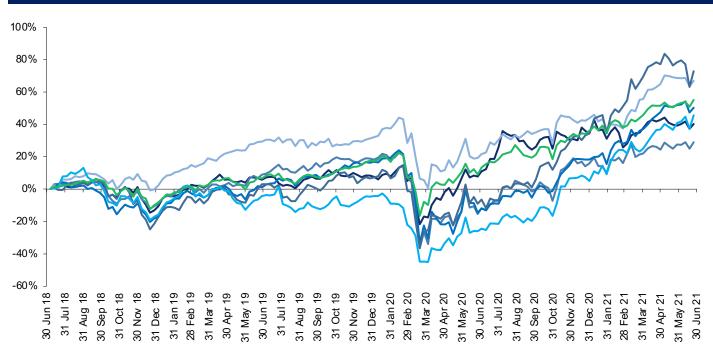




Public Market Performance

In Q2 2021, public equities across some segments of the Business Services sector saw relatively strong gains, while other segments had good returns, but modest relative to the broader U.S. equity market. The Business Services sector continues to be fueled by the economic rally following the lows of the Covid-19 pandemic and the positive demand trends for many of the critical services the sector provides. Inflation concerns have weighed on investors over the past several months due to supply challenges and labor constraints, as well as the large influx of stimulus money. However, many experts believe this to be transitory inflation concerns that will reverse, and to some degree the market has been pricing that expectation. On a 3-year period ending June 30, the S&P 500 has returned 55.1%. Infrastructure Services as well as Environmental & Waste Services have outpaced the S&P 500 returning 72.8% and 66.9%, respectively. The Infrastructure sector has been particularly strong as of late with the anticipation that an infrastructure bill might be passed that will lead to increased spending among this segment. The HR/Staffing sector has also made a strong comeback as companies nationwide continue to have critical and imminent hiring needs in the midst of the current labor shortage.

Business Services Market Performance



Infrastructure Services, 72.8% Env. & Waste Services 66.9%

S&P 500, 55.1% Real Estate Services, 50.3% HR/Staffing, 45.6%

Res., Com. & Ind. Services, 40.3%

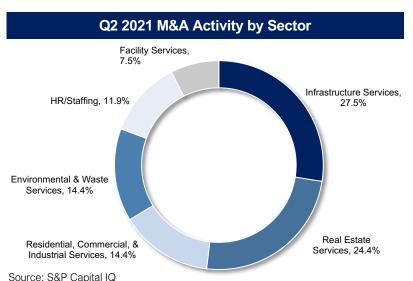
Facility Services, 28.9%

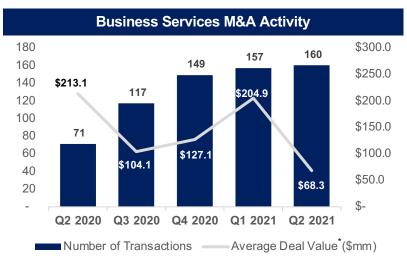
Source: S&P Capital IQ



Middle-Market M&A Activity

The volume of M&A activity in the Business Services sector continued to trend positively in Q2 2021 with 160 deals closed, versus 157 during the prior quarter. Interestingly, the average deal value (based on transactions with reported values only) has come down a bit, signaling that the market is more aggressively pursuing lower middle market transactions again. Strategic buyers continue to represent the largest percent of the transactions and have sought acquisitions to expand their service offerings and geographic footprint, while also searching for synergies. However, there continues to be no shortage of private equity sponsors with sufficient capital and the motivation to invest in attractive companies across the sector. The Infrastructure Services category led activity, accounting for 27.5% of total Business Services transaction volume. The Real Estate Services sector proved to be an attractive target as well with 24.4% of deal flow.





*For transactions with reported deal values only

M&A Activity by Buyer Type





Public Company Trading Multiples

Select publicly traded companies representing the key sectors across the Business Services industry traded at an average multiple of 13.7x EBITDA and 2.1x revenue. Trading multiples varied significantly across and within the six categories with the strongest multiples observed in the Environmental & Waste Services category with a median EBITDA multiple of 14.7x. The HR/Staffing sector has also observed strong multiples with a median EBITDA multiple of 13.4x.



