>13.0x</b> | <b>0.99x</b> | <b>11.2x</b> |
| <b>Median</b>                        |         |             |              |                           |                                 |                | <b>16.4%</b> | <b>6.5%</b>   | <b>0.97x</b>                                | <b>13.4x</b> | <b>0.95x</b> | <b>11.0x</b> |
| <b>Route-Based Facility Services</b> |         |             |              |                           |                                 |                |              |               |                                             |              |              |              |
| Cintas Corporation                   | US      | \$451.62    | 96.0%        | \$45,885                  | \$48,895                        | \$8,377        | 46.5%        | 23.7%         | 5.84x                                       | 24.6x        | 5.87x        | 23.4x        |
| Ecolab Inc.                          | US      | \$145.56    | 61.3%        | \$41,460                  | \$50,325                        | \$13,881       | 38.5%        | 19.7%         | 3.63x                                       | 18.4x        | 3.54x        | 18.5x        |
| Rentokil Initial plc                 | GB      | \$6.12      | 86.8%        | \$15,367                  | \$17,082                        | \$3,735        | 77.7%        | 19.4%         | 4.57x                                       | 23.6x        | 3.83x        | 17.5x        |
| Iron Mountain Incorporated           | US      | \$49.85     | 85.1%        | \$14,492                  | \$27,422                        | \$4,984        | 57.3%        | 33.9%         | 5.50x                                       | 16.2x        | 5.34x        | 15.1x        |
| Securitas AB (publ)                  | SE      | \$8.34      | 68.3%        | \$4,779                   | \$9,931                         | \$11,094       | 18.6%        | 6.6%          | 0.90x                                       | 13.5x        | 0.78x        | 9.7x         |
| The Brink's Company                  | US      | \$53.71     | 73.2%        | \$2,495                   | \$5,197                         | \$4,443        | 23.3%        | 13.3%         | 1.17x                                       | 8.8x         | 1.15x        | 6.7x         |
| BrightView Holdings, Inc.            | US      | \$6.89      | 44.9%        | \$641                     | \$2,093                         | \$2,775        | 24.3%        | 9.3%          | 0.75x                                       | 8.1x         | 0.75x        | 7.3x         |
| <b>Mean</b>                          |         |             |              |                           |                                 |                | <b>40.9%</b> | <b>18.0%</b>  | <b>3.19x</b>                                | <b>16.2x</b> | <b>3.04x</b> | <b>14.0x</b> |
| <b>Median</b>                        |         |             |              |                           |                                 |                | <b>38.5%</b> | <b>19.4%</b>  | <b>3.63x</b>                                | <b>16.2x</b> | <b>3.54x</b> | <b>15.1x</b> |

Source: Market statistics sourced from Capital IQ

All figures in USD and in millions (except share price data), where applicable, converted at rates as of 12/31/2022

(1) Market Capitalization based on closing share prices as of 12/31/2022

(2) Enterprise Value (EV) equals Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents



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# Select Public Facilities Services Companies (cont.)

