



M&A Update

Business Services

Q3 2021

Key Highlights

M&A in the United States

Page 3

M&A in the Business Services Sector

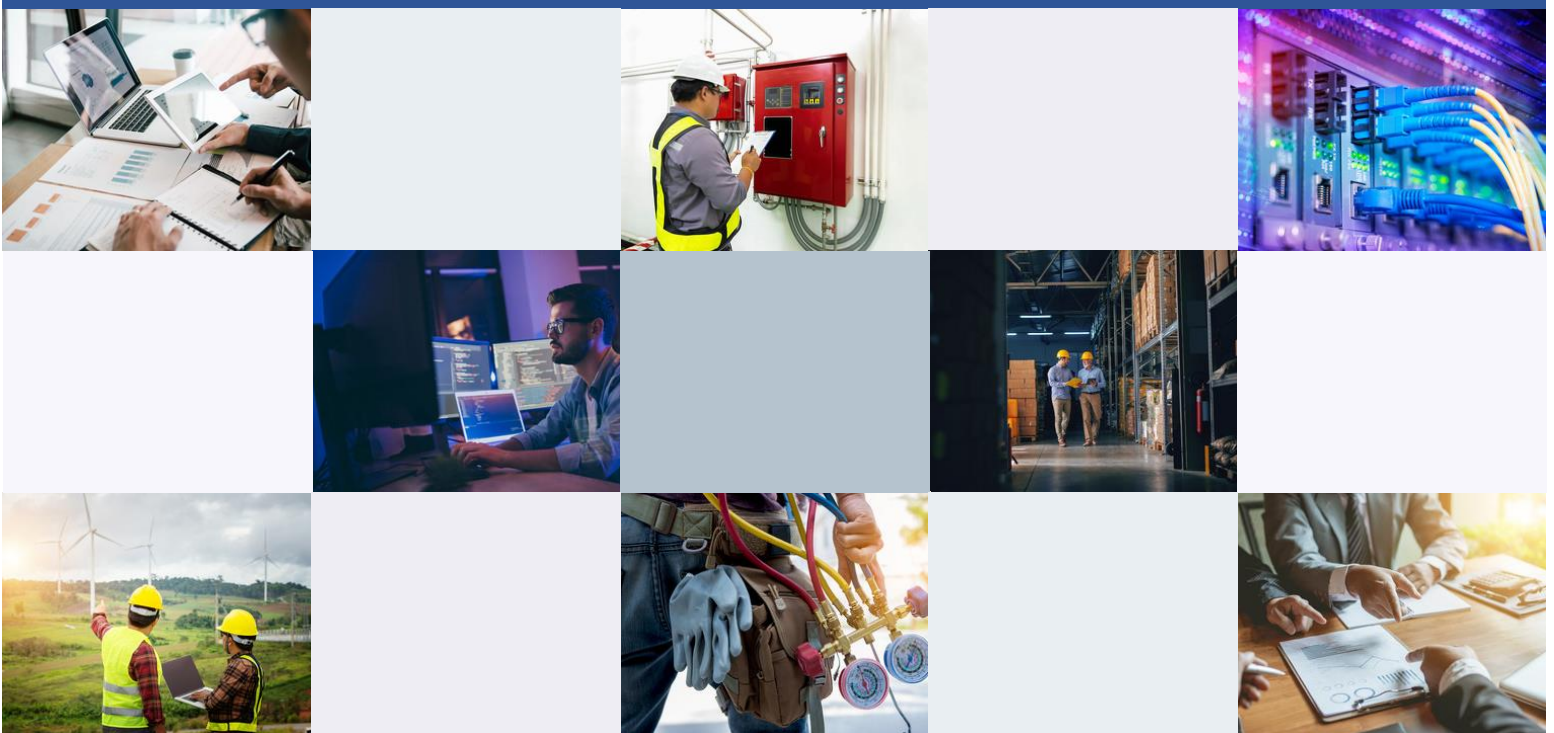
Page 4

Notable Transactions

Page 5

Public Markets

Page 6



M&A in the United States

Deal Activity & Valuations

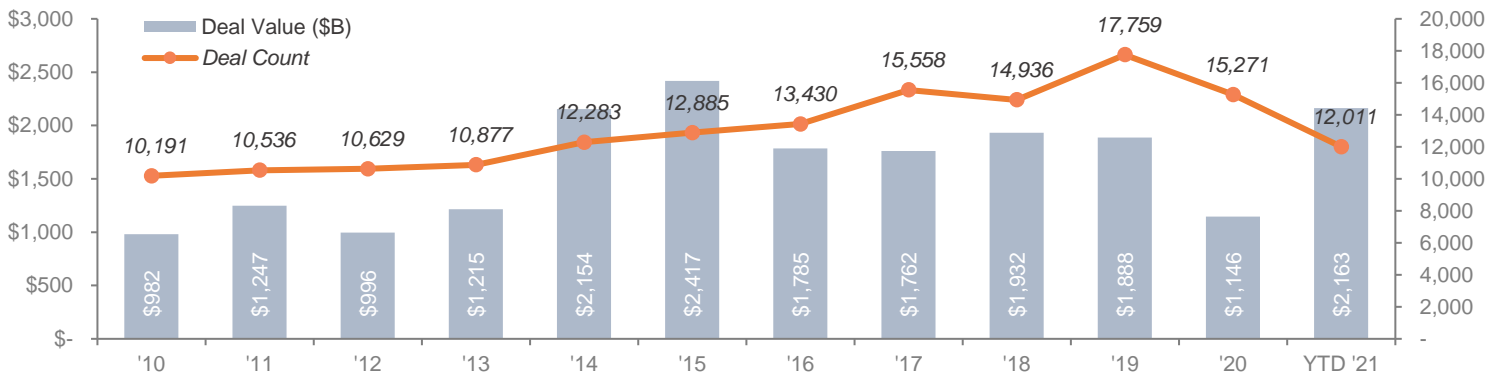
Deal Activity

Aided by continued low interest rates, a surplus of capital reserves, and looming tax increases on capital gains, U.S. mergers and acquisitions activity through Q3 2021 increased 13% on a year-over-year basis. The M&A market for the first nine months of 2021 are trending towards a record setting year for both deal volume and transaction value as both strategic and financial buyers compete for acquisitions.

