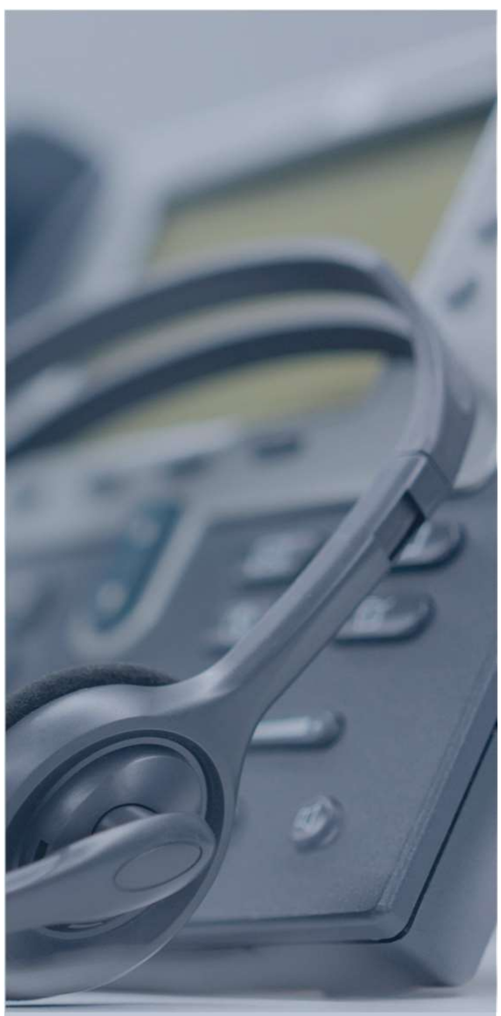
BUSINESS SERVICES & INDUSTRIALS

M&A UPDATE Q2 2024


Business Services & Industrials Team

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GLC's Business Services and Industrials Team exclusively works with founders and entrepreneurs of middle-market companies. Our team excels at transitioning business ownership, addressing capital needs, and executing strategic M&A strategies. We are passionate about the people we advise and take a long-term perspective for each client's business. Our team has worked with many business services and industrial companies to evaluate strategic options and has a track record of closing the vast majority of our engaged transactions.

Business Services

Architecture & Engineering
BPO Services
Construction Services
Environmental / Facility Services
Human Capital Management
Testing, Inspection, Certification
Training & Education
Professional Services

Industrials

Aerospace and Defense
Automotive
Building Materials / Products
Capital Goods
Chemicals
Distribution
Manufacturing
Transportation

Recent Transactions

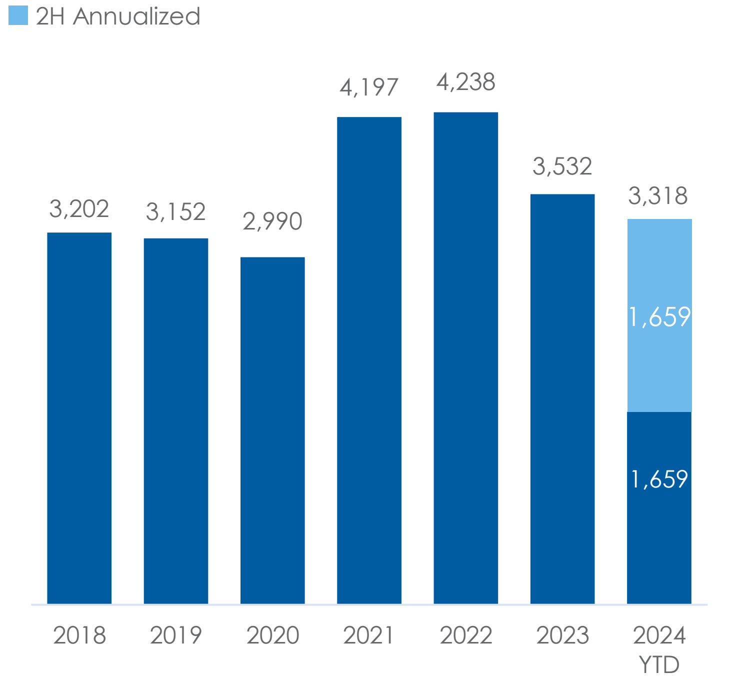
Sutherlands Acquired By Dardanelle Timber — Advisor to Sutherlands	Champion Auto Carriers, Inc. Acquired By AS — Advisor to Champion Auto Carriers	Octopi Acquired By Asahi (Asahi Europe & International) — Advisor to Octopi Brewing	Augustus Aerospace Company Acquired By ATG, A portfolio company of ShoreView — Advisor to Augustus Aerospace Company
Next Step Energy Solutions Recapitalized By GEF Capital Partners — Advisor to Next Step Energy Solutions	Race Technologies Recapitalized By Clavis Capital Partners — Advisor to Race Technologies	Melvin Brewing Acquired By Roadhouse Brewing Co. — Advisor to Melvin Brewing	verus global. Acquired By iPEC, A portfolio company of Eureka Equity Partners — Advisor to Verus Global
AccuSystems Acquired By Alogent Battery — Advisor to AccuSystems	Dema Plumbing Acquired By Gladstone Investment, Merged with MAI Mechanical — Advisor to Dema Plumbing	Elmdale Partners Recapitalization & Growth Capital Stellus Capital Management — Advisor to Elmdale Partners	All Pro Capital Acquired a Stake in Advenire Wealth Management — Advisor to All Pro Capital