## Public Markets Detail (12/31/2022)

| Company                                 | Country | Market Data |              |                           |                                 | LTM Financials |              |               | Valuation Multiples<br>Enterprise Value To: |              |                 |                |
|-----------------------------------------|---------|-------------|--------------|---------------------------|---------------------------------|----------------|--------------|---------------|---------------------------------------------|--------------|-----------------|----------------|
|                                         |         | Share Price | % 52-Wk High | Market Cap <sup>(1)</sup> | Enterprise Value <sup>(2)</sup> | Revenue        | Gross Margin | EBITDA Margin | LTM Revenue                                 | LTM EBITDA   | CY 2022 Revenue | CY 2022 EBITDA |
| <b>Route-Based Solid Waste Services</b> |         |             |              |                           |                                 |                |              |               |                                             |              |                 |                |
| Waste Management, Inc.                  | US      | \$156.88    | 89.1%        | \$64,396                  | \$78,324                        | \$19,441       | 37.5%        | 27.5%         | 4.03x                                       | 14.7x        | 3.97x           | 14.1x          |
| Republic Services, Inc.                 | US      | \$128.99    | 86.5%        | \$40,761                  | \$52,730                        | \$12,934       | 40.2%        | 29.0%         | 4.08x                                       | 14.0x        | 3.92x           | 13.5x          |
| Waste Connections, Inc.                 | CA      | \$132.56    | 89.4%        | \$34,086                  | \$40,305                        | \$6,967        | 40.0%        | 30.7%         | 5.79x                                       | 18.8x        | 5.60x           | 18.2x          |
| GFL Environmental Inc.                  | CA      | \$29.21     | 81.7%        | \$10,033                  | \$17,113                        | \$4,930        | 11.5%        | 22.7%         | 3.47x                                       | 15.3x        | 3.49x           | 13.5x          |
| Stericycle, Inc.                        | US      | \$49.89     | 81.4%        | \$4,599                   | \$6,630                         | \$2,692        | 37.3%        | 15.1%         | 2.46x                                       | 16.3x        | 2.43x           | 15.2x          |
| Casella Waste Systems, Inc.             | US      | \$79.31     | 85.5%        | \$4,099                   | \$4,700                         | \$1,055        | 33.5%        | 21.2%         | 4.46x                                       | 21.1x        | 4.36x           | 19.1x          |
| <b>Mean</b>                             |         |             |              |                           |                                 |                | <b>33.3%</b> | <b>24.4%</b>  | <b>4.05x</b>                                | <b>16.7x</b> | <b>3.96x</b>    | <b>15.6x</b>   |
| <b>Median</b>                           |         |             |              |                           |                                 |                | <b>37.4%</b> | <b>25.1%</b>  | <b>4.05x</b>                                | <b>15.8x</b> | <b>3.94x</b>    | <b>14.6x</b>   |
| <b>Total Mean</b>                       |         |             |              |                           |                                 |                | <b>36.0%</b> | <b>15.3%</b>  | <b>2.59x</b>                                | <b>15.1x</b> | <b>2.37x</b>    | <b>13.0x</b>   |
| <b>Total Median</b>                     |         |             |              |                           |                                 |                | <b>35.9%</b> | <b>12.6%</b>  | <b>1.60x</b>                                | <b>15.1x</b> | <b>1.34x</b>    | <b>12.7x</b>   |

Source: Market statistics sourced from Capital IQ

All figures in USD and in millions (except share price data), where applicable, converted at rates as of 12/31/2022

(1) Market Capitalization based on closing share prices as of 12/31/2022

(2) Enterprise Value (EV) equals Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents



