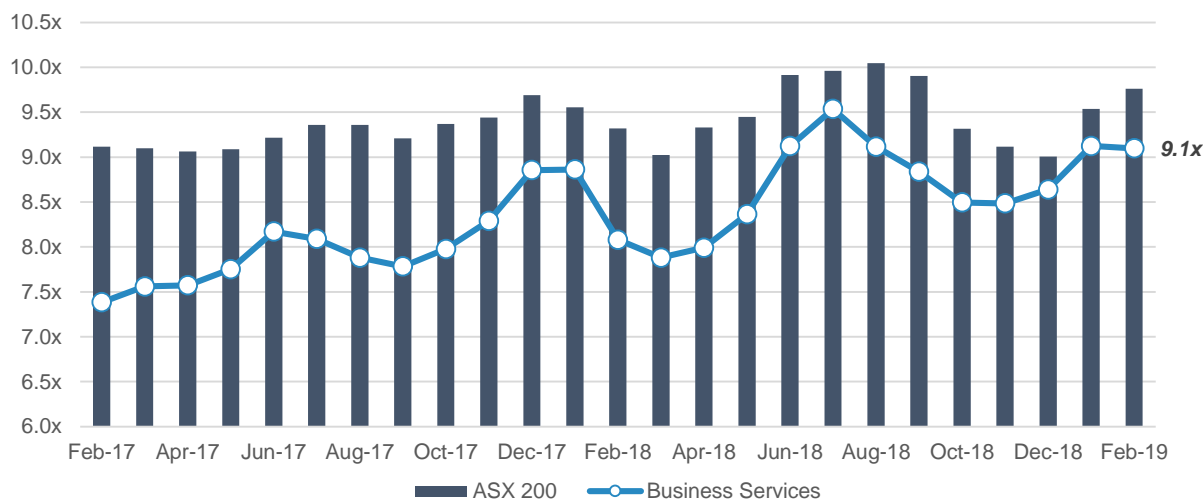


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 28/02/2019) Source: FactSet Research Systems Inc.

Multiples in the Business Services sector have remained constant over the period. At the end of February, the sector traded on a forward EV / EBITDA multiple of 9.1x, compared to the ASX200 on 9.8x.



Average Values and Trading Multiples (values as at 20/03/2019) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$m)	EV/EBITDA FY2019	EV/EBIT FY2019	Price / Earnings FY2019
Business and Technical Consulting	7,774	7.6x	8.4x	13.4x
Business Process Outsourcing	19,281	9.3x	14.0x	14.7x
Education	5,681	15.0x	18.1x	26.0x
Transportation, Logistics & Distribution	73,814	8.3x	14.3x	18.0x
Business Services	106,551	9.2x	12.6x	16.5x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2019. Difference in forward EV/EBITDA multiples between Figure and Table are representative of the timing difference between month-end result and current day result.

¹ The InterFinancial Business Services Index set is an unweighted index comprising Business Services sector related companies trading on the Australian Securities Exchange (ASX). Estimates are sourced from FactSet Research Systems Inc.

MERGER & ACQUISITION NEWS...



Value: 36% Stake

APG, QIC and Swiss Life have acquired a **36% stake in Brussels Airport**. The investment in Brussels Airport fits the core strategy of **APG** as it represents an attractive opportunity to gain access to high quality, resilient infrastructure with promising long-term growth potential. **Brussels Airport** – Belgium's largest – is a freehold perpetual airport located in the political capital of Europe, host to EU and NATO headquarters.



Value: Not Disclosed

Ferrier Hodgson, one of Australia's first independent firms specialising in restructuring and financial advisory, is set to merge with **KPMG**. The combined operation results in a significantly expanded presence with 27 partners and more than 200 specialists in Australia.



Value: Not Disclosed

Quay Advisors, a Sydney, Australia-based strategic communications and investor relations advisory company, has been acquired by **Teneo**, a New York-based global CEO advisory firm. **Quay Advisors** was founded in 2016 and has provided counsel to ASX listed companies and private entities, specialising in the financial services, property, retail, agricultural, leisure, oil, gas and energy sectors.



Value: \$240m

Cushman & Wakefield, a Chicago-based real estate services firm, bought **Smith Brothers Group**, an Australian trade services businesses. The deal enhances **Cushman & Wakefield's** facilities services across Australia and New Zealand. **Smith Brothers Group**, with 200 employees, has 6,000 customers and offers electrical, plumbing and water services. **Cushman & Wakefield** has 51,000 employees in 400 offices and 70 countries.



Value: Not Disclosed

Global Payments Inc, an Atlanta, GA-headquartered provider of payment technology services, has acquired Australia-based **Sentral Education**, a cloud-based school management platform which streamlines school administration, student management and data management. Software integration is at the core of **Global Payments** businesses and the **Sentral** will benefit from the worldwide expertise of **Global Payments** not just in payments, but in school management solutions.



Value: \$40.3m

Collection House Limited, an accounts receivable management services company, has reached a binding agreement to acquire the entire purchase debt ledger and other selected assets from **ACM Group Limited** for a cash consideration of \$40.3m.



Value: \$35m

Threat Protect Australia Limited has reached an agreement to acquire **Onwatch**, an Eastern states monitoring alarm security business, for approximately \$35m. The acquisition will be funded utilising a new \$49m funding package, which is a mix of debt and equity. It will be used to complete the acquisition of **Onwatch**, refinance the existing facility with **Macquarie**, and provide future funding for acquisition growth.

MERGER & ACQUISITION NEWS...