Includes representative transactions completed by the professionals of GLC Advisors & Co. while at GLC and other firms

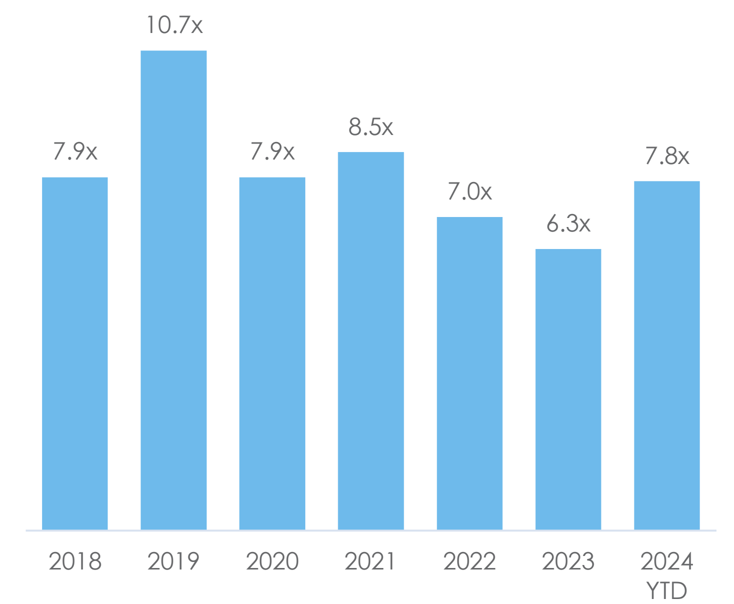
BUSINESS SERVICES
M&A UPDATE

Q2 2024

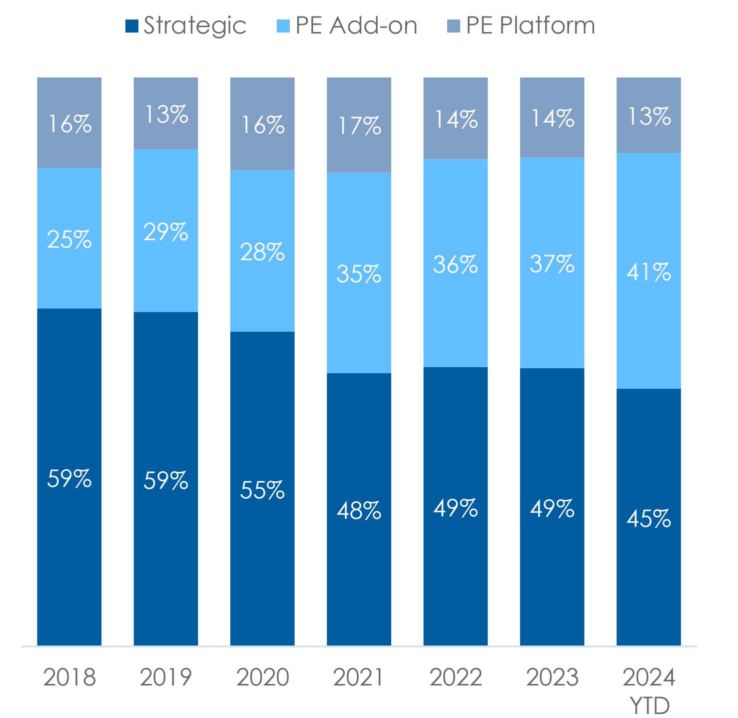
Transaction Volume



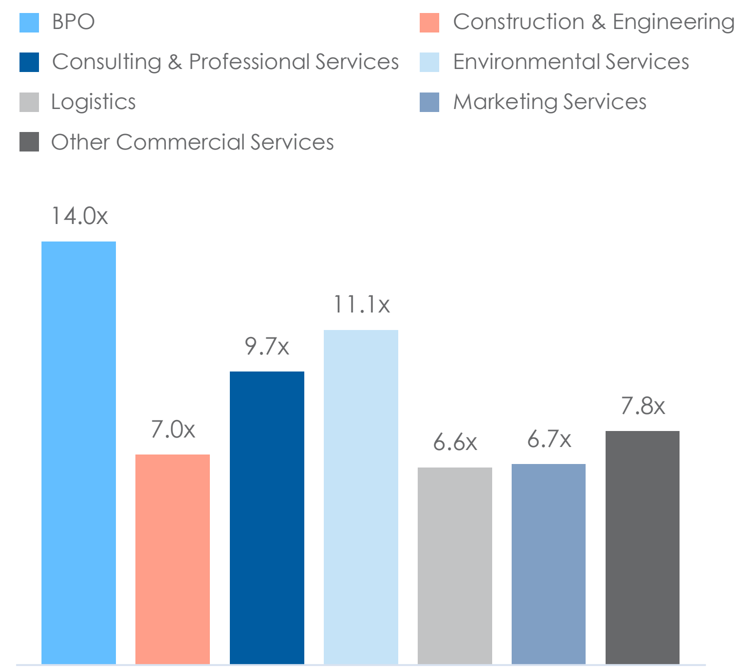
Median EBITDA Multiple



Buyer Type (% of Volume)



Median EBITDA Multiple By Subsector [1]



Source: Capital IQ, PitchBook
Note: Data as of 6/30/2024
Note: Excludes multiples <2.0x and >20.0x
(1) Since 2021

BUSINESS SERVICES
SELECT TRANSACTIONS

Q2 2024

LaBahn's Landscaping

Acquired By

Verde Equity Partners

Deal Value	EV/EBITDA
$16M	7.8x

Commercial Services
Landscaping

May 2024 – Verde Property Services, the operating arm of San Diego-based Verde Equity Partners, acquired Labahn's Landscaping ($21M in revenue) to expand its comprehensive commercial landscaping solutions.

Labahn's Landscaping is a commercial landscape and property maintenance serving Southern California. Labahn's Landscaping has been providing landscaping services to commercial clients for over 40 years.

The acquisition pushes Verde Property Services into the Top 100 landscape maintenance companies in the U.S., furthering its mission to provide end-to-end commercial landscaping solutions throughout Southern California and beyond.

Consulting and Professional Services
Human Capital and Staffing Services