Source: S&P Capital IQ



Public Comparable Companies

		Enterprise		Share	Price Change		LTM Margins		TEV / LTM:	
Company Name	<u>Va</u>	lue (\$mils)	St	ock Price	3 month	12 month	<u>Gross</u>	EBITDA	Revenue	EBITDA
Residential, Commercial and Industrial Services										
ADT Inc.	\$	18,663	\$	10.79	30.2%	35.2%	71.6%	40.6%	3.6x	8.7x
BrightView Holdings, Inc.	\$	2,778	\$	16.12	(4.8%)	43.9%	25.3%	11.1%	1.1x	10.3x
Comfort Systems USA, Inc.	\$	3,068	\$	78.79	4.8%	93.3%	19.6%	10.4%	1.1x	10.5x
EMCOR Group, Inc.	\$	6,495	\$	123.19	9.1%	86.3%	15.9%	9.4%	0.7x	7.9x
HomeServe plc	\$	5,158	\$	13.20	(19.9%)	(18.3%)	52.2%	19.0%	2.9x	15.0x
Rentokil Initial plc	\$	14,090	\$	6.84	2.6%	8.3%	78.5%	21.7%	3.7x	16.7x
Rollins, Inc.	\$	17,083	\$	34.20	0.8%	21.0%	52.1%	26.1%	7.7x	29.6x
Team, Inc.	\$	591	\$	6.70	(32.7%)	20.3%	27.5%	7.1%	0.7x	10.3x
Terminix Global Holdings, Inc.	\$	6,684	\$	47.71	1.3%	33.7%	42.0%	18.8%	3.4x	18.0x
Mean	\$	8,290	\$	37.50	(1.0%)	36.0%	42.7%	18.2%	2.8x	14.1x
Median	\$	6,495	\$	16.12	1.3%	33.7%	42.0%	18.8%	2.9x	10.5x

Source: S&P Capital IQ



Public Comparable Companies

		Enterprise		Share	Price Change		LTM Margins		TEV / LTM:	
Company Name	Val	ue (\$mils)	St	ock Price	3 month	12 month	<u>Gross</u>	EBITDA	Revenue	EBITDA
Infrastructure Services										
AECOM	\$	11,443	\$	63.32	(3.0%)	68.5%	5.7%	7.9%	0.9x	10.9x
Dycom Industries, Inc.	\$	2,911	\$	74.53	(16.5%)	82.3%	17.0%	10.7%	0.9x	8.7x
Fluor Corporation	\$	2,489	\$	17.70	(22.6%)	46.5%	2.8%	2.8%	0.2x	5.9x
IES Holdings, Inc.	\$	1,084	\$	51.36	3.1%	121.7%	19.7%	8.0%	0.9x	10.7x
Jacobs Engineering Group Inc.	\$	21,104	\$	133.42	4.1%	57.3%	19.7%	9.4%	1.5x	16.3x
KBR, Inc.	\$	6,826	\$	38.15	1.1%	69.2%	11.4%	10.0%	1.2x	12.0x
MasTec, Inc.	\$	8,681	\$	106.10	17.0%	136.5%	16.8%	19.4%	1.3x	6.7x
MYR Group Inc.	\$	1,508	\$	90.92	33.5%	184.9%	12.5%	6.5%	0.6x	10.0x
NV5 Global, Inc.	\$	1,558	\$	94.51	(1.1%)	85.9%	50.8%	17.2%	2.4x	14.0x
Primoris Services Corporation	\$	2,238	\$	29.43	(9.5%)	65.7%	11.3%	10.3%	0.6x	6.1x
Stantec Inc.	\$	5,826	\$	44.64	5.3%	44.9%	52.4%	15.3%	2.0x	13.1x
Tutor Perini Corporation	\$	1,476	\$	13.85	(26.7%)	13.7%	9.2%	9.2%	0.3x	3.1x
Quanta Services, Inc.	\$	14,044	\$	90.57	3.4%	130.9%	15.3%	15.5%	1.3x	8.1x
Mean	\$	6,245	\$	65.27	(0.9%)	85.2%	18.8%	10.9%	1.1x	9.7x
Median	\$	2,911	\$	63.32	1.1%	69.2%	15.3%	10.0%	0.9x	10.0x

