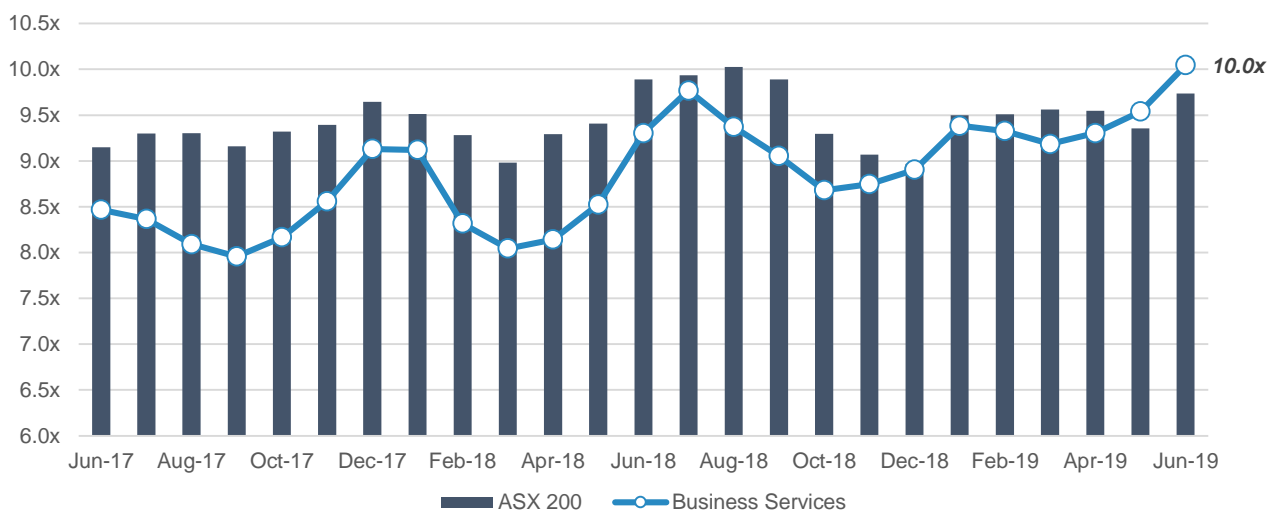


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 30/06/2019) Source: FactSet Research Systems Inc.

Multiples in the Business Services sector have increased over the period. At the end of June, the sector traded on a forward EV / EBITDA multiple of 10.0x, compared to the ASX200 on 9.7x.



Average Values and Trading Multiples (values as at 18/07/2019) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value	EV/EBITDA FY2019	EV/EBIT FY2019	Price / Earnings FY2019
Business and Technical Consulting	8,178	8.4x	8.7x	14.3x
Business Process Outsourcing	18,208	8.8x	11.9x	13.0x
Education	6,417	16.6x	20.3x	29.9x
Transportation, Logistics & Distribution	84,092	10.4x	17.6x	22.3x
Business Services	116,895	10.2x	13.5x	18.3x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2019. The constituents have been refreshed this month to ensure the sector groups and companies included are current. 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: Not disclosed

Accenture has acquired **BCT Solutions** (BCT), a privately held technology consultancy that specialises in Command and Control, Cybersecurity, Cyber Defence services and expertise, supporting the delivery of Defence, National Security and Public Safety mission-support capabilities.

IFL Ventures served as the sell side advisor to BCT Solutions.



Value: \$8.1m

Energy retailer and energy solutions provider **ERM Power** has made a 50% investment in industrial automation and electrical engineering company **Alliance Automation** for \$8.1m. **Alliance Automation** is one of the largest independent electrical engineering and automation solution providers in Australia, with a team of more than 190 people and offices in Queensland, New South Wales, Victoria and South Australia.

InterFinancial served as the buy side advisor to ERM Power.



Value: Not disclosed

Sparesbox, an Australian online car parts retailer, has been acquired by **Genuine Parts Company's** Australian subsidiary **GPC Asia Pacific**. **Sparesbox** was valued in the "tens of millions of dollars" in the deal.



Value: Not disclosed

Enex Carbon, an Australia-based cybersecurity provider, has been acquired by **Kroll**, a risk solutions division of **Duff & Phelps LLC**, a New York-based financial advisory and investment banking firm.



Value: Not disclosed

Civeo has acquired **Action Industrial Catering**. The acquisition significantly enhances **Civeo** Australia's service offering and geographic footprint by providing an entry point into the growing integrated services opportunities in the Western Australian remote mining market.



Vale: \$9.64m

Ricardo announced that it has signed a share purchase deed to acquire the entire share capital of **PLC Consulting**. The total maximum consideration is AUD 9.64m (GBP 5.36m), to be paid in cash and subject to adjustments.



Value: \$60m

Eclix Group Limited today announces the sale of both **GraysOnline** and **AreYouSelling** to **Quadrant Private Equity** for AUD 60m. The transaction covers 100% of the shares in the **GraysOnline** and **AreYouSelling** businesses.



Value: Undisclosed



Delta Agribusiness announced today that it has completed the acquisition of leading independent rural services business **North West Ag Services** and **AGRivision Consultants**. The terms of the deal were not disclosed.



SERVING UP SOME SUPPOSITION...

- **Virgin Australia** and **Affinity Equity Partners** are moving ahead with plans to list the **Velocity Frequent Flyer** rewards program on the ASX.
- **Automotive Holdings Group's** refrigerated logistics operation is believed to interest **Emergent Cold**, a US-based logistics group, and **Lindsay Australia**.
- Australian childcare Centre development business **Edhod's** receiver is seeking expressions of interest for the business.
- **Compare and Connect**, a privately held Australia-based platform to compare and connect utility services, could consider taking an external investor on board after the 50% stake owner **Domain** exited.
- **Macquarie Infrastructure and Real Assets** is anticipated to take full control of **Genesee & Wyoming Australia (GWA)**, an Australian rail operator. The deal is anticipated to value **GWA** at over AUD 2bn
- **AMA Group**, an Australian automotive aftercare and repair specialist, has submitted an indicative offer for **Horizon Global's** Asia Pacific business.
- **Wattle Health Australia** has proposed the acquisition of an additional 13.5% stake in **Blend and Pack Pty Ltd.** from the original founding shareholders of **Blend and Pack**.
- The **South Australian government** has decided to privatize the operation of Adelaide Metro trains and trams.
- **Qube Logistics** has announced its intention to make an off-market takeover offer **Chalmers**.
- **Vibrant Group**, a leading logistics, real estate and financial services group, is in discussion with parties to evaluate the disposal of **Blackgold Group**.
- **UnitingCare Australia**, an Australia-based aged-care services provider, is said to be among bidders interested in **KinCare**, an Australian aged-care business. **KinCare** has been presented as a business with revenue of over AUD 100m.

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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.

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