

CENTAUR BUILDING SERVICES HAS BEEN ACQUIRED BY ATALIAN GLOBAL SERVICES, INC.



Our Client:

Centaur Building Services, Inc. (“Centaur” or the “Company”), together with its subsidiaries and affiliated businesses, provides comprehensive janitorial services to high-profile facilities across eight U.S. states. The Company was founded in 1985 by Francois Joubert, who was succeeded by Frank Joubert, Janine Joubert-Dulay and John Joubert. Through its team of more than one thousand employees, the Company has built a reputation for quality service and long-lasting customer relationships. The Company is headquartered in St. Louis, Missouri.

The Transaction:

In December 2017, Centaur was acquired by ATALIAN Global Services, Inc. (“ATALIAN”) as part of ATALIAN’s strategic U.S. expansion plan. ATALIAN Global Services, Inc. is the US division of ATALIAN Group, a leading international provider of facility services to public and private organizations, operating in 30 countries on four continents. Based in Paris, ATALIAN Group is a family-owned company that has more than 100,000 employees, 25,000 customers and global annual revenue of \$2.2 Billion.

How Pursant Helped:

Pursant LLC acted as the sole Merger & Acquisition Advisor to Centaur for the transaction. The Pursant team took ownership of the acquisition process from beginning through close, freeing the owners of Centaur to focus on business operations. Pursant sought out buyers that stood to gain the most from acquiring Centaur. ATALIAN was chosen for many reasons, including compelling transaction terms and a family culture that is complementary to that of Centaur.

About Pursant:

Pursant helps business owners grow the value of their companies and maximize that value in a liquidity event, partial sale or complete exit. Our Investment Banking, Strategic Transaction Support and Business Value Enhancement business units use a deep immersion process, our expansive networks and experience as owner/operators and dealmakers to optimize businesses, manage strategic transactions and orchestrate liquidity events—vital, integrative initiatives for which our clients may not have the time, manpower or expertise.

Accolades:

Seller Remarks

“I am especially pleased with ATALIAN’s acquisition of our company, since ATALIAN has many of the qualities that Centaur has espoused since its inception. This will facilitate integration of the two companies, for the benefit of clients and employees alike. We know that our clients will appreciate and thrive under the extended services and resources of this global organization.” —Janine Joubert-Dulay, President, Centaur Building Services, Inc.

“We chose Pursant as our Investment Bank advisors because we felt its reputation in and knowledge of the building services sector was second to none. Pursant’s insights into the sector and disciplined process led us to a culturally compatible buyer in ATALIAN. Pursant’s transaction expertise, guidance and support throughout the deal process allowed us to efficiently achieve our sale transaction expectations.” —Frank Joubert, CEO, Centaur Building Services, Inc.

Buyer Remarks

“Acquiring Centaur, with its established presence in 8 states in the Midwest and the south, provides the necessary local presence and expertise to our ever-growing client portfolio. I am especially pleased with this merger, as Centaur has solid relationships with its client base from which we, as a group, can learn. We plan to extend these learnings to our other clients locally, nationally and globally.” —Christophe Jeusse, CEO North America, ATALIAN Global Services, Inc.

Pursant’s Remarks

We are thrilled with the outcome of this engagement, both for our client Centaur as well as ATALIAN. Not only did the owners of Centaur monetize the value of the company, but they set the organization up for long term success by placing its customers, employees and vendors in the very capable and skilled hands of a scaled, experienced and proven operator in ATALIAN. We wish the combined new organization great success. — Scott Glickson, Managing Director, Pursant, LLC

“At Pursant we ascribe to the value of ‘going all in.’ We dig deep to understand a client’s business, culture, and expectations, internalizing everything we can so that we develop the optimal deal strategy. Then we work to close a transaction with the party that best aligns with the client’s needs and expectations. In this case, we felt ATALIAN was that ideal match. Through acquisition by a company that will leverage the solid Centaur foundation, the owners of Centaur were able to monetize the value of their business. A talented operator like ATALIAN will take Centaur to the next level of growth and service.” —Mark Herbick, CEO, Pursant, LLC