May 2024 – Vienna Parent Corporation, a special purpose entity formed by Justin Christian (founder of BC*forward* a global workforce fulfillment firm) acquired TSR Inc ($88M in revenue), a leading staffing company focused on recruiting professionals for short- and long-term assignments, permanent placements, and project work in the banking, asset management, pharmaceuticals, insurance, health care, public utility, and publishing industries.

TSR Inc is a publicly traded company on the NASDAQ (TSRI) with the purchase price representing a 74% premium to TSR's most recent closing price.

TSR Consulting Services – Best Talent First

Acquired By

Vienna Parent Corporation

Deal Value	EV/EBITDA
$29M	10.2x

Aqua Prop

Acquired By

ProPetro

Deal Value	EV/EBITDA
$36M	NA

Environmental Services
Sand Service and Logistics

June 2024 – ProPetro Holding Corp. (NSYE: PUMP) , provider of premium integrated completion services to leading upstream oil and gas companies, acquired AquaProp – leading provider of wet sand and environmental solutions to the hydraulic fracturing industry.

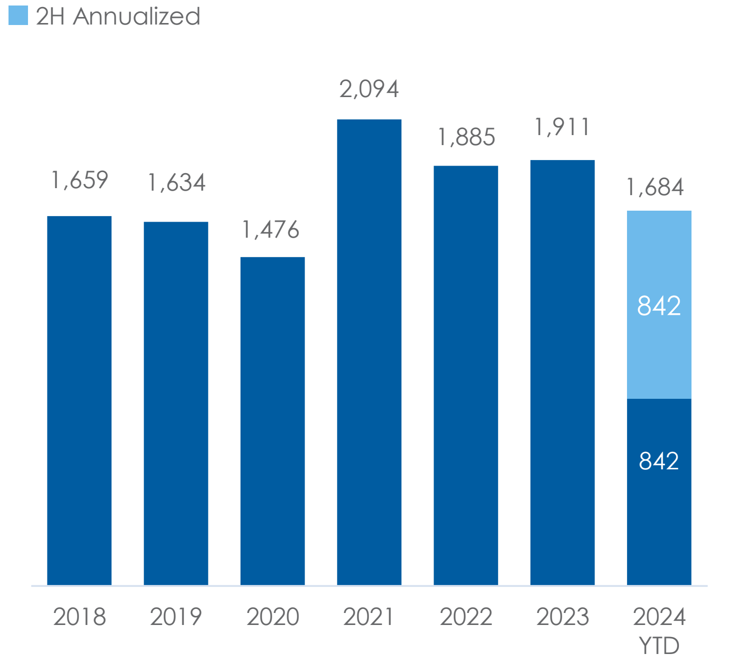
The deal structure includes cash consideration, future earnout incentives, and potential growth capex considerations tailored to support and align with AquaProp and ProPetro growth targets and objectives, a construct designed to maximize value creation for ProPetro shareholders.

