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Spotlight

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Facility Services

Industry News

Global Facility Management Market (2020 to 2025) - Growing Trend of Outsourcing Facility Management Operations

[Full Article](#)

The global facility management market as a whole is projected to grow from \$39.5B in 2020 to \$65.5B by 2025, with an implied CAGR of 10.6%.

Services are considered to be one of the most important aspects of the facility management market. Facility services majorly focus on improving business processes and optimizing facility operations. Due to the important of the services segment and increased trend of outsourcing, the services segment is expected to grow at a higher CAGR than the facility management market as a whole.

COVID-19 Impact and Recovery Analysis

[Full Article](#)

The rollout of vaccines and more comprehensive measures taken towards COVID-19 have sustained recovery across the economy. Currently the major market threats are coming from substitutes and firms that have recently entered the industry. This has caused decreases in the overall bargaining power and market share of suppliers.

With more companies returning to in-person operations during the second half of 2021 the demand for facilities maintenance has also increased. The growth of the industry seems promising as it follows the bigger economic trend of recovery from COVID-19.

Facility Management trends in 2021 & Beyond

[Full Article](#)

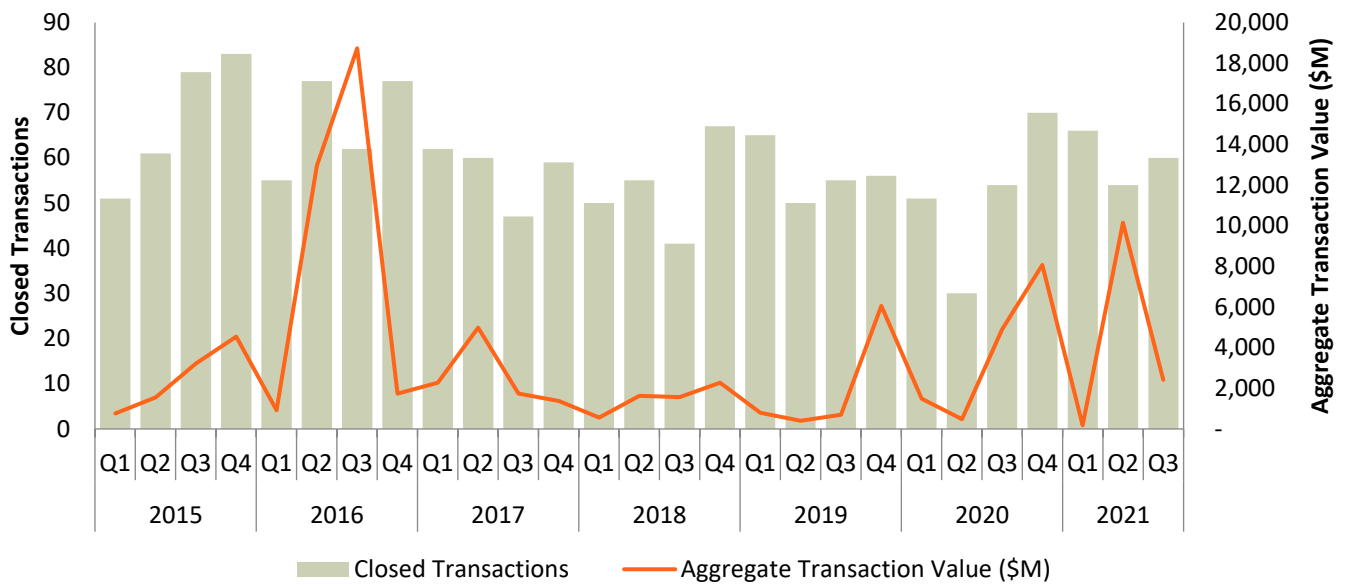
Facilities management has been a lot more visible within the organizations they work. Taking on more active and visible roles such as high-frequency cleaning of public spaces and working in tandem with occupants. Compared to the monitoring-oriented services offered in 2020 this is a major difference.