Source: S&P Capital IQ



Public Comparable Companies

		Enterprise		Share	Price Change		LTM Margins		TEV / LTM:	
Company Name	<u>v</u>	alue (\$mils)	<u>St</u>	ock Price	3 month	12 month	<u>Gross</u>	EBITDA	Revenue	EBITDA
Environmental & Waste Services										
Casella Waste Systems, Inc.	\$	3,724	\$	63.43	0.1%	21.7%	34.2%	23.3%	4.8x	20.5x
Clean Harbors, Inc.	\$	6,239	\$	93.14	9.8%	55.3%	31.3%	20.1%	2.0x	10.0x
Covanta Holding Corporation	\$	4,896	\$	17.61	27.5%	83.6%	25.2%	16.3%	2.5x	15.5x
GFL Environmental Inc.	\$	15,759	\$	31.98	(6.4%)	70.7%	4.9%	25.1%	4.5x	17.5x
Harsco Corporation	\$	3,034	\$	20.42	21.7%	51.1%	19.5%	16.9%	1.5x	9.0x
Heritage-Crystal Clean, Inc	\$	748	\$	29.68	8.2%	70.0%	22.0%	19.1%	1.9x	9.7x
Republic Services, Inc.	\$	44,146	\$	110.01	9.5%	34.1%	41.2%	29.4%	4.3x	14.7x
Stericycle, Inc.	\$	8,656	\$	71.55	6.3%	27.8%	40.0%	24.3%	3.4x	13.9x
US Ecology, Inc.	\$	1,945	\$	37.52	(10.9%)	10.7%	25.5%	18.3%	2.1x	11.5x
Waste Connections, Inc.	\$	35,364	\$	119.43	10.9%	27.3%	40.1%	31.2%	6.4x	20.6x
Waste Management, Inc.	\$	72,158	\$	140.11	8.4%	32.3%	38.9%	29.2%	4.6x	15.8x
Mean	\$	17,879	\$	66.81	7.7%	44.1%	29.3%	23.0%	3.5x	14.4x
Median	\$	6,239	\$	63.43	8.4%	34.1%	31.3%	23.3%	3.4x	14.7x

Source: S&P Capital IQ



Public Comparable Companies

		Enterprise		Share	Price Change		LTM Margins		TEV / LTM:	
Company Name	<u>\</u>	/alue (\$mils)	<u>S</u> 1	tock Price	3 month	12 month	<u>Gross</u>	EBITDA	Revenue	EBITDA
Facility Committee										
Facility Services										
ABM Industries Incorporated	\$	3,347	\$	44.35	(13.3%)	22.2%	17.0%	8.8%	0.6x	6.5x
Aramark	\$	16,769	\$	37.25	(2.8%)	65.0%	9.1%	4.2%	1.6x	NM
Cintas Corporation	\$	42,343	\$	382.00	13.2%	43.4%	46.6%	25.9%	6.0x	26.5x
Compass Group PLC	\$	41,342	\$	21.02	3.7%	52.7%	24.6%	3.2%	1.9x	NM
Healthcare Services Group, Inc.	\$	2,128	\$	31.57	11.5%	29.1%	16.1%	7.7%	1.2x	16.2x
Prosegur Compañía de Seguridad, S.A.	\$	3,171	\$	3.27	2.1%	40.3%	23.4%	8.4%	0.8x	9.4x
Securitas AB	\$	7,538	\$	15.79	(7.5%)	17.0%	17.2%	6.4%	0.6x	9.6x
SP Plus Corporation	\$	1,367	\$	30.59	(5.8%)	47.7%	26.4%	29.6%	3.0x	10.0x
UniFirst Corporation	\$	3,936	\$	234.64	5.6%	31.1%	37.3%	17.7%	2.2x	12.4x
The Brink's Company	\$	6,243	\$	76.84	(3.0%)	68.8%	22.5%	16.4%	1.6x	10.0x
Mean	\$	12,818	\$	87.73	0.4%	41.7%	24.0%	12.8%	2.0x	12.6x
Median	\$	5,090	\$	34.41	(0.3%)	41.9%	22.9%	8.6%	1.6x	10.0x