Source: Capital IQ, PitchBook

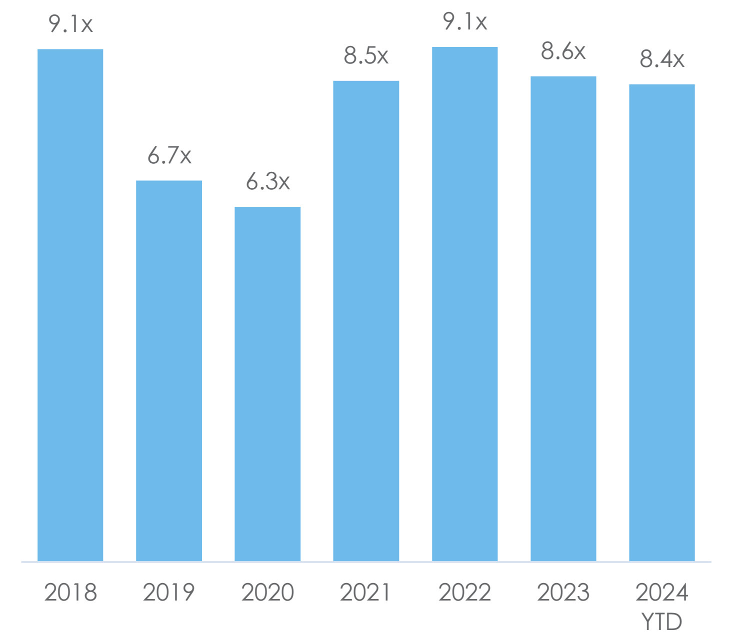
INDUSTRIALS M&A UPDATE

Q2 2024

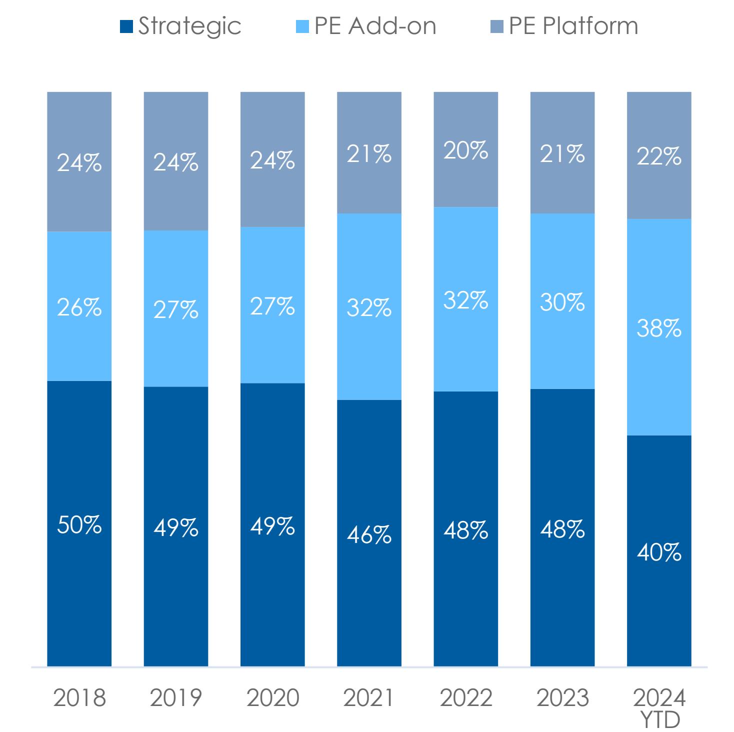
Transaction Volume



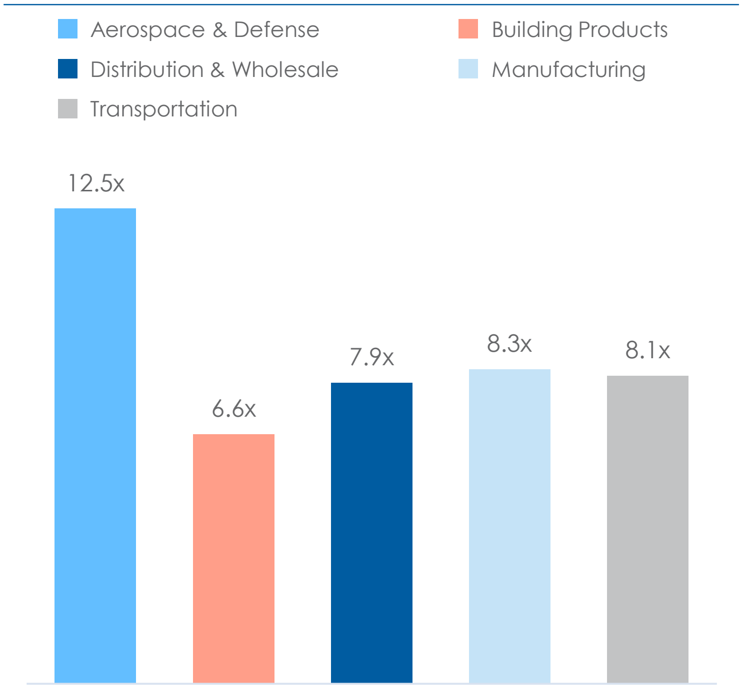
Median EBITDA Multiple



Buyer Type (% of Volume)



Median EBITDA Multiple By Subsector [1]



Source: Capital IQ, PitchBook
Note: Data as of 6/30/2024
Note: Excludes multiples <2.0x and >20.0x
(1) Since 2021

INDUSTRIALS
SELECT TRANSACTIONS

Manufacturing
Photonics Technologies

July – 2024 Luxium Solutions, a private equity backed (SK Capital and Edgewater Capital Partners) technology leader in crystal scintillation materials for radiation detection applications acquires Inrad Optics (OTCMKTS: INRD), an integrated manufacturer specializing in glass, crystal, and metal based optical components and assemblies.

Under the new ownership, Inrad Optics will accelerate investments in technologies that are vital to development of next generation bent X-ray crystal monochromators for spectroscopy and plasma fusion applications, and large-format, ultra-high precision optical components and assemblies.

Inrad optics

Acquired By

Luxium Solutions

Deal Value	EV/EBITDA
$19M	8.1x

Building Products
Millwork

April 2024 – LSI Industries (NASDAQ: LYTS), a leading U.S. based manufacturer of commercial lighting and display solutions acquires EMI Industries, a metal and millwork manufacturer of standard and customized fixtures, displays, and equipment for the retail food industries – in an all-cash purchase price of $50M.

The combination represents a major step forward in EMI's ability to serve a growing portfolio of national retail chains that value an integrated, solutions-based approach, which emphasizes quality, reliability, and deep technical expertise.

emi Industries

Acquired By

LSI Industries

Deal Value	EV/EBITDA
$50M	9.1x

Building Products
Timber Products

May 2024 – Star Equity Holdings (NASDAQ: STRR; STRRP), a publicly traded diversified holding company acquires Timber Technologies, LLC, a Wisconsin-based engineered wood products manufacturer.

Timber Technologies manufactures glue-laminated timber products for various end markets and applications, including agriculture, industrial, infrastructure, and building construction.

The acquisition marks a significant step forward in Star's expansion strategy to diversify Star's Building Solutions division end markets beyond multi-family and residential construction, with Timber Technologies strategic location allowing for collaboration with Star's existing Midwest area businesses.