12,011 M&A Deals	\$2.2 Trillion Deal Value
▲ 13% YoY growth	▲ 238% YoY growth

Total M&A Deal Volume & Value in the United States

\$ in Billions; Year to date through September 30, 2021



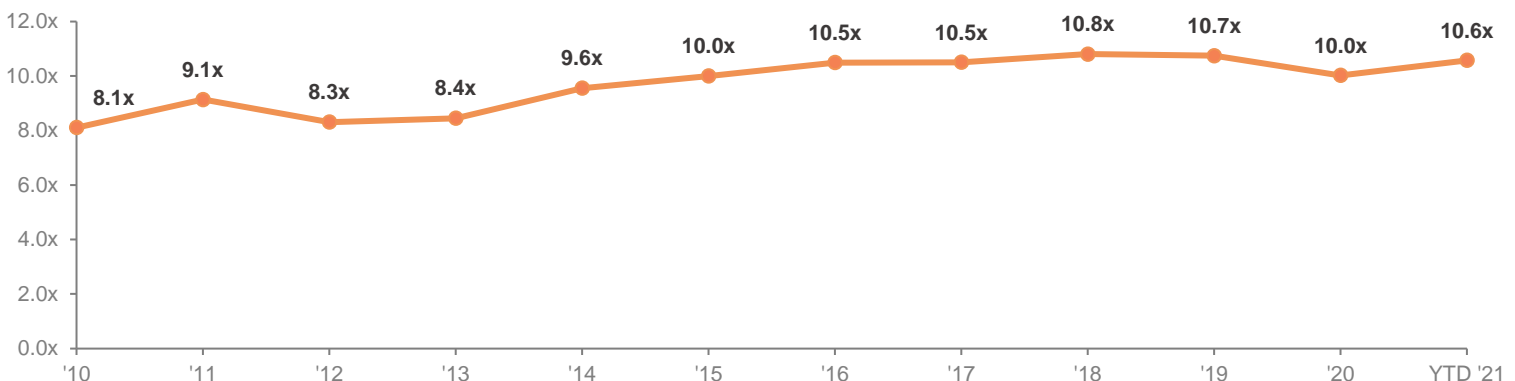
Valuations

Median EV / EBITDA multiples for transactions in the United States have remained strong throughout 2021. Increased competition between strategic and financial buyers for attractive assets are commanding high valuations. Public market valuations have skyrocketed as money has continued to pour into equity markets. Undeployed capital coupled with “post-pandemic” business model adjustments will lead companies to further pursue M&A options.