# U.S. Facilities Services Transaction History

| Closed Date | Target                                                                                      | Buyer                                           | Enterprise Value (\$mm) | EV / LTM Revenue | EV / LTM EBITDA |
|-------------|---------------------------------------------------------------------------------------------|-------------------------------------------------|-------------------------|------------------|-----------------|
| Pending     | Regreen Technologies                                                                        | Astra Energy                                    | NA                      | NA               | NA              |
| Pending     | Action One Alarm                                                                            | Pye-Barker Fire & Safety / Altas Partners       | NA                      | NA               | NA              |
| Jan-23      | 4M Building Solutions, Inc.                                                                 | O2 Investment Partners, LLC                     | NA                      | NA               | NA              |
| Jan-23      | Global Remediation Services                                                                 | Covanta Holding Corporation / EQT Partners      | NA                      | NA               | NA              |
| Dec-22      | The Junkloggers                                                                             | Authority Brands / Apax Partners                | NA                      | NA               | NA              |
| Dec-22      | Justice Fire & Safety                                                                       | Pye-Barker Fire & Safety / Altas Partners       | NA                      | NA               | NA              |
| Dec-22      | Actio Security                                                                              | Owen Security Solutions                         | NA                      | NA               | NA              |
| Dec-22      | Trojan Recycling                                                                            | Waste Connections                               | NA                      | NA               | NA              |
| Nov-22      | Hidden Eyes                                                                                 | Wind Point Advisors                             | NA                      | NA               | NA              |
| Nov-22      | ComTronix                                                                                   | Pye-Barker Fire & Safety / Altas Partners       | NA                      | NA               | NA              |
| Nov-22      | Global K9 Protection Group                                                                  | Inoa Ventures Management                        | NA                      | NA               | NA              |
| Nov-22      | A Plus Tree                                                                                 | Hyperion Capital Partners                       | NA                      | NA               | NA              |
| Nov-22      | Junk King Franchise Systems                                                                 | Neighbourly                                     | NA                      | NA               | NA              |
| Sep-22      | Blue Star Security                                                                          | Security Services Holdings / Southfield Capital | NA                      | NA               | NA              |
| Sep-22      | NextGen Security                                                                            | Dunes Point Capital                             | NA                      | NA               | NA              |
| Sep-22      | Integrated Security Group                                                                   | Pye-Barker Fire & Safety / Altas Partners       | NA                      | NA               | NA              |
| Sep-22      | Ray's Trash Service                                                                         | Waste Management                                | NA                      | NA               | NA              |
| Aug-22      | Synergy Recycling                                                                           | Clean Harbors                                   | NA                      | NA               | NA              |
| Aug-22      | VLS Environmental Solutions                                                                 | I Squared Capital Advisors                      | NA                      | NA               | NA              |
| Aug-22      | Lone Star Disposal                                                                          | Waste Connections                               | NA                      | NA               | NA              |
| Aug-22      | Fire Alarm Control Systems                                                                  | Sciens Building Solutions / The Carlyle Group   | NA                      | NA               | NA              |
| Aug-22      | Complete Security Systems                                                                   | Pye-Barker Fire & Safety / Altas Partners       | NA                      | NA               | NA              |
| Jul-22      | Electronic Security Solutions And Healthcare Solutions Businesses of Stanley Black & Decker | Securitas                                       | \$3,200                 | NA               | 16.0x           |
| Jul-22      | Hamrick Fire Systems                                                                        | CertaSite / The Riverside Company               | NA                      | NA               | NA              |
| Jul-22      | United Waste Services                                                                       | Bingo Industries / Macquarie Asset Management   | NA                      | NA               | NA              |
| Jun-22      | Elite Fire Safety                                                                           | Sciens Building Solutions / The Carlyle Group   | NA                      | NA               | NA              |
| Jun-22      | HLFS Holdings                                                                               | CertaSite / The Riverside Company               | NA                      | NA               | NA              |
| Jun-22      | Patriot Global Group                                                                        | Garda World Security Corporation / BC Partners  | \$69                    | NA               | NA              |

Source: Capital IQ, Merger Market, Pitchbook, Wall Street research, press releases



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# U.S. Facilities Services Transaction History (cont.)

| Closed Date | Target                            | Buyer                                                 | Enterprise Value (\$mm) | EV / LTM Revenue | EV / LTM EBITDA |
|-------------|-----------------------------------|-------------------------------------------------------|-------------------------|------------------|-----------------|
| May-22      | Sprint Waste Services             | GFL Environmental                                     | NA                      | NA               | NA              |
| May-22      | US Ecology                        | Republic Services                                     | \$2,262                 | 2.29x            | 13.6x           |
| Apr-22      | Electronic Security Solutions     | Sciens Building Solutions / The Carlyle Group         | NA                      | NA               | NA              |
| Apr-22      | Ameri-Tex Services                | Live Oak Environmental / Kinderhook Industries        | NA                      | NA               | NA              |
| Apr-22      | Sievers Security Systems          | Guardian Security Services / Certares Management      | NA                      | NA               | NA              |
| Apr-22      | Central Disposal                  | Superior Waste Industries / The Pritzker Organization | NA                      | NA               | NA              |
| Mar-22      | Choice Security Services          | Pye-Barker Fire & Safety / Altas Partners             | NA                      | NA               | NA              |
| Feb-22      | Olson Brothers Pro-Vac            | Gallant Capital Partners                              | NA                      | NA               | NA              |
| Feb-22      | R. F. Dickson Co.                 | Sweeping Corporation of America / Warburg Pincus      | NA                      | NA               | NA              |
| Feb-22      | Matson Alarm Co.                  | Pye-Barker Fire & Safety / Altas Partners             | NA                      | NA               | NA              |
| Jan-22      | Security Franchisors              | Gemspring Capital Management                          | NA                      | NA               | NA              |
| Dec-21      | Lodging Access Systems            | CCL Industries                                        | \$26                    | 1.65x            | 4.7x            |
| Dec-21      | Watterson Environmental Group     | Highview Capital                                      | NA                      | NA               | NA              |
| Dec-21      | LINICO Corporation                | Comstock Mining                                       | \$10                    | NA               | NA              |
| Dec-21      | Yarnell Security Systems          | Pye-Barker Fire & Safety / Altas Partners             | NA                      | NA               | NA              |
| Dec-21      | American Recycling Holdings       | Tide Rock                                             | NA                      | NA               | NA              |
| Dec-21      | Sciens Building Solutions         | The Carlyle Group                                     | NA                      | NA               | NA              |
| Dec-21      | Securix                           | American Digital Security                             | NA                      | NA               | NA              |
| Dec-21      | Fire Protection Service Corp.     | Pye-Barker Fire & Safety / Altas Partners             | NA                      | NA               | NA              |
| Dec-21      | RWS Facility Services             | Quest Resource Holding Corporation                    | \$33                    | NA               | NA              |
| Dec-21      | Bass Security Services            | The Cook & Boardman Group / Littlejohn & Co.          | NA                      | NA               | NA              |
| Dec-21      | Rampart Security Systems          | Armstrong Group of Companies                          | NA                      | NA               | NA              |
| Dec-21      | Waste Partners Environmental      | Sweeping Corporation of America / Warburg Pincus      | NA                      | NA               | NA              |
| Dec-21      | Supreme Security Systems          | Securitas                                             | \$20                    | 2.00x            | NA              |
| Dec-21      | American Security Shredding Corp. | RediShred Capital                                     | \$9                     | 2.09x            | NA              |
| Dec-21      | New England Service               | Eversource Energy                                     | \$49                    | 6.11x            | 17.8x           |
| Nov-21      | ReSource Waste Services           | GCM Grosvenor                                         | NA                      | NA               | NA              |
| Nov-21      | Covanta                           | EQT Partners                                          | \$5,331                 | 2.68x            | 16.6x           |