Timber Technologies

Acquired By

Star Equity Holdings

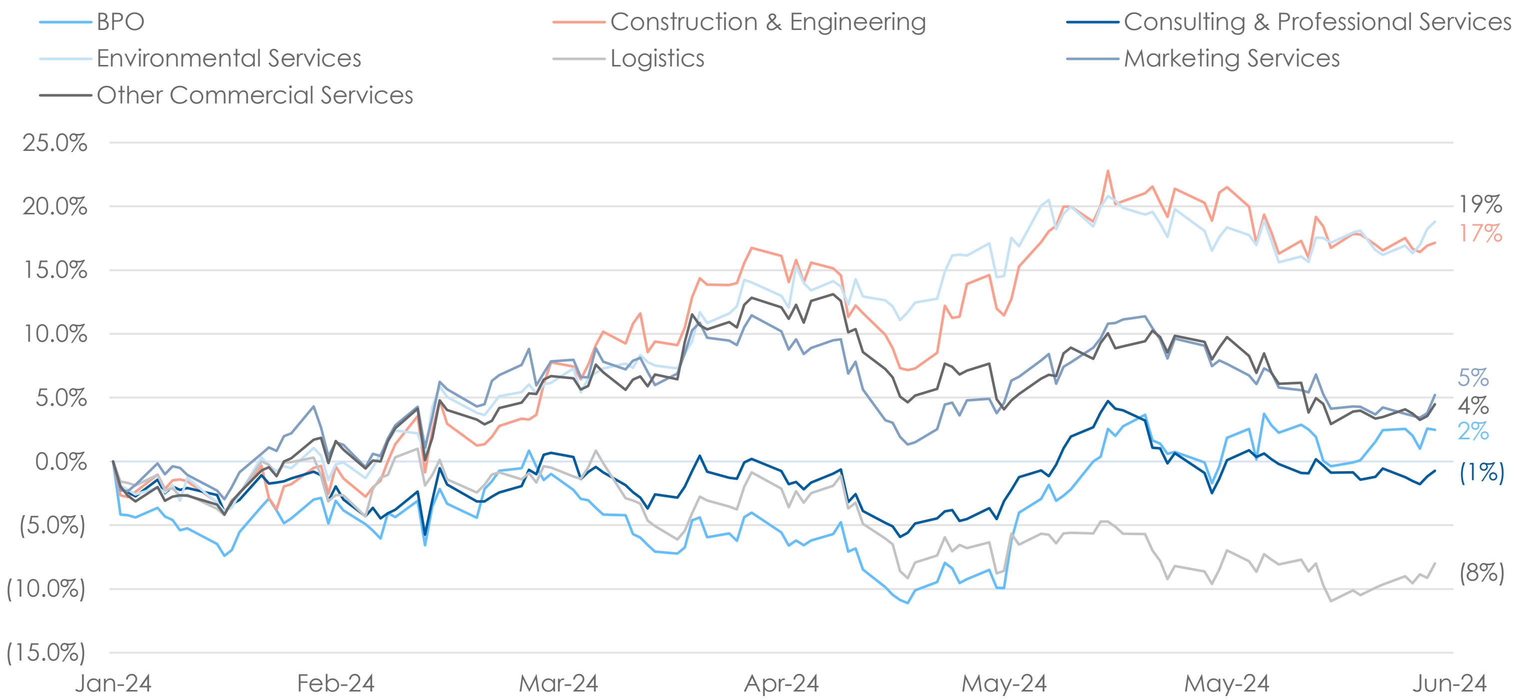
Deal Value	EV/EBITDA
$23M	4.2x

Source: Capital IQ, PitchBook

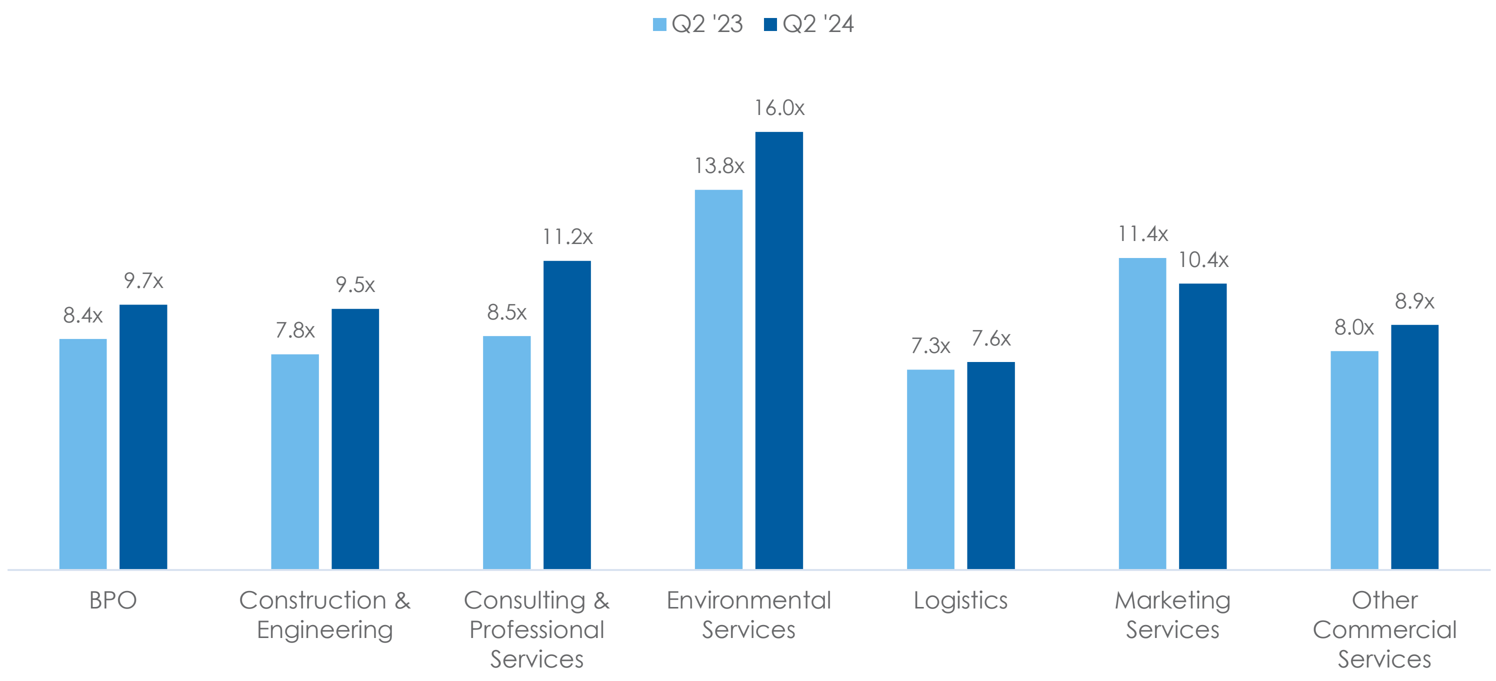
BUSINESS SERVICES
PUBLIC MARKETS UPDATE

Q2 2024

Business Services Public Indices



Median EBITDA Multiples by Business Services Subsector



Source: Capital IQ, PitchBook
Note: Data as of 6/30/2024
Public companies in respective industries listed in US with Market Cap >$100m
Excluding companies with EBITDA multiples <2x and >20x

