


Origin Merchant Partners, a leading independent Canadian investment bank, is excited to announce the expansion of our **Business Services** practice. Industry veteran, **Peter Farrell**, has joined the firm as Principal, and will focus on this initiative from OMP's Toronto office.



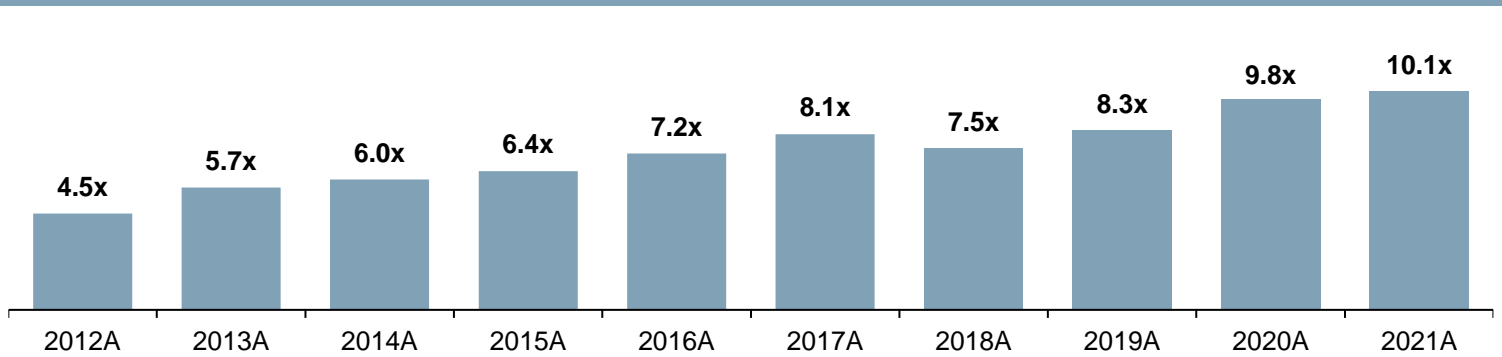
What are Business Services?

Business service companies provide essential exterior and interior facility services that create safe, functional, and enjoyable building environments. Recurring and predictable revenue streams are the hallmark of a business services company. Impressively consistent performance across nearly all service categories during the Covid-19 crisis underscored the power of recurring revenue and has bolstered investment interest amongst Private Equity firms for these businesses.

Example Business Services Verticals:

 <p>HVACR, Plumbing & Electrical</p> <p>Commercial heating, ventilation, air conditioning, refrigeration systems, plumbing & electrical, etc.</p>	 <p>Janitorial, Waste Management & Property Restoration</p> <p>Facility cleaning, waste management & recycling, restoration reconstruction, etc.</p>	 <p>Fire & Life Safety</p> <p>Fire suppression systems, sprinklers, fire alarms, fire doors, portable extinguishers, etc.</p>	 <p>Laundry, Linen & Uniform</p> <p>Laundry, entrance matting & textile cleaning, uniform rental, etc.</p>	 <p>Exterior Building Services</p> <p>Landscape maintenance, irrigation systems, snow removal, paving, pest control, window cleaning, etc.</p>
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Mid-Market Business Services Historical Valuations¹



- The M&A market is stronger than ever, with unparalleled activity and high valuations. Capital-flush buyers aided by a borrower-friendly credit environment
- Increased appetite amongst financial buyers willing to pay a premium for business services companies with fragmented competition, large addressable markets, no customer concentration, pricing power, and a strong management team

1. 45% size discount has been applied to the historical valuation multiples of public comparable companies

Sell-Side Advisory

Buy-Side Advisory

Growth Capital

Business Services Team Lead



Peter Farrell
Investment Banking Principal,
Practice Lead, Business Services

Peter brings over 30 years of senior management expertise and a deep set of professional relationships to Origin, which will be invaluable to our clients and our team. Peter co-founded Citron Hygiene LP in 1996 and in 2016 partnered with Birch Hill Equity Partners to accelerate Citron's growth globally. Under Peter's

leadership, Citron expanded rapidly with over 20 strategic acquisitions in Canada, the US, and the UK. Peter moved to a Vice Chairman role at Citron in 2021 after leading the company for 25 years as its CEO. Peter has sat on profit and non-profit boards spanning industry, education, and community. Peter holds an HBA from the Richard Ivey School of Business at Western University in London, Ontario, where he also lectured in its Undergraduate Program.

Peter's Experience at Citron Hygiene LP *

<p>Sale of Washroom Services Provider</p> <p>to Birch Hill Equity Partners April 2016</p>	<p>Purchase of Washroom Hygiene & Warewashing Provider</p> <p>September 2016</p>	<p>Purchase of Washroom Hygiene Provider</p> <p>April 2017</p>	<p>Purchase of Washroom & Facility Hygiene Services Provider</p> <p>January 2018</p>
<p>Purchase of Washroom Services Provider</p> <p>May 2019</p>	<p>Purchase of Washroom Hygiene Provider</p> <p>February 2021</p>	<p>Sale of Citron Pest Control Business to</p> <p>May 2021</p>	<p>Sale of Citron Chemical Services Business to</p> <p>May 2021</p>

Origin's Business Services Transactions*

*Select transactions

<p>Exclusive Financial Advisor on its sale to</p> <p>February 2021</p>	<p>\$83 million Exclusive Financial Advisor on its sale to</p> <p>February 2021</p>	<p>Exclusive Financial Advisor on its Minority Investment from</p> <p>November 2018</p>	<p>Exclusive Financial Advisor on its Acquisition of</p> <p>March 2017</p>
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Origin's Key Service Offerings

Sell-Side Advisory

- Search for potential buyers
- Marketing and financial materials
- Facilitate due diligence
- Negotiation of transactions

Buy-Side Advisory

- Every stage of buy-side acquisition
- Identifying potential targets
- Valuation and due diligence
- Negotiation of transactions

Growth Capital

- Array of financing-related services
- Private placements of debt and equity securities for acquisitions, growth or recapitalization needs

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