Source: Capital IQ, Merger Market, Pitchbook, Wall Street research, press releases



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# U.S. Facilities Services Transaction History (cont.)

| Closed Date | Target                                              | Buyer                                                      | Enterprise Value (\$mm) | EV / LTM Revenue | EV / LTM EBITDA |
|-------------|-----------------------------------------------------|------------------------------------------------------------|-------------------------|------------------|-----------------|
| Nov-21      | EC Waste                                            | 3i Group                                                   | NA                      | NA               | NA              |
| Nov-21      | Alarm & Suppression                                 | Cross-Fire & Security Co. / AE Industrial Partners         | NA                      | NA               | NA              |
| Nov-21      | Waste Commanders                                    | Capital Waste Services / Kinderhook Industries             | NA                      | NA               | NA              |
| Nov-21      | Fire & Life Safety America                          | Summit Companies / BlackRock                               | NA                      | NA               | NA              |
| Nov-21      | Premier Security and Fire                           | Advanced Security Technologies                             | NA                      | NA               | NA              |
| Nov-21      | Orion Waste Solutions                               | Lakeshore Recycling Systems / Macquarie Group              | NA                      | NA               | NA              |
| Oct-21      | AFA Protective Systems                              | Corbett Technology Solutions / Wind Point Advisors         | \$132                   | 1.59x            | 22.9x           |
| Oct-21      | Pritchard Industries                                | Littlejohn & Co.                                           | NA                      | NA               | NA              |
| Oct-21      | HydroChem                                           | Clean Harbors                                              | \$1,250                 | NA               | NA              |
| Sep-21      | Jackson Disposal                                    | Lakeshore Recycling Systems / Macquarie Group              | NA                      | NA               | NA              |
| Sep-21      | Atlantic Aviation FBO                               | KKR & Co.                                                  | \$4,475                 | NA               | NA              |
| Sep-21      | Environmental Recovery                              | VLS Environmental Solutions / I Squared Capital Advisors   | NA                      | NA               | NA              |
| Sep-21      | Explosive Professionals                             | Groome Industrial Service Group / Argosy Capital           | NA                      | NA               | NA              |
| Sep-21      | E.L. Harvey & Sons                                  | Waste Connections                                          | NA                      | NA               | NA              |
| Aug-21      | Access Control Technologies                         | Janus International Group                                  | \$11                    | NA               | NA              |
| Aug-21      | ACV Enviro                                          | Republic Services                                          | NA                      | NA               | NA              |
| Aug-21      | Green Wave Computer Recycling                       | L.P. Hench Company                                         | NA                      | NA               | NA              |
| Aug-21      | Sparkle Maintenance                                 | Commercial Cleaning Systems / Silver Oak Services Partners | NA                      | NA               | NA              |
| Aug-21      | Crane 1 Services                                    | L Squared Capital                                          | NA                      | NA               | NA              |
| Aug-21      | Armor Security                                      | Per Mar Security and Research Corporation                  | NA                      | NA               | NA              |
| Aug-21      | Olympus Building Services                           | Kellermeyer Bergensons Services / Cerberus Capital         | NA                      | NA               | NA              |
| Aug-21      | Ross Elevator                                       | KONE Oyj                                                   | NA                      | NA               | NA              |
| Jul-21      | Willimantic Waste Paper                             | Casella Waste Systems                                      | NA                      | NA               | NA              |
| Jul-21      | Environmental Management Alternatives               | HEPACO / Gryphon Investors                                 | NA                      | NA               | NA              |
| Jul-21      | EIS                                                 | Sun Capital                                                | NA                      | NA               | NA              |
| Jul-21      | Fidelity Building Protection and Management Systems | Hoosier Security                                           | NA                      | NA               | NA              |
| Jul-21      | Openpath Security                                   | Motorola Solutions                                         | \$366                   | NA               | NA              |
| Jul-21      | redbox+                                             | BELFOR                                                     | NA                      | NA               | NA              |