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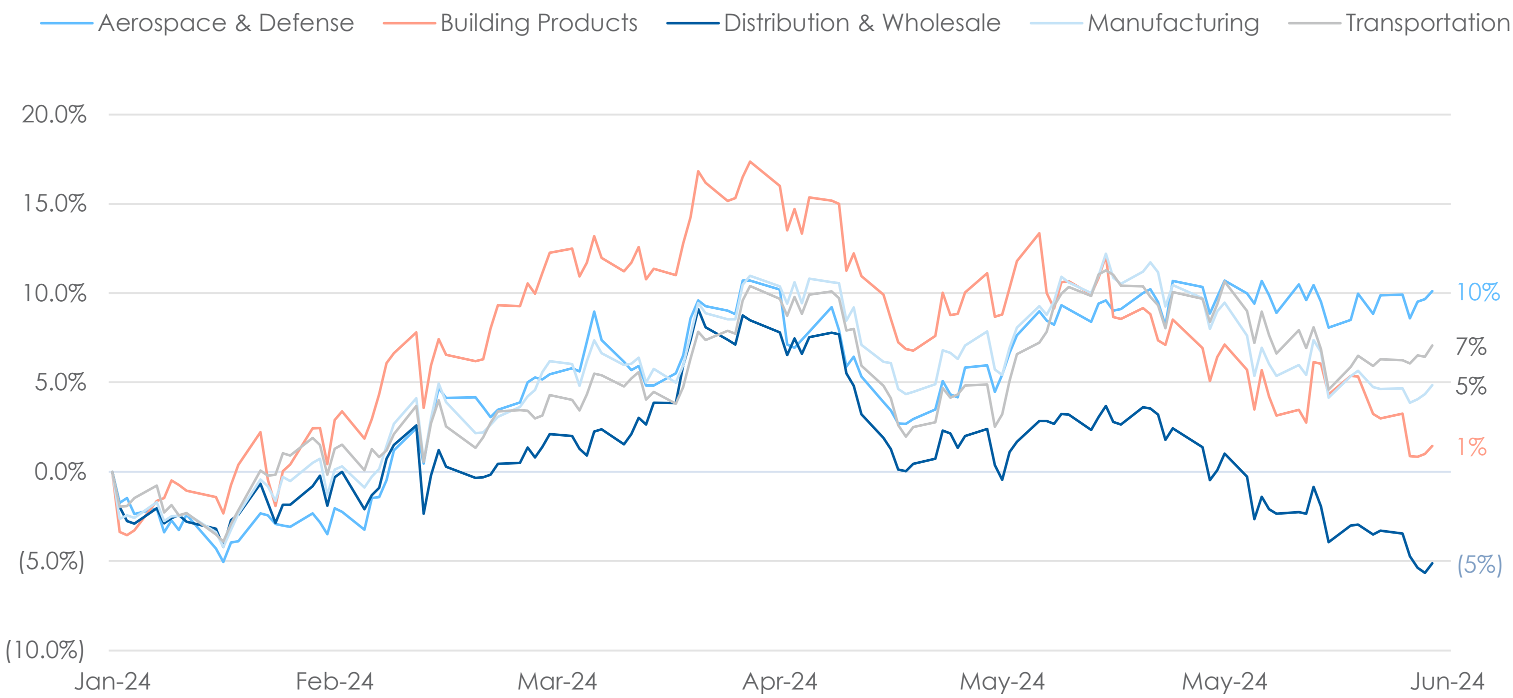
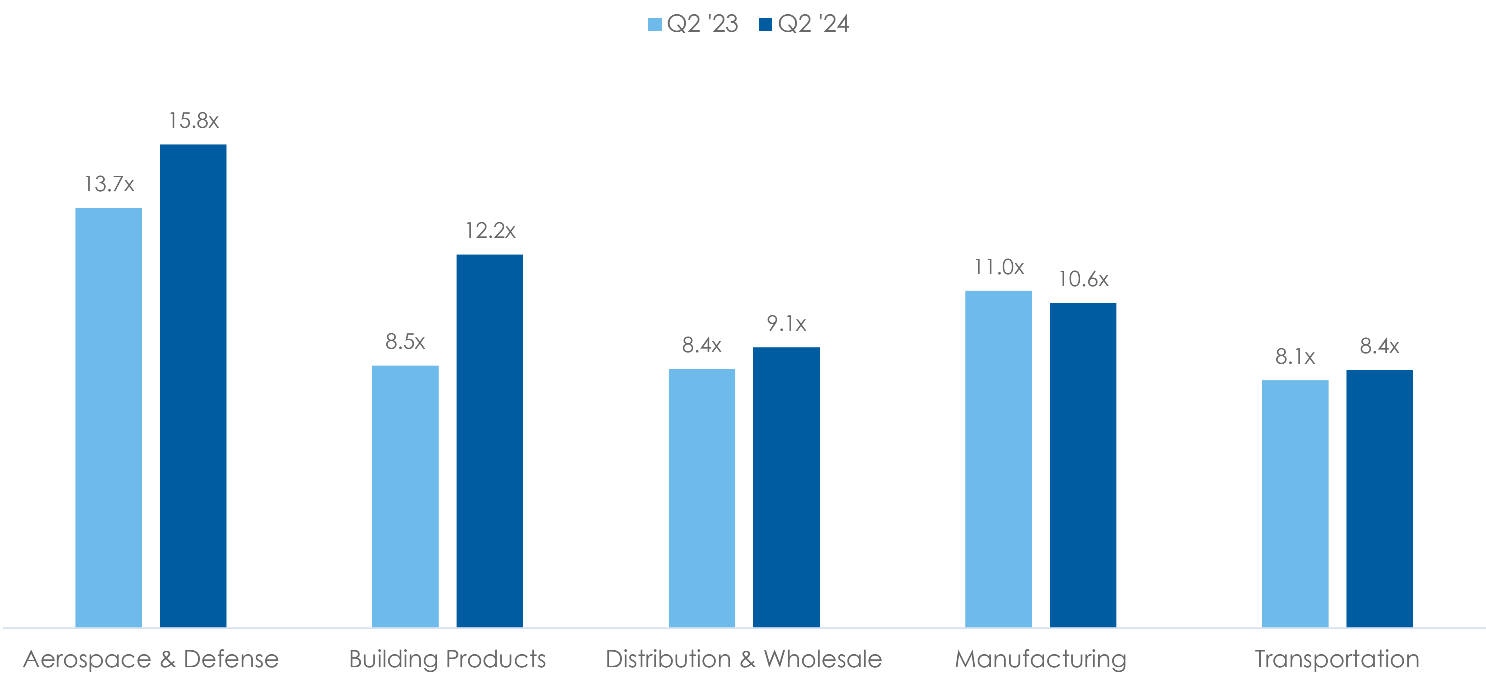
INDUSTRIALS
PUBLIC MARKETS UPDATE

Q2
2024

Industrials Public Indices



Median EBITDA Multiples by Industrials Subsector



Source: Capital IQ, PitchBook
Note: Data as of 6/30/2024
Public companies in respective industries listed in US with Market Cap >$100m
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