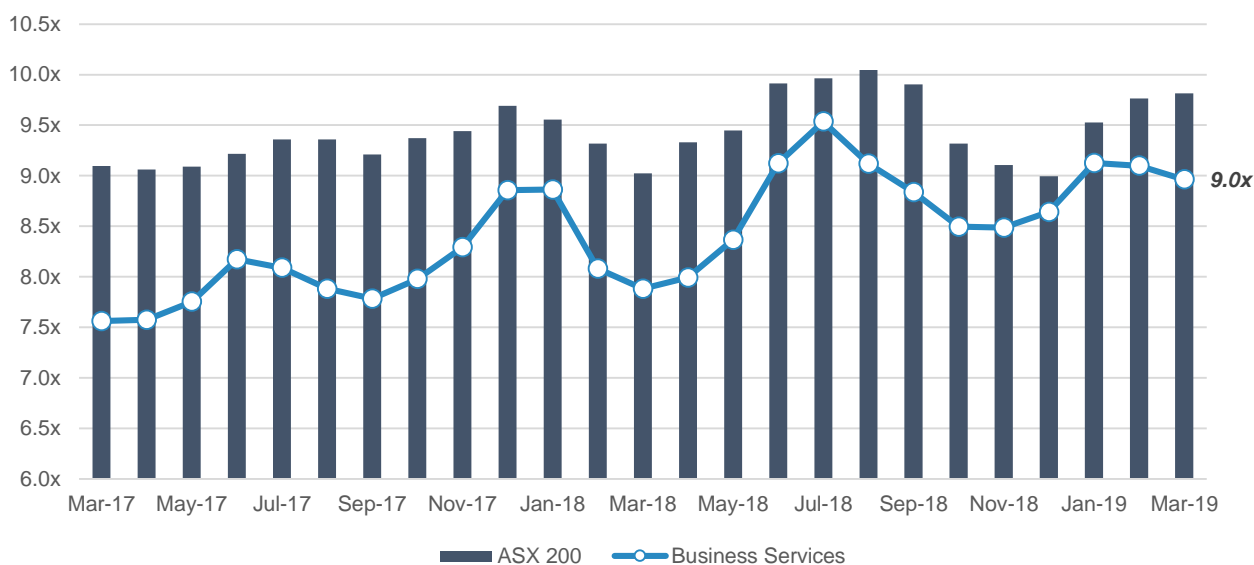


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 31/03/2019) Source: FactSet Research Systems Inc.

Multiples in the Business Services sector have slightly decreased over the period. At the end of March, the sector traded on a forward EV / EBITDA multiple of 9.0x, compared to the ASX200 on 9.8x.



Average Values and Trading Multiples (values as at 18/04/2019) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$m)	EV/EBITDA FY2019	EV/EBIT FY2019	Price / Earnings FY2019
Business and Technical Consulting	3,484	6.9x	7.5x	13.1x
Business Process Outsourcing	18,932	8.8x	12.9x	13.7x
Education	5,965	15.7x	18.8x	26.8x
Transportation, Logistics & Distribution	74,054	8.3x	14.2x	17.9x
Business Services	102,436	9.0x	12.2x	16.3x

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.

MERGER & ACQUISITION NEWS...



Value: \$40.8m

MindChamps PreSchool, the Singapore-based education company, has entered into an agreement to acquire eight more early learning centres, strategically located in and around Sydney. This will bring the total number of **MindChamps** early learning centres in Australia to 20, significantly strengthening the brand's presence.

SkyBus



Value: \$400.0m

AATS Group, the Australian and New Zealand bus operator which owns **SkyBus**, has bought the mobility specialist **Transit Australia Group (TAG)**. The sale of **TAG** encompasses leading urban mass transit companies **Surfside Buslines** and **Sunbus**, and represents Australia's largest ever bus transaction.

Infracore



Value: \$162.0m

Infracore, a New Zealand based infrastructure fund, has announced a conditional sale of its 50% stake in the ANU Student Accommodation portfolio to **AMP Capital**. This conditional sale agreement enables ANU to continue to grow its purpose built student accommodation offering under new ownership.



Value: \$67.2m

Greentown Service, a property management company in China, will acquire 56% of **Montessori Academy Group Holdings** from **Montessori Academy**. **Montessori Academy Group Holdings** is principally engaged in the provision of education and nursery services for infants, toddlers and preschoolers.

Janison



Value: \$8.0m

Janison Education Group, an education technology provider, has entered into a binding agreement to acquire **LTC Holdco**, the parent company of **Language & Testing Consultants**. **LTC** is an Australian examination services business, and represents the strategic expansion of **Janison** into the assessment market where it can transition **LTC's** clients from paper-based exams to digital assessments.



Value: \$191.7m

IPH will acquire the shares in **Xenith IP Group** that it does not already own for a combination of cash and shares valued at \$2.15 per **Xenith** share. This follows the news that **QANTM Intellectual Property** would not make a counter-offer to match the terms stated by **IPH**.



Value: \$19.0m

Securitas, a Swedish security services company, has acquired Australia-based **Staysafe**, an alarm monitoring company. **Staysafe** is one of the largest monitoring companies in Australia with \$11m annual sales and 73 employees. The acquisition will allow **Securitas** to strengthen its client value proposition and continue its trend of strong growth in the Australian market.

SERVING UP SOME SUPPOSITION...

- **QIC** is preparing to bid for a controlling stake in **Hobart International Airport**, an Australian airport asset.
 - **Automotive Holdings Group's** refrigerated holdings unit is set to begin a sale process despite the takeover offer from **AP Eagers**. **AP Eagers** already owns 29% of the target, and had made an offer of one **AP Eagers** share for every 3.8 **Automotive Holdings Share**, which is unlikely to be accepted.
 - **Eclix Group** and **McMillan Shakespeare** have agreed to terminate the scheme implementation agreement for the planned merger decided in 2018. This was on the back of the news that **Elcix** was looking to sell **Grays**, an Australian-based online auction business, and **Right2Drive**, an Australian vehicle-loan business.
 - The sale of **Sea Swift**, an Australia-based shipping company, has been revived. The sale had recently been put on hold as its owner, **Champ Ventures**, had integrated a recent acquisition into **Sea Swift**.
 - **Baring Private Equity** is looking to sell two units of **SAI Global**, an Australian compliance and information services company. The sale of the two units could raise in the low hundreds of millions.
 - **Suncorp Group** has commenced a strategic review for its **Capital S.M.A.R.T Repairs** vehicle repair business.
 - **Think Childcare** is planning to raise \$18m to fund the purchase of four childcare centres in Western Australia. **Think** has plans to buy 11 centres this year, 16 next year, and an additional 46 in 2021 and 2022.
 - New Jersey-based **Dun & Bradstreet** is considered a potential buyer for **illion**, an Australia-based data and analytics business. **Dun & Bradstreet's** new owners, **CC Capital**, **Cannae Holdings**, and **Thomas H. Lee Partners** are thought to be the most logical owners for **illion**, which was previously **Dun & Bradstreet Australia**. **illion's** owner **Archer Capital** previously paid \$220m to acquire **Dun & Bradstreet's** Australian and New Zealand business, which was renamed **illion**. **illion** is now thought to be worth between \$1.2bn and \$1.5bn.
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