Source: S&P Capital IQ



Public Comparable Companies

		Enterprise		Share	Price Change		LTM Margins		TEV / LTM:	
Company Name	7	/alue (\$mils)	<u>S1</u>	ock Price	3 month	12 month	<u>Gross</u>	EBITDA	Revenue	EBITDA
Real Estate Services										
Assurant, Inc.	\$	10,015	\$	156.18	7.9%	51.2%	11.0%	10.5%	1.0x	9.4x
CBRE Group, Inc.	\$	30,661	\$	85.73	8.4%	89.6%	20.4%	10.3%	1.3x	12.4x
Colliers International Group Inc.	\$	6,516	\$	112.05	12.0%	95.7%	38.0%	15.8%	2.2x	13.8x
Cushman & Wakefield plc	\$	6,653	\$	17.47	5.9%	40.2%	18.1%	6.3%	0.8x	13.4x
Fidelity National Financial, Inc.	\$	12,920	\$	43.46	6.4%	41.7%	66.3%	27.2%	1.1x	3.9x
First American Financial Corporation	\$	6,765	\$	62.35	9.6%	29.8%	61.3%	20.1%	0.9x	4.4x
FirstService Corporation	\$	8,289	\$	171.61	17.5%	70.7%	32.4%	11.5%	2.9x	24.8x
Realogy Holdings Corp.	\$	5,683	\$	18.22	19.8%	145.9%	42.7%	15.5%	0.9x	5.6x
RE/MAX Holdings, Inc.	\$	398	\$	33.33	(14.6%)	6.0%	75.7%	31.8%	1.5x	4.7x
Stewart Information Services Corporation	\$	1,387	\$	56.69	8.5%	74.4%	54.5%	13.8%	0.5x	4.0x
Mean	\$	8,929	\$	75.71	8.1%	64.5%	42.0%	16.3%	1.3x	9.6x
Median	\$	6,709	\$	59.52	8.4%	61.0%	40.3%	14.6%	1.0x	7.5x

Source: S&P Capital IQ



Public Comparable Companies

		Enterprise		Share	Price Change		LTM Margins		TEV / LTM:	
Company Name	<u>Va</u>	lue (\$mils)	St	ock Price	3 month	12 month	<u>Gross</u>	EBITDA	Revenue	EBITDA
HR/Staffing										
AMN Healthcare Services, Inc.	\$	5,491	\$	96.98	31.9%	114.4%	32.8%	13.2%	2.1x	15.6x
ASGN Incorporated	\$	5,887	\$	96.93	2.6%	45.4%	27.3%	11.3%	1.5x	13.1x
Cross Country Healthcare, Inc.	\$	726	\$	16.51	30.8%	168.0%	23.5%	6.0%	0.8x	12.6x
Heidrick & Struggles International, Inc.	\$	794	\$	44.55	26.7%	106.1%	26.9%	13.9%	1.2x	8.9x
Hudson Global, Inc.	\$	25	\$	17.65	2.6%	100.6%	5.1%	(1.1%)	0.2x	NM
Insperity, Inc.	\$	3,407	\$	90.37	8.5%	39.6%	19.0%	5.4%	0.8x	14.6x
Kelly Services, Inc.	\$	788	\$	23.97	8.2%	51.6%	18.3%	2.4%	0.2x	7.5x
Kforce Inc.	\$	1,325	\$	62.93	18.2%	115.1%	28.1%	6.8%	0.9x	13.6x
ManpowerGroup Inc.	\$	6,453	\$	118.91	17.4%	73.0%	15.7%	3.4%	0.4x	10.3x
Robert Half International Inc.	\$	9,659	\$	88.97	14.7%	68.4%	39.2%	9.1%	1.9x	21.1x
ShiftPixy, Inc.	\$	79	\$	2.36	(0.8%)	(56.1%)	16.3%	(225.7%)	8.5x	NM
TrueBlue, Inc.	\$	896	\$	28.11	29.9%	84.1%	23.5%	3.6%	0.5x	13.8x
Upwork Inc.	\$	7,216	\$	58.29	37.4%	303.7%	72.5%	(2.2%)	17.9x	NM
										1
Mean	\$	3,288	\$	57.43	17.6%	93.4%	26.8%	(11.8%)	2.8x	13.1x
Median	\$	1,325	\$	58.29	17.4%	84.1%	23.5%	5.4%	0.9x	13.4x