The facilities management industry is also likely to be faced with issues of COVID-19 safety protocols. We are already seeing vaccine mandates being introduced to companies with large numbers of employees and facilities management services are no exception. These protocols and mandates seem to be in place for the long term and suppliers should be prepared to accommodate them.

As IoT's are becoming more prevalent in facilities management services it might also pose security risks to places that use them. Facilities teams will need to work in harmony with local IT departments to make sure that this isn't a point of entry for security risks that could lead to exposing personal, health, or financial data.

Facility Services

Facility Services M&A

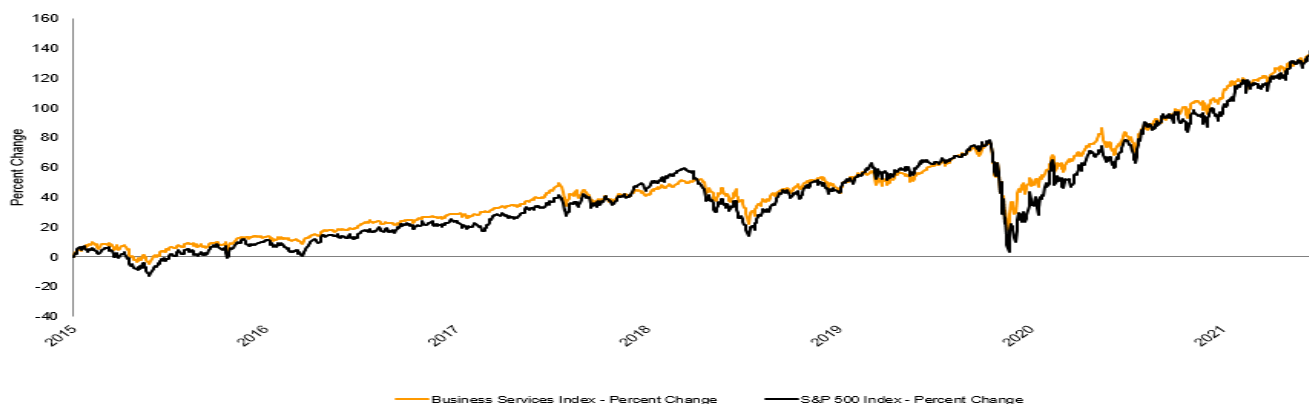


Selected Q3 2021 Facility Services Transactions

Date Closed	Target	Buyers/Investors	Enterprise		EV/LTM
			Value (\$M)	Revenue	EBITDA
09/30/2021	Empire Services Inc.	MassRoots, Inc. (OTCPK:MSRT)	23.60	1.18x	-
08/12/2021	WINDMILL Group Limited (SEHK:1850)	Ren Guisheng	31.79	1.25x	34.53x
08/05/2021	Jackson Disposal, Inc.	Lakeshore Recycling Systems, LLC	-	-	-
08/05/2021	Bingo Industries Limited	CPE Capital Pty. Ltd.; Macquarie Infrastructure and Real Assets	2,035.86	5.57x	20.19x
08/04/2021	J&B Recycling Ltd.	Urbaser Ltd.	-	-	-
07/09/2021	Secom Joshinestu Co., Ltd. (TSE:4342)	SECOM CO., LTD. (TSE:9735)	557.52	2.52x	9.18x
07/01/2021	Fischer's Cleaning Pty. Ltd.	Johns Lyng Group Limited (ASX:JLG)	16.14	-	-
07/01/2021	Jendro Sanitation Services Inc.	LIP Waste Solutions, LLC	-	-	-

Business Services

The Business Services industry continued to grow in the third quarter of 2021. The sector was hit hard by depressed economic activity at the outset of the COVID-19 outbreak in the U.S. The sector is tied heavily to economic output and as manufacturing activity rose, Business Services companies reclaimed much of their lost value. As more vaccines rollout and restrictions loosen, the Business Services companies will continue to grow.