Source: Capital IQ, Merger Market, Pitchbook, Wall Street research, press releases



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# U.S. Facilities Services Transaction History (cont.)

| Closed Date | Target                                    | Buyer                                                           | Enterprise Value (\$mm) | EV / LTM Revenue | EV / LTM EBITDA |
|-------------|-------------------------------------------|-----------------------------------------------------------------|-------------------------|------------------|-----------------|
| Jul-21      | Ecotone                                   | L2 Capital                                                      | NA                      | NA               | NA              |
| Jul-21      | Jendro Sanitation Services                | LJP Waste Solutions                                             | NA                      | NA               | NA              |
| Jun-21      | Trinity Consultants                       | Oak Hill Capital                                                | NA                      | NA               | NA              |
| Jun-21      | 3 Phase Elevator                          | Berkshire Partners                                              | NA                      | NA               | NA              |
| May-21      | Zoneez Powerwash and Window Cleaning      | Tendit Group / Osceola Capital Management                       | NA                      | NA               | NA              |
| Apr-21      | Stella Environmental Services             | Leonard Green & Partners                                        | NA                      | NA               | NA              |
| Apr-21      | Curtis Bay Energy                         | Aurora Capital                                                  | NA                      | NA               | NA              |
| Mar-21      | Duquette Refrigeration                    | CoolSys / Ares Management Corporation                           | NA                      | NA               | NA              |
| Mar-21      | EMSAR                                     | Gauge Capital                                                   | NA                      | NA               | NA              |
| Mar-21      | AI Fire                                   | TruArc Partners                                                 | NA                      | NA               | NA              |
| Mar-21      | Crown Health Care Laundry Services        | The Pritzker Organization                                       | NA                      | NA               | NA              |
| Feb-21      | Hydro Technology                          | Superior Environmental Solutions / Rosewood Private Investments | NA                      | NA               | NA              |
| Feb-21      | R.N.A. of Ann Arbor                       | Revolent Capital Solutions                                      | NA                      | NA               | NA              |
| Feb-21      | Pacific Trans Environmental Services      | VLS Environmental Solutions / I Squared Capital Advisors        | NA                      | NA               | NA              |
| Jan-21      | Valcourt Building Services                | Littlejohn & Co.                                                | NA                      | NA               | NA              |
| Jan-21      | Scottie's Building Services               | Valcourt Building Services / Littlejohn & Co.                   | NA                      | NA               | NA              |
| Jan-21      | LYNX Franchising                          | MidOcean Partners                                               | NA                      | NA               | NA              |
| Dec-20      | Eichenauer Services                       | Tech-24 / HCI Equity Partners                                   | NA                      | NA               | NA              |
| Dec-20      | Night Owl Security                        | Summit Companies / BlackRock                                    | NA                      | NA               | NA              |
| Oct-20      | Advanced Disposal Services                | Waste Management                                                | \$4,625                 | 2.85x            | 11.9x           |
| Aug-20      | Jersey Elevator                           | Arcline Investment                                              | NA                      | NA               | NA              |
| Nov-19      | NRC Group                                 | Republic Services                                               | \$937                   | 2.41x            | 15.7x           |
| Apr-19      | Quest Resource                            | Hampstead Park Capital                                          | \$36                    | 0.34x            | 17.9x           |
| Feb-19      | Command Security                          | Prosegur                                                        | \$46                    | 0.24x            | 17.8x           |
| Aug-18      | Dunbar Armored                            | The Brink's Company                                             | \$520                   | 1.33x            | 12.1x           |
| Jun-18      | Kratos Public Safety & Security Solutions | Securitas                                                       | \$69                    | 0.46x            | 15.0x           |
|             |                                           | <b>Mean</b>                                                     | <b>\$1,118</b>          | <b>2.00x</b>     | <b>15.2x</b>    |
|             |                                           | <b>Median</b>                                                   | <b>\$69</b>             | <b>2.00x</b>     | <b>15.9x</b>    |

