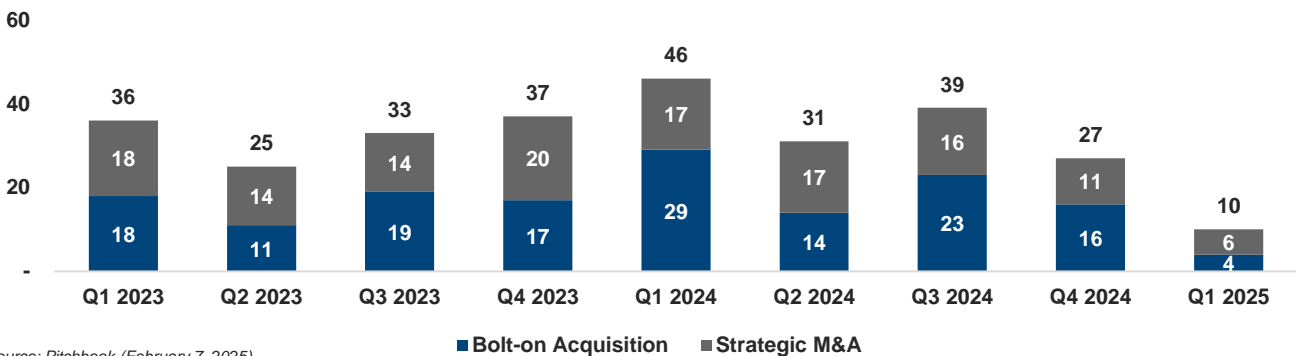




Sector Update

- **Resilient Demand Driving Growth:** The need for both preventative and on-demand pest control services ensures a stable, recurring revenue stream. Residential pest control remains the dominant segment, while commercial demand continues to grow.
- **Increased M&A Activity in 2024:** Large strategic consolidators such as Rollins (Orkin) and Rentokil (Terminix) continue to drive deal volume, alongside private equity investors forming new platforms.
- **Key M&A Drivers:** The sector’s attractive characteristics—including recurring service demand, immediate-response remediation needs, and high-margin, high-volume service models—continue to fuel investor interest. Both established strategics and middle-market PE firms are actively pursuing acquisitions, with landscaping platforms expanding into pest control to complement their core offerings.
- **Outlook for 2025:** Pest control M&A activity is expected to remain robust in 2025, with continued consolidation by mega-scale players (Rollins, Rentokil, Anticimex) and new platform formations by middle-market PEGs drawn to the sector’s attractive industry fundamentals and proven consolidation playbook.

Quarterly Sector Transaction Volume



Source: Pitchbook (February 7, 2025)

# Pest Control | February 2025

## Recent Transaction Profiles

### Arrow Acquires Davis Exterminators



Target



Buyer

- **January 2025** – Arrow Exterminators – an Atlanta-based provider of pest and termite control services – has acquired Davis Exterminators, Inc.
- Headquartered in Panama City, FL, Davis Exterminators is a full-service pest and termite control company serving residential and commercial customers across the Florida Panhandle.

### Cadex Solutions Adds Receivables Control



Target



Buyer



Sponsor

- **December 2024** – Barefoot Mosquito & Pest Control – a Dallas, Texas-based provider of pest management services – has acquired All Seasons Pest Control.
- Based in Euless, Texas, All Seasons Pest Control has provided residential and commercial pest management solutions since 1994, earning a strong reputation for quality service in the Dallas-Fort Worth area.

### a360inc Acquires ProVest



Target



Buyer



Sponsor

- **December 2024** – Certus Pest – a national provider of pest control solutions – has acquired Green Wave Pest Solutions' Las Vegas operations.
- Based in Las Vegas, Green Wave Pest Solutions has provided pest management services to residential and commercial customers across the region.

### Qualitas Funds Acquires Annuity Health



Target



Buyer



Sponsor

- **December 2024** – Ned's Home – a leading provider of home services – has acquired Ultra Safe Pest Management, expanding its presence in the Boston, Massachusetts market.
- Founded in 2000 by Vic Palermo, Ultra Safe Pest Management has built a strong reputation for pest control, gutter services, and lawn treatments across six counties in the Boston area.

### Cambridge Capital Acquires STAT Recovery



Target



Buyer



Sponsor

- **November 2024** – Rockit Pest – an Atlanta, Ga.-based pest control provider – has acquired Mincey's Pest Control.
- Based in Dillon, South Carolina, Mincey's Pest Control has served residential and commercial customers for over four decades.