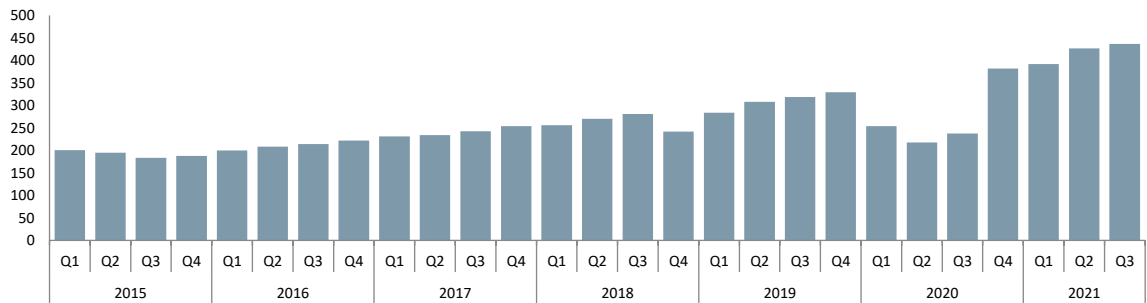
Company Name	Ticker	9/30/2021 Enterprise Value	LTM Financials			Valuation Metrics		LTM Margins	
			Revenue	Gross Profit	EBITDA	EV / Revenue	EV / EBITDA	Gross Margin	EBITDA Margin
ABM Industries Incorporated	NYSE:ABM	\$3,335	\$6,018	\$1,031	\$468	0.6x	7.1x	17.1%	7.8%
ACCO Brands Corporation	NYSE:ACCO	\$2,067	\$1,833	\$549	\$220	1.1x	9.4x	29.9%	12.0%
Barrett Business Services, Inc.	NasdaqGS:BBSI	\$495	\$912	\$639	\$48	0.5x	10.3x	70.0%	5.2%
Brady Corporation	NYSE:BRC	\$2,576	\$1,145	\$561	\$193	2.3x	13.4x	49.0%	16.8%
CBIZ, Inc.	NYSE:CBZ	\$2,028	\$1,029	\$149	\$121	2.0x	16.7x	14.5%	11.8%
Cintas Corporation	NasdaqGS:CTAS	\$42,296	\$7,267	\$3,391	\$1,718	5.8x	24.6x	46.7%	23.6%
Clean Harbors, Inc.	NYSE:CLH	\$6,702	\$3,310	\$1,049	\$567	2.0x	11.8x	31.7%	17.1%
Copart, Inc.	NasdaqGS:CPRT	\$32,360	\$2,693	\$1,377	\$1,249	12.0x	25.9x	51.2%	46.4%
Deluxe Corporation	NYSE:DLX	\$3,268	\$1,813	\$1,066	\$314	1.8x	10.4x	58.8%	17.3%
Equifax Inc.	NYSE:EFX	\$34,338	\$4,635	\$2,754	\$1,446	7.4x	23.7x	59.4%	31.2%
FTI Consulting, Inc.	NYSE:FCN	\$4,879	\$2,647	\$830	\$368	1.8x	13.3x	31.4%	13.9%
Healthcare Services Group, Inc.	NasdaqGS:HCSG	\$1,633	\$1,665	\$274	\$113	1.0x	14.4x	16.5%	6.8%
Herman Miller, Inc.	NasdaqGS:MLHR	\$4,481	\$2,628	\$977	\$286	1.7x	15.6x	37.2%	10.9%
HNI Corporation	NYSE:HNI	\$1,751	\$2,064	\$762	\$188	0.8x	9.3x	36.9%	9.1%
Huron Consulting Group Inc.	NasdaqGS:HURN	\$1,429	\$837	\$241	\$70	1.7x	20.3x	28.8%	8.4%
ICF International, Inc.	NasdaqGS:ICFI	\$2,145	\$1,566	\$569	\$158	1.4x	13.6x	36.3%	10.1%
Inspirety, Inc.	NYSE:NSP	\$4,224	\$4,536	\$804	\$180	0.9x	23.4x	17.7%	4.0%
Interface, Inc.	NasdaqGS:TILE	\$1,451	\$1,104	\$403	\$148	1.3x	9.8x	36.5%	13.4%
Kelly Services, Inc.	NasdaqGS:KELY.A	\$769	\$4,744	\$859	\$72	0.2x	10.7x	18.1%	1.5%