Source: Capital IQ, Merger Market, Pitchbook, Wall Street research, press releases



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# 20+ Years Advising Leading Facilities Services Companies

|                                                                                                                                        |                                                                                                                                        |                                                                                                                               |                                                                                                                                                                                      |                                                                                                                                                                                             |                                                                                                                         |
|----------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------|
| <p><b>KPMG</b></p> <p><b>Project EMC</b></p> <p>currently advising a nationwide provider of commercial cleaning services</p>           | <p><b>KPMG</b></p> <p><b>InXpress®</b></p> <p>has been acquired by</p> <p><b>HUDSON HILL CAPITAL</b></p>                               | <p><b>KPMG</b></p> <p><b>ONYX-FIRE</b><br/>PROTECTION SERVICES INC.</p> <p>has been acquired by</p> <p><b>TORQUEST</b></p>    | <p><b>KPMG</b></p> <p><b>SK</b><br/>FIRESAFETY GROUP</p> <p>a portfolio company of</p> <p><b>Apax</b><br/>PARTNERS</p> <p>has been acquired by</p> <p><b>API</b><br/>Group, Inc.</p> | <p><b>KPMG</b></p> <p><b>AZ</b><br/>CORP</p> <p>has been acquired by</p> <p><b>CIANBRO</b></p>                                                                                              | <p><b>KPMG</b></p> <p><b>EPL</b><br/>ARCHIVES</p> <p>has been acquired by</p> <p><b>VWR</b><br/>INTERNATIONAL</p>       |
| <p><b>KPMG</b></p> <p><b>Diversified MAINTENANCE</b></p> <p>has been recapitalized by</p> <p><b>Frontenac</b></p>                      | <p><b>KPMG</b></p> <p><b>G4S</b><br/>Group 4 Securicor</p> <p>has divested a service to</p> <p><b>Facilicom</b></p>                    | <p><b>KPMG</b></p> <p><b>PEGASUS</b><br/>SECURITY GROUP</p> <p>has been acquired by</p> <p><b>ISS</b></p>                     | <p><b>KPMG</b></p> <p><b>alpha</b>graphics<br/>increase your reach</p> <p>has been acquired by</p> <p><b>Blackstreet</b></p>                                                         | <p><b>KPMG</b></p> <p><b>Electrolux</b></p> <p>has disposed</p> <p><b>BARING INDUSTRIES</b><br/>FOODSERVICE EQUIPMENT CO.</p> <p>to</p> <p><b>DURAY</b><br/>A Baring Industries Company</p> | <p><b>KPMG</b></p> <p><b>AEA</b></p> <p>has divested its share in</p> <p><b>PROJECT performance</b><br/>CORPORATION</p> |
| <p><b>KPMG</b></p> <p>Davis Langdon </p> <p>has been acquired by</p> <p><b>AECOM</b></p>                                               | <p><b>KPMG</b></p> <p><b>MORRISON</b><br/>Utility Services</p> <p>has been acquired by</p> <p><b>FIRST RESERVE</b><br/>CORPORATION</p> | <p><b>KPMG</b></p> <p><b>ENVISION</b><br/>the tough group</p> <p>has been acquired by</p> <p><b>DILLON</b><br/>CONSULTING</p> | <p><b>KPMG</b></p> <p><b>Advanced Disposal</b></p> <p>has been acquired by</p> <p><b>CPP INVESTMENT BOARD</b></p>                                                                    | <p><b>KPMG</b></p> <p><b>First</b><br/>Support Services</p> <p>has been acquired by</p> <p><b>PARSONS</b></p>                                                                               | <p><b>KPMG</b></p> <p><b>europa</b></p> <p>has been acquired by</p> <p><b>BiLFINGER</b></p>                             |
| <p><b>KPMG</b></p> <p><b>FACTICON</b> Inc.<br/>Investment &amp; Finance<br/>Specialist Network</p> <p>assisted Facticon on its MBO</p> | <p><b>KPMG</b></p> <p><b>LSG</b><br/>Sky Chefs</p> <p>has acquired</p> <p><b>Gate</b>gourmet</p>                                       | <p><b>KPMG</b></p> <p><b>Vosper Thornycroft Holdings Plc</b></p> <p>has acquired</p> <p><b>Griffin Services</b></p>           | <p><b>KPMG</b></p> <p><b>smartlink</b></p> <p>has secured a new credit facility</p>                                                                                                  | <p><b>KPMG</b></p> <p><b>COMPASS</b><br/>GROUP</p> <p>has acquired</p> <p><b>ICM</b></p>                                                                                                    | <p><b>KPMG</b></p> <p><b>COMPASS</b><br/>GROUP</p> <p>has acquired</p> <p><b>Ultimate</b><br/>Hospitality Services</p>  |