### Accscient Adds Nationwide Recovery Services



Target



Buyer



Sponsor

- **November 2024** – Action Termite & Pest Control – a leading provider of pest management services – has formed a strategic partnership with Dynamic Pest Control.
- Based in Phoenix, Arizona, Dynamic Pest Control has built a strong reputation for serving residential and commercial customers. This partnership strengthens Action's presence in Phoenix.

# Pest Control | February 2025

## Recently Acquired Sponsor-Backed Platforms

<p>2024</p>  <p>Citation Capital</p>	<p>2023</p>  <p>Shore Capital Partners</p>	<p>2023</p>  <p>CenterOak Partners</p>	<p>2023</p>  <p>Percheron Capital</p>
<p>2023</p>  <p>Trivest</p>	<p>2023</p>  <p>Incline Equity</p>	<p>2022</p>  <p>Concentric Equity Partners</p>	<p>2021</p>  <p>Thompson Street Capital Partners</p>

## Noteworthy Recent Pest Control Transactions (Last Four Months)

Date	Target	State	Buyer	Financial Sponsor
Jan 25	Mike Weed's Termite & Pest Control	FL	Knox Pest Control	-
Jan 25	Davis Exterminators	FL	Arrow Exterminators	-
Jan 25	Acenitec Pest & Lawn Services	OK	Fresh Pest Control	-
Dec 24	All Seasons Pest Control	TX	Barefoot Mosquito & Pest Control	Incline Equity Partners
Dec 24	Green Wave Pest Solutions	NV	Certus Pest	Imperial Capital Group
Dec 24	Ultra Safe Pest Management	MA	Ned's Home	The Jordan Company
Nov 24	Cajun Bug Exterminating	LA	Arrow Exterminators	-
Nov 24	Master Mosquito Control	NH	Pest End	-
Nov 24	Aardvark Ant & Pest Control	CA	Certus Pest	Imperial Capital Group
Nov 24	Mincey's Pest Control	SC	Rockit Pest	Halle Capital Management
Nov 24	Pextex	MA	Select Exterminating	-
Nov 24	Advanced Termite & Pest Control	TN	Lookout Pest Control	Percheron Capital
Nov 24	Dynamic Pest Control	AZ	Action Termite & Pest Control	Shore Capital Partners
Oct 24	A and B Termite & Pest Control	TX	Barefoot Mosquito & Pest Control	Incline Equity Partners
Oct 24	D & G Exterminating	GA	Northwest Exterminating	-
Oct 24	Green Mango Pest Control	AZ	PestCo	Thompson Street Capital Partners

Source: Pitchbook (February 7, 2025)

## EdgePoint's Facility Services Practice: Select Recent and Pending Transactions

<p><b>Project Dune</b> Provider of outsourced facility management services Marketing</p> <p>Facility Maintenance Services</p>	<p><b>GREAT LAKES ELECTRIC</b> has been acquired by <b>OAK</b> a portfolio company of <b>SHOREVIEW</b></p> <p>C&amp;R Electrical Services</p>	<p><b>CANARIIS CORPORATION</b> has been acquired by <b>AMERICAN EVENT SERVICES</b> a portfolio company of <b>SOLHEIM</b></p> <p>HVAC, Plumbing Fire Protection</p>	<p><b>GATURI</b> has been acquired by <b>FALCON AFFILIATES</b></p> <p>Commercial Linen &amp; Uniform</p>	<p><b>BIRCHCREST</b> has been acquired by <b>GUNNISON</b> a portfolio company of <b>WARREN</b></p> <p>Landscaping &amp; Tree Care</p>
<p><b>Project Jolt</b> Provider of commercial and industrial electrical contracting services Pre-Marketing</p> <p>Electrical Services</p>	<p><b>Melink</b> has been acquired by <b>FALCON AFFILIATES</b></p> <p>Commercial HVAC Services</p>	<p><b>RELIANT</b> has been acquired by <b>Kelly Roofing</b> a portfolio company of <b>ARQUEST</b></p> <p>Roofing Services</p>	<p><b>Quality</b> ENVIRONMENTAL SERVICES has been acquired by <b>CAYMUS EQUITY</b> Private Equity for the Green-Market Segment</p> <p>Environmental Remediation</p>	<p><b>ONSIGHT</b> has been acquired by <b>COPELEY CAPITAL</b></p> <p>Exterior Signage</p>

EdgePoint's Business Services Team has deep transaction experience across a range of key facility services sub-sectors.

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