10.6x	10.6x
Current Median EV / EBITDA	5-Year Median EV / EBITDA

Median Enterprise Value (EV) / EBITDA Valuation Multiple

Only includes transactions with disclosed financial terms; Year to date through September 30, 2021



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: YoY = Year-over-year; Enterprise Value = Market Cap + Debt – Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization

M&A in the Business Services Sector

Sector Snapshot

Industries in the U.S. Business Services Sector

- Accounting, Financial & Legal Services
- Business & Management Consulting
- Consumer Services
- Environmental Consulting
- Human Resources Services
- IT Services
- Office & Building Services
- Security & Alarm Services

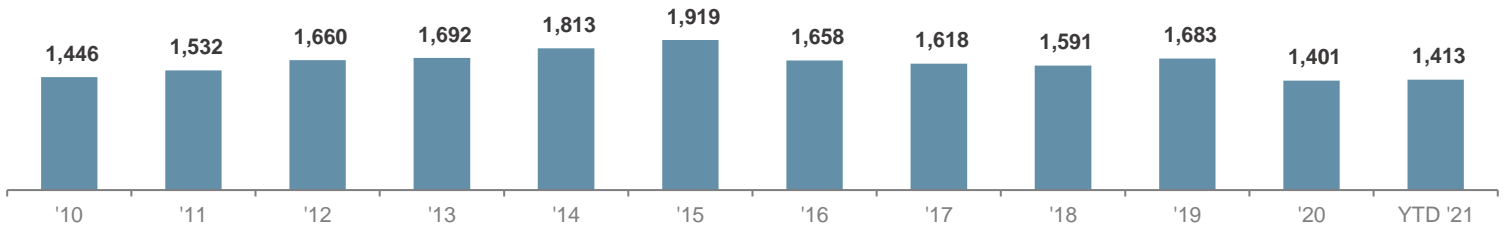
Sector M&A Deal Volume

Sector Deal Volume

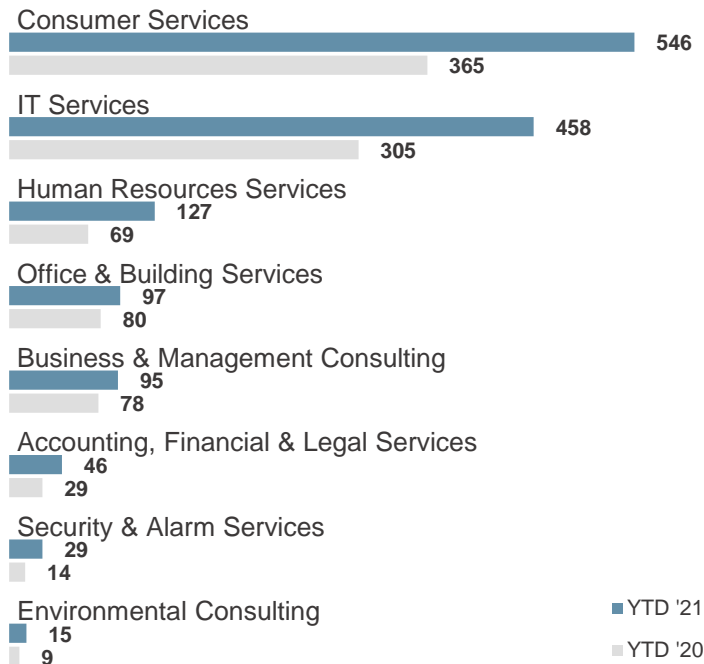
Year to Date through September 30, 2021

1,413
M&A Deals

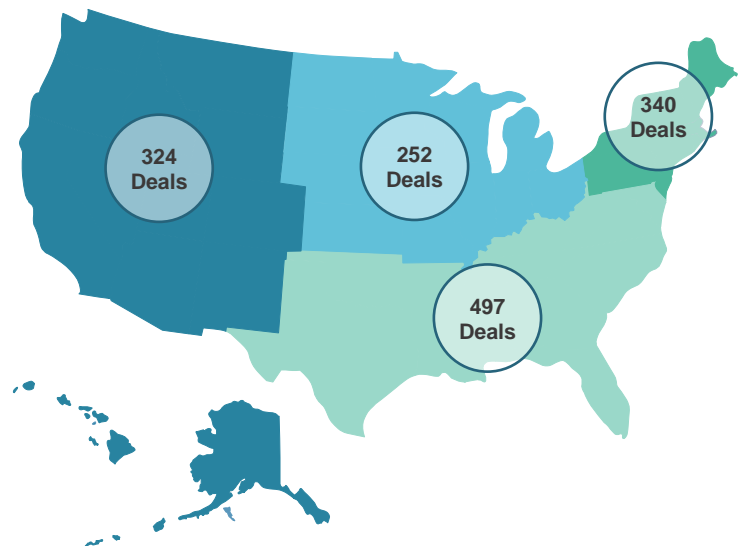
▲ 49% YoY growth



M&A Deal Volume by Industry



M&A Deal Volume by U.S. Region



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research
Definitions: YoY = Year-over-year