Kforce Inc.	NasdaqGS:KFRC	\$1,225	\$1,486	\$422	\$106	0.8x	11.5x	28.4%	7.2%
Korn/Ferry International	NYSE:KFY	\$3,813	\$2,051	\$556	\$335	1.9x	11.4x	27.1%	16.3%
ManpowerGroup Inc.	NYSE:MAN	\$5,897	\$19,841	\$3,152	\$603	0.3x	9.8x	15.9%	3.0%
Matthews International Corporation	NasdaqGS:MATW	\$1,932	\$1,631	\$561	\$198	1.2x	9.7x	34.4%	12.2%
On Assignment, Inc.	NYSE:ASGN	\$6,710	\$4,135	\$1,139	\$422	1.6x	15.9x	27.5%	10.2%
Pitney Bowes Inc.	NYSE:PBI	\$3,106	\$3,735	\$1,159	\$322	0.8x	9.7x	31.0%	8.6%
Quad/Graphics, Inc.	NYSE:QUAD	\$1,077	\$2,922	\$582	\$256	0.4x	4.2x	19.9%	8.8%
R.R. Donnelley & Sons Company	NYSE:RRD	\$1,912	\$4,859	\$978	\$348	0.4x	5.5x	20.1%	7.2%
Robert Half International Inc.	NYSE:RHI	\$10,796	\$5,473	\$2,208	\$540	2.0x	20.0x	40.3%	9.9%
Rollins, Inc.	NYSE:ROL	\$17,595	\$2,294	\$1,193	\$520	7.7x	33.9x	52.0%	22.7%
SP Plus Corporation	NasdaqGS:SP	\$1,333	\$507	\$164	\$84	2.6x	15.9x	32.3%	16.5%
Steelcase Inc.	NYSE:SCS	\$1,799	\$2,576	\$736	\$104	0.7x	17.3x	28.6%	4.0%
Stericycle, Inc.	NasdaqGS:SRCL	\$8,267	\$2,633	\$1,057	\$522	3.1x	15.8x	40.1%	19.8%
Team, Inc.	NYSE:TISI	\$502	\$860	\$230	\$17	0.6x	30.1x	26.8%	1.9%
Tetra Tech, Inc.	NasdaqGS:TTEK	\$8,340	\$2,433	\$480	\$292	3.4x	28.6x	19.7%	12.0%
The Brink's Company	NYSE:BCO	\$5,758	\$4,019	\$941	\$539	1.4x	10.7x	23.4%	13.4%
TransUnion	NYSE:TRU	\$24,550	\$2,914	\$1,944	\$1,094	8.4x	22.4x	66.7%	37.5%
TriNet Group, Inc.	NYSE:TNET	\$6,187	\$4,198	\$780	\$383	1.5x	16.2x	18.6%	9.1%
TrueBlue, Inc.	NYSE:TBI	\$922	\$1,968	\$478	\$68	0.5x	13.5x	24.3%	3.5%
UniFirst Corporation	NYSE:UNF	\$3,521	\$1,790	\$667	\$298	2.0x	11.8x	37.3%	16.7%
Viad Corp	NYSE:VVI	\$1,606	\$181	-\$130	-\$90	8.9x	NM	-71.9%	-49.9%
VSE Corporation	NasdaqGS:VSEC	\$913	\$656	\$43	\$47	1.4x	19.4x	6.5%	7.2%