# KPMG Corporate Finance LLC – Business Services M&A

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## Wider Business Services Sector Expertise\*

| Facilities & Home Services                                                                                                                                                                        | Professional Services                                                                                                                                                                                                                        | Education & Training                                                                                                                                                                                                                                                            | Engineering & Construction                                                                                                                                                                                                                                                                                          | Transportation & Logistics                                                                                                                                                                                                                                                                                                     | Specialty Distribution                                                                                                                                                                                                                                                                                                                                                            |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <br>has been acquired by<br><b>AVALT</b>                                                                         | Sale of wholly owned assets of<br> THOMSON REUTERS*<br>to<br>              | Sale of wholly owned assets of<br> THOMSON REUTERS*<br>to<br><br>a portfolio company of<br><b>LEEDSEQUITY</b> | <br>has been acquired by<br><b>CIANBRO</b>                                                                                                                                                                                         | <br>has been acquired by<br>                                                                                                                               | <br>has been acquired by<br><br>a portfolio company of<br><b>GENSTAR</b>                                                                                                                                    |
| <br>has been acquired by<br><b>Apax PARTNERS</b>                                                                 | Sale of wholly owned assets of<br> THOMSON REUTERS*<br>to<br>             | Sale of wholly owned assets of<br> THOMSON REUTERS*<br>to<br><br>a portfolio company of<br><b>LEEDSEQUITY</b> | <br><br>has divested its fully owned subsidiary Heitkamp to<br> | <br>has been acquired by<br>                                                                                                                               | <br>has been acquired by<br><br>a portfolio company of<br><b>GENSTAR</b>                                                                                                                                    |
| <br>has been acquired by<br> | <br>has been acquired by<br><b>HIGH STREET CAPITAL</b>                                                                                                    | <br>has acquired<br>                                                                                      | Davis Langdon <br>has been acquired by<br><b>AECOM</b>                                                                                                                                                                           | <br>has been acquired by<br><b>NODE4</b>                                                                                                                                                                                                   | <br>a portfolio company of<br><br>has merged with<br><br>a portfolio company of<br><b>Arsenal Capital Partners</b> |
| <br>has been acquired by<br> | <br>a portfolio company of<br><br>has been acquired by<br><b>TENEX</b> | <br>provided strategic and transaction advisory services to UTI's senior management and Board of Directors                                                                                   | <br>has divested its facilities management business to<br>                                                                                    | <br><br>has divested its North American Blaw-Knox business to<br> | <br>has received a strategic investment from<br>                                                                                                                                                        |

## Global Coverage. Industry Knowledge. Middle-Market Focus

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