Source: S&P Capital IQ



Select M&A Transaction Activity

Announcemen Date	t Target Name	Buyer Name	Sector	Value (\$mm)	TEV/Rev	TEV/EBITDA
6/30/2021	Amherst Security Professionals, Inc. (nka:Vista Security Group, Inc.)	Buffalo Protection & Investigation, Inc.	Facility Services	-	-	-
6/30/2021	Amteck LLC	Comfort Systems USA, Inc.	Res., Comm. & Ind. Services	-	-	-
6/30/2021	ArchKey Solutions LLC	One Rock Capital Partners, LLC	Res., Comm. & Ind. Services	-	-	-
6/29/2021	2WR+ Partners	urban-gro Architect Holdings, LLC	Real Estate Services	9.1	-	-
6/29/2021	Trinity Consultants, Inc.	Oak Hill Capital Partners; Oak Hill Capital Partners V (Management), L.P.	Env. & Waste Services	-	-	-
6/23/2021	PCI Skanska Inc.	Salas O'Brien South, LLC	Real Estate Services	20.0	-	-
6/23/2021	Pittman's Tree & Landscaping, Inc./West Tree Service, Inc./Steve Woodson, Inc.	Warren Equity Partners, LLC	Res., Comm. & Ind. Services	_	_	_
6/16/2021	West Bay Landscape, Inc.	BrightView Holdings, Inc.	Res., Comm. & Ind. Services	_	_	_
6/15/2021	Kohler Waste Services, Inc.	Interstate Waste Services, Inc.	Env. & Waste Services	_	_	_
6/15/2021	Baytree Landscape Contractors, Inc.	BrightView Holdings, Inc.	Res., Comm. & Ind. Services	_	_	_
6/8/2021	First Choice Appraisal Management, Inc.	Nationwide Property & Appraisal Services, LLC	Real Estate Services	-	-	-
6/7/2021	Atlantic Aviation FBO Inc.	KKR & Co. Inc.	Facility Services	4,475.0	-	-
6/7/2021	Tree-Tech, Inc.	SavATree, LLC	Res., Comm. & Ind. Services	_	_	_
6/3/2021	RE/MAX Ontario-Atlantic Canada, Inc./Integra Enterprises Corporation	RE/MAX, LLC; RE/MAX of Western Canada (1998), LLC	Real Estate Services	235.0	_	_
6/3/2021	Westwood Professional Services, Inc.	Endurance Partners	Res., Comm. & Ind. Services	_	_	
6/3/2021	Hometown Title & Escrow, LLC	Kensington Vanguard National Land Services, LLC	Real Estate Services	_	_	_
6/2/2021	PlumbRight Services, Inc.	Water Intelligence plc	Res., Comm. & Ind. Services	0.7	0.7x	_
Source: S&P (water intelligence pic	res., comm. a ma. services	0.1	0.77	-



Select M&A Transaction Activity

Announcemen Date	t Target Name	Buyer Name	Sector	Value (\$mm)	TEV/Rev	TEV/EBITDA
6/1/2021	Qualus Power Services Corporation	New Mountain Capital, L.L.C	Infrastructure Services	-	-	-
5/28/2021	The Closing Boutique, LLC	Knight-Barry Title, Inc.	Real Estate Services	-	-	-
5/28/2021	Home Title America, Inc.	Knight-Barry Title, Inc.	Real Estate Services	-	-	-
5/27/2021	The Bug Man, LLC	Rentokil North America, Inc.	Res., Comm. & Ind. Services	-	-	-
5/25/2021	Marine Fire Sales & Service, Inc.	CertaSite	Facility Services	-	-	-
5/21/2021	Simple Home Comfort, LLC	Tucker Hill Air, Plumbing, & Electrical	Res., Comm. & Ind. Services	-	-	-
5/20/2021	Energy Savers Of Georgia, Inc.	NearU Services	Res., Comm. & Ind. Services	-	-	-
5/17/2021	Reynolds Land Surveying & Mapping, P.C.	Wightman and Associates, Inc.	Env. & Waste Services	-	-	-
5/12/2021	Hobaica Services, Inc.	Service Champions, Inc.	Res., Comm. & Ind. Services	-	-	-
5/5/2021	Zoneez Powerwash and Window Cleaning	Top Gun Pressure Washing, Inc.	Res., Comm. & Ind. Services	-	-	-
5/5/2021	Empire Services Inc.	MassRoots, Inc.	Facility Services	14.0	0.7x	-
5/4/2021	Firefly Aerospace Inc.	-	Res., Comm. & Ind. Services	100.0	-	-
5/4/2021	INTREN, LLC	MasTec, Inc.	Infrastructure Services	-	-	-
5/4/2021	Phoenix Security Systems Inc.	American Alarm and Communications, Inc.	Facility Services	-	-	-
5/1/2021	RM Nephew and Associates LLC	Contract Technical Resources Corporation; BAG LLC	HR/Staffing	-	-	-
4/26/2021	ADB Companies, LLC	Warren Equity Partners, LLC	Res., Comm. & Ind. Services	-	-	-
4/22/2021	Stella Environmental Services, LLC	Leonard Green & Partners, L.P.	Env. & Waste Services	-	-	-
Source: S&P C	Capital IQ s based on publicly available data as of 6/30/2021					