Value: Not Disclosed

Officeworks, a Wesfarmers group company that supplies office products and services, has acquired **Geeks2U**, a national provider of on-site information, communication and technology services. The value of the deal was not disclosed.



Value: Not Disclosed

EY has announced that it has acquired the Australian branch of the community investment consultancy **Karrikins Group**. Around 102 employees from **Karrikins'** Australian business will join EY.



Value: Not Disclosed

Ticketmaster, a **Live Nation Entertainment Company**, has announced the acquisition of **Moshtix** to service the growing general admission event markets in Australia and New Zealand. The acquisition will provide Australian and New Zealand venues and promoters a unique offering which combines **Moshtix's** experience and innovative technology for general admission, self-service and white label solutions with **Ticketmaster's** services, marketing, distribution and reach.



Value: Not Disclosed

Trinity Consultants, a Texas-based environmental consulting firm backed by **Levine Leichtman Capital Partners**, has acquired Australia-based **ASK Consulting Engineers**. **ASK Consulting** has one office location with approximately ten employees, providing the stepping stone for **Trinity Consultants'** growth in Australia.



Value: ~\$20m (60%)

Will Group, Inc, a Tokyo-based staffing services company, will acquire a 60% stake in an Australia-based staffing/recruiting company **u&u Holdings**. **Will Group**, through its wholly-owned Singapore-based subsidiary **WILL GROUP Asia Pacific**, will spend JPY 1.526bn (USD 13.7m) to acquire the stake from **J.P. Pearce**, **Ram Acquire** and **CS Acquire**, each of whom currently hold 33.3% stakes in **u&u Holdings**.

SERVING UP SOME SUPPOSITION...

- **Car Next Door**, an Australian peer-to-peer car sharing marketplace, is looking to raise a Series C round of \$10m.
- **Guardian Geomatics**, a privately held Australian marine survey company, is doing due diligence on a potential acquisition within Australasia. Should the deal go ahead, it will give **Guardian Geomatics** geographic diversification. It sees Australia as a potential for huge growth in this sector in the next five to ten years.
- **Brambles**, an ASX listed logistics company, is yet to decide when it will convene the shareholder vote for its proposed return of proceeds from the USD2.51bn divestments of **IFCO** reusable plastic containers business. The business is expected to be sold to private equity firm **Triton** by 2Q19.
- **Automotive Holdings Group** has commenced a strategic review of its refrigerated logistics business.
- **Xenith IP Group** has confirmed that it has received a proposal from **IPH** to acquire all the issued shares of **Xenith IP Group**, and the company is at present reviewing the offer. **IPH** made a binding offer to acquire **Xenith IP Group** for cash and scrip consideration with an equivalent value of \$1.97 per **Xenith** share, comprising of \$1.28 cash and 0.1056 **IPH** shares.

CONTACT DETAILS

If you are interested in specific information regarding mergers and acquisitions in the Business Services sector, please contact Sharon Doyle or Andrew Wheeler.

Name	Position	Phone	Email
Sharon Doyle	Managing Director	(07) 3218 9122	sdoyle@interfinancial.com.au
Paul Keehan	Chairman	(07) 3218 9100	pkeehan@interfinancial.com.au
Mark Steinhardt	Head of M&A	(07) 3218 9105	msteinhardt@interfinancial.com.au
David Hassum	Director	(07) 3218 9108	dhassum@interfinancial.com.au
Andrew Wheeler	Director	(07) 3218 9107	awheeler@interfinancial.com.au
Simon Douglas	Director	(07) 3218 9100	sdouglas@interfinancial.com.au
Ted Marchant	Director	(07) 3218 9100	tmarchant@interfinancial.com.au
Yvonne Macleod	Director	(07) 3218 9100	ymacleod@interfinancial.com.au
Brad Shaw	Director	(07) 3218 9100	bshaw@interfinancial.com.au
Anthony Vago	Associate Director	(07) 3218 9100	avago@interfinancial.com.au
Tom Benham	Associate Director	(07) 3218 9113	tbenham@interfinancial.com.au
Michael Kakanis	Associate	(07) 3218 9106	mkakanis@interfinancial.com.au

DISCLAIMER

This information has been sourced from the ASX, Mergermarket.com and various other public information sources. Forecasts are consensus forecasts sourced from FactSet Research Systems Inc.

Important Disclaimer – This may affect your legal rights: Because this document has been prepared without consideration of any specific person's financial situation, particular needs and investment objectives, a financial services licensee or investment adviser should be consulted before any investment decision is made. While this document is based on information from sources which are considered reliable, InterFinancial, its directors, employees and consultants do not represent, warrant or guarantee, expressly or impliedly, that the information contained in this document is complete or accurate. Nor does InterFinancial accept any responsibility to inform you of any matter that subsequently comes to notice, which may affect any of the information contained in this document. This document is a private communication to clients and is not intended for public circulation or for the use of any third party, without the prior approval of InterFinancial. This report does not constitute advice to any person.

Disclosure. InterFinancial has no interest in any of the securities mentioned in this publication. However, its directors, executives or consultants may have an interest in some of the securities, directly or indirectly, which are mentioned

InterFinancial is a member of Clairfield International, an international corporate finance firm that provides advisory services in crossborder mergers and acquisitions. Clairfield is represented by over 400 people across 22 countries, closing over 100 transactions each year.

InterFinancial
Corporate Finance Limited
ABN: 49 136 962 966
AFSL: 341675
Level 2, 201 Charlotte Street
GPO Box 975
Brisbane Queensland 4001
(07) 3218 9100
admin@interfinancial.com.au
www.interfinancial.com.au

