



IH SERVICES HAS BEEN ACQUIRED BY GDI INTEGRATED FACILITY SERVICES

The Transaction:

In December 2021, the U.S. subsidiary of Montreal, Canada based GDI Integrated Facility Services Inc. ("GDI"), acquired IH Services, Inc. and its affiliates ("IH"). GDI is a publicly traded (TSX: GDI) leading commercial facility services provider, offering a range of services in Canada and the United States to owners and managers of a variety of facility types including office buildings, hotels, shopping centers, industrial facilities, healthcare establishments, distribution facilities, airports and other transportation facilities. GDI's commercial facility services capabilities include commercial janitorial, installation, maintenance and repair of HVAC-R, mechanical and electrical systems, as well as other complementary services such as damage restoration and janitorial products manufacturing and distribution.

Our Client:

Founded in 1955, Greenville S.C. based, IH is one of the largest and most respected facility services and staffing service providers in the United States with nearly 8,000 employees and in excess of USD\$200 million in annual revenue. The IH family of companies including IH Services, Newbold Services, A Services Group and Pinnacle Staffing provide janitorial maintenance, security services and staffing services to customers in the industrial, distribution, healthcare, hospitality, casino and commercial office sectors throughout the Midwest and Southeast United States.

How Pursant Helped:

As the exclusive M&A advisor to IH, the Pursant team leveraged its extensive knowledge of the facilities services sector to manage the sale process through the closing of the transaction. This process included the development of various marketing materials and due diligence analysis tools, curating a pool of select highly qualified acquirers and supporting ownership throughout the deal negotiations, due diligence and up to the closing of the transaction. Ability to close one of the largest transactions in the building services industry and cultural fit were the primary criteria for potential acquirers. GDI emerged as the optimal fit given their strong cultural alignment combined with their size, scale, industry reputation, and ability to efficiently execute the transaction.

Accolades:

Buyer Remarks

Claude Bigras, President and CEO of GDI

"We are extremely excited to welcome the IH team to GDI's family. IH is a leader in the industry in the Southeastern USA and has operations spanning 29 states servicing predominantly the industrial, distribution and healthcare markets. IH is led by a strong and seasoned management team who will continue to operate the business and will become GDI's regional leadership team covering the U.S. Southeast. The acquisition of IH represents a meaningful expansion of GDI's U.S. business, significantly expanding our U.S. janitorial operations and geographic footprint."

Buyer Remarks

Ryan Hendley, CEO of IH

"We are very excited about partnering with GDI. Since being founded by my father Dick Hendley in 1955, IH has grown into one of the largest facility services providers based in the Southeast and what we feel is one of the best companies in our industry. I am incredibly proud of the entire team at IH for building IH into the company it is today, and feel that GDI is the best partner for us because there is a strong business fit and we share the same culture and values. I am very much looking forward to working with GDI to continue the growth and success of our business."

"Mark Herbick, Scott Glickson and Trey Dawson of the Pursant team were instrumental in guiding us through the entire deal process. Each of these professionals brought specialized expertise to various phases of the transaction. We valued not only their expertise, but also their perspective on the cultural compatibility of various parties. We were very fortunate to have them by our side."

Pursant's Remarks

Mark Herbick, Founder & CEO

"Over the course of nearly 7 decades, the IH family of companies have developed a reputation for high quality, outstanding service and having value-driven leadership and team members. They have served as the industry model that many building services companies strive to emulate. GDI has demonstrated that its values closely align with those of IH. The Pursant team feels that these compatible foundational values will enable these two formidable players to accomplish great things together. We are thrilled for Ryan Hendley and Erwin Carter of Newbold Services being able to monetize the great enterprise they have built and with an industry leader like GDI."

Scott Glickson, Managing Director

"The Pursant team has had the privilege of working with and for the IH team in different capacities over the years. We have always been impressed by the professionalism of the organization, the high standards they hold themselves to and the quality of their people. GDI is a great fit for IH and IH provides GDI a turnkey solution to immediately and significantly expand their US footprint. We wish the combined organizations great success together."

About Pursant:

Pursant is an investment banking, financial and management consulting firm that supports and executes middle market M&A related initiatives and helps business owners grow enterprise value.

We use a deep immersion process, our expansive networks and experience as owner/operators, dealmakers and financial professionals to effectively deliver on these critical initiatives for which most companies do not have the time, manpower or expertise.