Median	1.5x	13.6x	29.9%	10.2%
Mean	2.4x	15.4x	30.2%	11.3%

Business Services

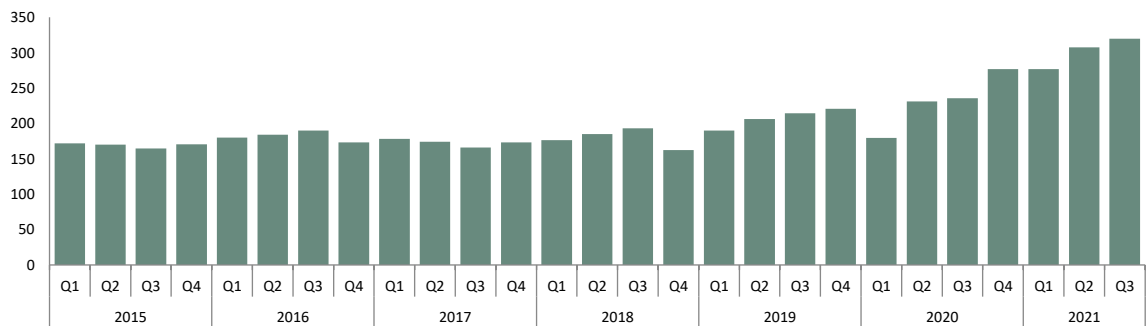
State of the Industry

S&P North America BMI Commercial & Professional Services Index



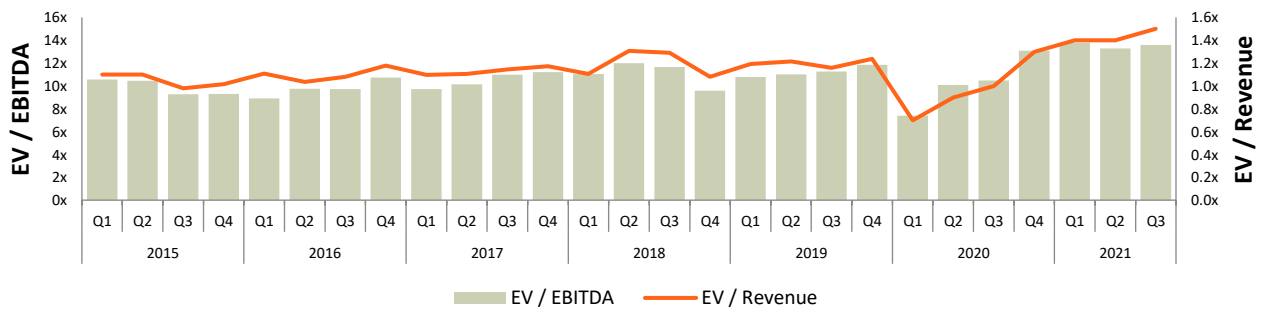
Source: Capital IQ

S&P 500 Professional Services Index



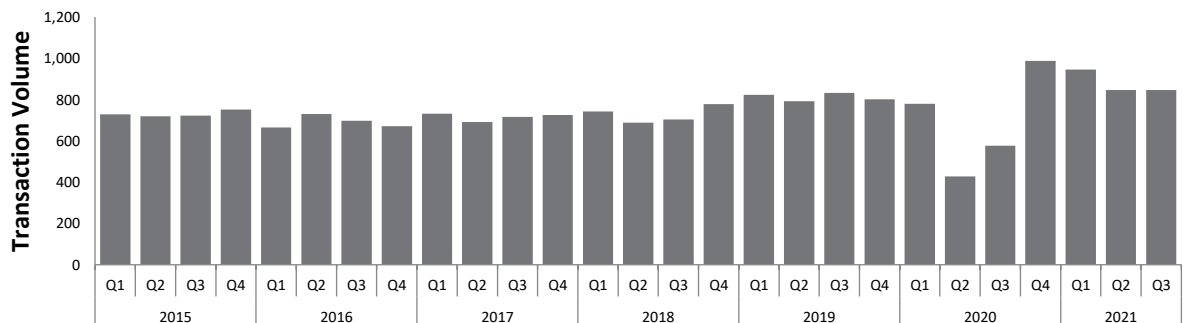
Source: Capital IQ

Industry Valuations



Source: Capital IQ

Business Services Transaction Volume



Source: Capital IQ



The Value of Accomplishment

The highest level of expertise and hard work is what accomplishment requires. It's what you deserve and what we do.

- We sweat the small stuff.
- Take a 3:00am call.
- Say yes.
- Say no.
- Dig deeper when things get tough.
- And celebrate with you when your efforts pay off and you can reflect on it all and say, "It's really remarkable what we've accomplished here."
- Then and only then, will we know that we've accomplished something meaningful, too.

About Mirus

Our global Business Services Group understands the challenges of service delivery, client demands and market dynamics in this sector, with a clear appreciation for how these factors drive value and investor interest. Mirus provides direct access to sector-specific expertise, as well as global buyers and sellers. Our professionals have deep experience and expertise in the following Business Services subsectors: Business Process Outsourcing, Facility Services, Human Capital Management, Tech-Enabled Services and Professional Services.

Partner Spotlight

An investment banker to middle market firms since 2004, Brendan Kiernan has worked on more than 75 M&A engagements, managing deals for business services, technology, software and healthcare clients. Brendan is a graduate of Boston College and earned his MBA from Bentley's McCallum Graduate School of Business. He holds series 7, 79 and 63 licenses from FINRA.



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"I hired Mirus to represent me in the sale of my family's life sciences services company. Mirus delivered great value. Its team was highly professional and actively involved in all aspects of the negotiation, from diligence preparation and tactical advice to deal strategy, resulting in a successful sale to a \$2 billion public acquirer. The Mirus team is very good at what they do and I'd happily recommend them to other business owners." - Peter Harris, Principal Shareholder, B&V Testing Services

Mirus Business Services Spotlight



has merged with