M&A in the Business Services Sector

Notable Deals & Buyer Mix

Notable Deals

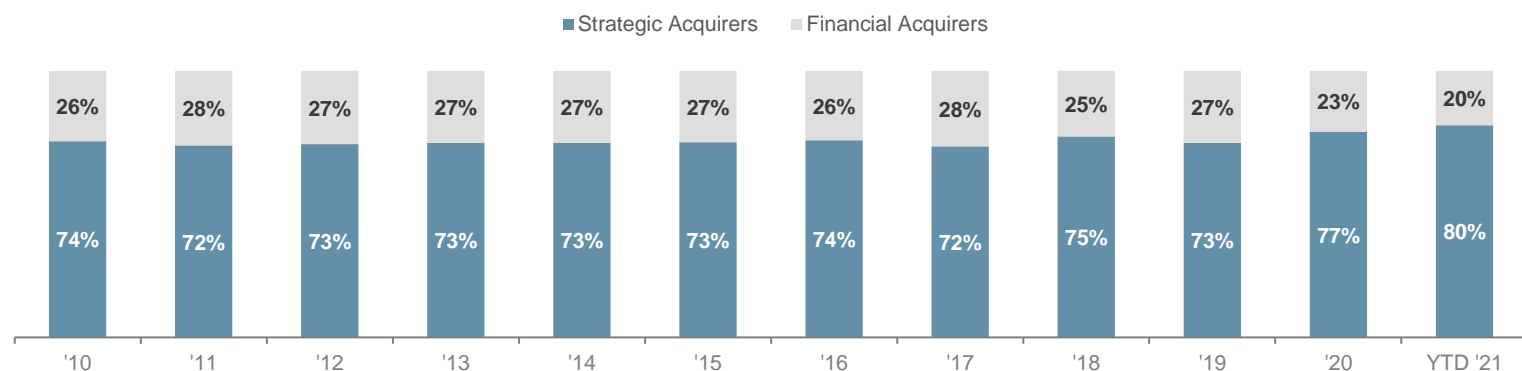
Date	Company	Acquirer	Enterprise Value (EV) (\$ in MM)	Implied EV / Revenue	Implied EV / EBITDA
Sep 2021	GreenSky, Inc. (NasdaqGS:GSKY)	Goldman Sachs Bank USA	\$2,380	4.5x	22.4x
Aug 2021	Coleman Research Group, Inc.	VisasQ Inc. (TSE:4490)	\$103	2.4x	46.5x
Aug 2021	Hunter Technical Resources, LLC	Cognizant Technology Solutions Corporation (NasdaqGS:CTSH)	-	-	-
Aug 2021	Select Interior Concepts, Inc.	Sun Capital Partners, Inc.	\$376	0.7x	11.7x
Aug 2021	Golden Nugget Online Gaming, Inc. (NasdaqGM:GNOG)	DraftKings Inc. (NasdaqGS:DKNG)	\$1,951	18.2x	-
Aug 2021	Modular, Inc.	Coinbase Global, Inc. (NasdaqGS:COIN)	-	-	-
Jul 2021	Workforce Insight, LLC	Accenture plc (NYSE:ACN)	-	-	-
Jul 2021	Danford F&B LLC	TPG Hotels & Resorts, Inc.	-	-	-
Jul 2021	Covanta Holding Corporation (NYSE:CVA)	(Invalid Identifier)	\$5,331	2.7x	16.6x
Jul 2021	Taco Cabana, Inc.	Yadav Enterprises, Inc.	\$85	0.4x	10.0x

Note: This table includes only a sample of relevant transactions in the context of M&A activity in the sector. It is not meant to be all-inclusive.

Buyer Mix

Share of Acquisitions

% of Acquisitions by Strategic and Financial Acquirers



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: Enterprise Value = Market Cap + Debt – Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization

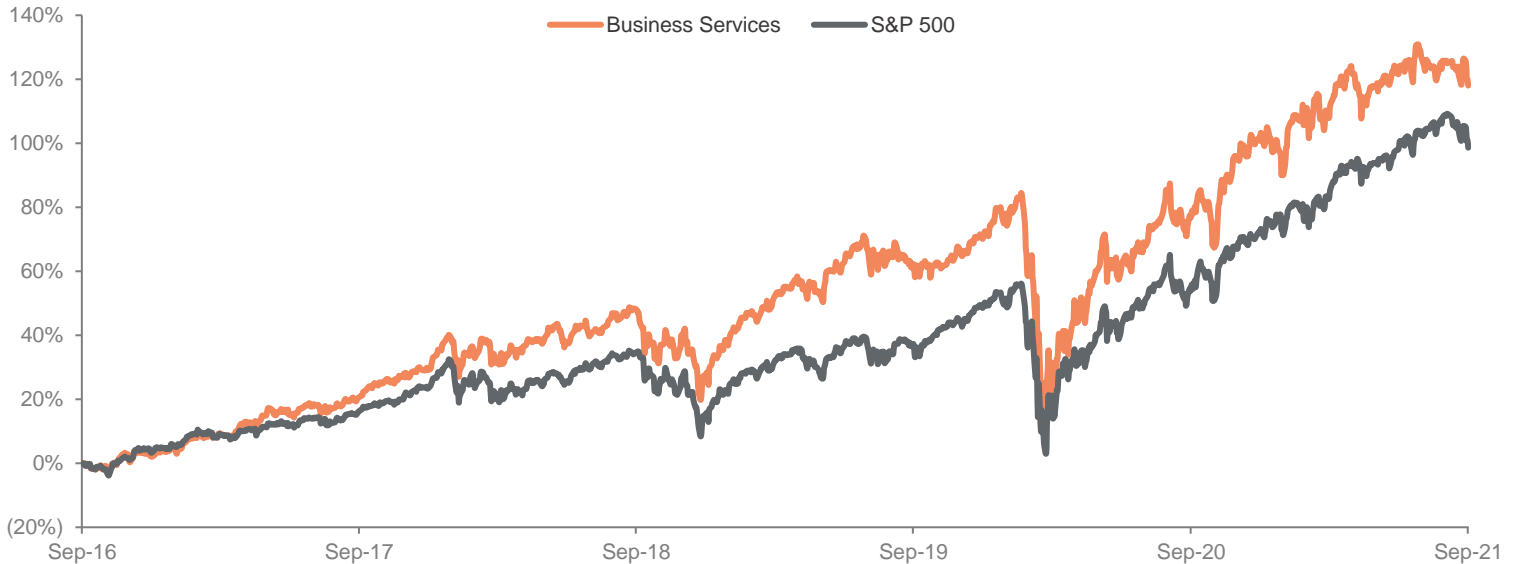
Public Companies in the Business Services Sector

Performance & Valuations

Sector Performance

Return vs. S&P 500

Last 5 Years



Valuations

Enterprise Value / LTM EBITDA

Median of Publicly Traded Companies



Enterprise Value / NTM EBITDA

Median of Publicly Traded Companies



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: Enterprise Value = Market Cap + Debt - Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization; LTM = Last Twelve Months; NTM = Next Twelve Months

CC Capital Advisors

Firm Overview

Who We Are

CC Capital Advisors is a boutique investment banking firm providing mergers and acquisitions, capital raising and strategic advisory services to middle market clients. Our experienced team of committed advisors combines long-standing transaction experience to provide independent and uncompromised services to achieve our clients' objectives.

Who We Serve

We tailor our services to a broad base of clients, including entrepreneurs, family-owned businesses, private and public corporations, family offices, private equity and venture capital investors. Clients have repeatedly chosen us as trusted advisors and partners because of our quality advice, ability to execute transactions and client-first philosophy.

What We Do

Mergers & Acquisitions	Capital Raising Advisory	Strategic Advisory
<ul style="list-style-type: none">Sales of privately-held companiesBuy-side acquisitionsMinority buyoutsCorporate subsidiary divestituresPrivate equity and venture capital portfolio divestitures	<ul style="list-style-type: none">Senior secured and unsecured debtMezzanine capitalGrowth equity capitalRecapitalizationsPrivate placements of institutional capital	<ul style="list-style-type: none">Business valuationsStrategic options assessmentOwnership transition planningCorporate reorganizations

Why Clients Choose Us

100+ Years	Collective investment banking experience of our team	\$7 Billion	Completed transaction experience of our team
Midwest Values	Integrity, experience and commitment are our core values	\$400+ Million	Completed transaction value in the last five years
Global Reach	We represent clients across the world	30+ Deals	Number of transactions closed since 2017

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The information contained in this report was compiled by CC Capital Advisors from a variety of sources including news reports, S&P Capital IQ, Pitchbook, IMAA Institute, SEC filings, company statements, and information provided by M&A professionals. Many deals did not disclose pricing, and other private transactions may not have been publicly announced. Transactions are subject to change or termination prior to closing. While CC Capital Advisors makes a good faith effort to ensure the accuracy of this report, it is intended for general information purposes only. CC Capital Advisors is not responsible for any errors or omissions in this report.

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