Select M&A Transaction Activity

Announcemen Date	t Target Name	Buyer Name	Sector	Value (\$mm)	TEV/Rev	TEV/EBITDA
4/20/2021	MLS Title, LLC	Knight-Barry Title, Inc.	Real Estate Services	-	-	-
4/20/2021	Colony Title Group, Ltd.	Community Title Network, LLC	Real Estate Services	-	-	-
4/16/2021	Mike Ward Landscaping, LLC	Schill Landscaping And Lawn Care Services, Inc.	Res., Comm. & Ind. Services	-	-	-
4/15/2021	Clark Disposal, Inc.	Lakeshore Recycling Systems, LLC	Env. & Waste Services	-	-	-
4/15/2021	Carolina Air, Inc. Heating & Cooling	NearU Services	Res., Comm. & Ind. Services	-	-	-
4/14/2021	Branches Tree Experts	SavATree, LLC	Res., Comm. & Ind. Services	-	-	-
4/13/2021	Certifiedsafety, Inc.	Onpoint Industrial Services, LLC	Env. & Waste Services	-	-	-
4/8/2021	PanGeo Subsea Inc.	Kraken Robotics Inc.	Res., Comm. & Ind. Services	24.4	2.7x	NM
4/8/2021	Class Valuation, LLC	Gridiron Capital, LLC	Real Estate Services	-	-	-
4/8/2021	Cagwin & Dorward	Sperber Landscape Companies, LLC	Res., Comm. & Ind. Services	-	-	-
4/6/2021	Business Talent Group, LLC	Heidrick & Struggles International, Inc.	HR/Staffing	-	-	-
4/6/2021	Gerry's Fire & Safety, Inc.	Pye-Barker Fire & Safety, LLC	Res., Comm. & Ind. Services	-	-	-
4/5/2021	ATA National Title Group, LLC	Huron Title Buyer, LLC	Real Estate Services	36.0	-	-

Source: S&P Capital IQ



Business Services Expertise

GCG offers a unique breadth and depth of expertise in Business Services from both an operational and transactional standpoint. Our professionals bring direct experience in senior operating roles within the industry to augment our investment banking and consulting services.

Business Services is an evolving industry facing many opportunities and challenges. GCG's senior investment banking team leverages its deep industry knowledge and experience to provide strategic financial solutions for our clients in this rapidly changing environment. Our professionals are dedicated to understanding complex industry dynamics while providing merger and acquisition advisory services to companies and investors across several sectors in Business Services.

More about Greenwich Capital Group

Greenwich Capital Group ("GCG") is a middle market focused advisory firm offering a range of investment banking and consulting services to private companies, public companies and private equity investors. For additional perspective or to discuss M&A related opportunities in the Business Services sector, please reach out to GCG's Business Services practice leader, Matt Melago. For more information, please visit www.greenwichgp.com.



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Data Sources: We have based our findings on data provided by industry recognized sources. Data and information for this publication was collated from the S&P Capital IQ database. For more information on this or anything else related to our research, please email info@greenwichgp.com.

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