Crystal Rock is a 100 year old direct-to-consumer home and office water, coffee, filtration and office supply service delivery business. The company bottles and distributes Crystal Rock® Waters purified water, Vermont Pure® natural spring water, Cool Beans® coffee, and other break room items to the commercial office and residential customers throughout New York and New England. Cott is a route-based service company with a leading volume-based national presence in the North America and European home and office bottled water delivery industry and a leader in custom coffee roasting, blending of iced tea, and extract solutions for the U.S. foodservice industry.



has received an investment from



Virtual is a leading technology-focused association management company, which combines advanced systems, industry best practices, and innovation to deliver strategic guidance, execution, and world-class business operations to tech and standards organizations. Through an investment by Striker Partners, Virtual joined forces with Drohan Management Group and Professional Credential Services to form a newly combined firm providing professional services to technology and standards-setting organizations, business and trade associations, scientific professional societies, state governments, and professional licensing associations.



has been acquired by



FleetLogix provides outsourced labor to rental car agencies across the U.S.. The company uses a proprietary technology platform to track and analyze performance at each site, to ensure quality and efficiency in its service delivery, and to provide data and metrics to its managers and its clients. Striker Partners is a private, family-based investment firm formed to make majority equity investments in profitable and growing businesses. Striker Partners brings technology expertise to the company and represents a great cultural fit.



has been acquired by



State Cleaning Service, Inc. is a full-service janitorial and building maintenance expert providing a full array of services to general office buildings, life science properties and manufacturing buildings. Pritchard Industries, Inc. is the largest privately-held facility maintenance company in the United States. Since 1914, the Company has been a full-service provider of cost-effective, precision building services and facility maintenance to commercial office buildings, corporate facilities, industrial plants, educational facilities, medical complexes, and entertainment arenas