



Nonresidential Janitorial & Cleaning Services

Falcon Affiliates Target Industry

Industry Overview

- Provides products and services including standard cleaning, industrial cleaning, damage restoration and facility maintenance for commercial, industrial, healthcare and education customers
- Market Size: ~\$53 billion
- Growth Rate: ~1.8% CAGR (2018-2023E)
- SIC Code(s): 7349, 7699
- NAICS Code(s): 561720

Industry Highlights & Falcon Value Add

- Highly fragmented industry
- Asset light business model
- Contract-based revenues
- Property managers outsourcing more cleaning and other facility maintenance services
- Expertise in M&A that can be used to support consolidation
- Experience with buying groups to lower procurement costs
- Operating partner expertise

Key End Markets

Standard
Cleaning

- Vacuuming
- Dusting
- Window
Cleaning

Industrial
Cleaning

- Construction
Cleanup
- Hazardous
Waste

Damage
Restoration

- Mold
- Fire
- Water

