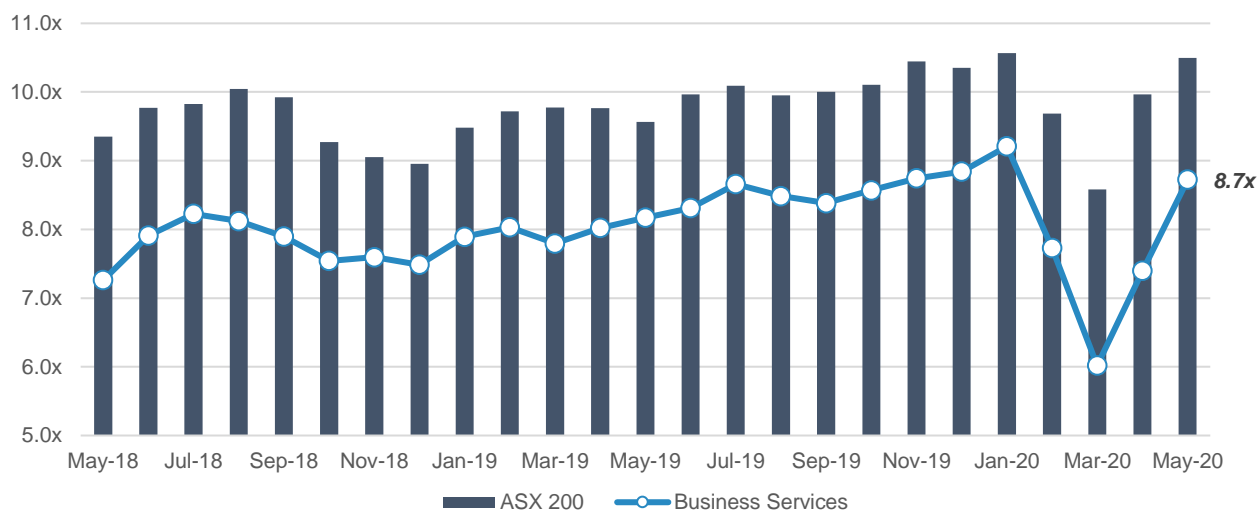


## VALUATION MULTIPLES

**Forward EV / EBITDA Multiples (monthly to 31/05/2020)** Source: FactSet Research Systems Inc.

Multiples in the Business Services sector have increased over the period. At the end of May, the sector traded on a forward EV / EBITDA multiple of 8.7x, compared to the ASX200 on 10.5x.



**Average Values and Trading Multiples (values as at 1/07/2020)** Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2020	EV/EBIT FY2020	Price / Earnings FY2020
Business and Technical Consulting	7,101	7.0x	9.3x	12.2x
Business Process Outsourcing	15,523	9.2x	12.5x	14.5x
Education	5,883	17.6x	29.9x	48.3x
Transportation, Logistics & Distribution	51,052	9.6x	14.9x	23.2x
<b>Business Services</b>	<b>80,292</b>	<b>9.8x</b>	<b>14.4x</b>	<b>20.2x</b>

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2020. Difference in forward EV/EBITDA multiples between Figure and Table are representative of the timing difference between month-end result, and current day result. Composition of companies in Sector Dashboards are updated every 6 months. Most recent update: February 2020.

## MERGER & ACQUISITION NEWS...

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Plan  
Partners  
Bringing your plan to life

Value: AUD 8m (25% stake)

**McMillan Shakespeare** [ASX:MMS], an Australian financial services and investment group, has reached an agreement to acquire its joint venture partner's 25% interest in **Plan Partners** for AUD 8m. The transaction will be funded from existing cash reserves and is expected to complete on or around 30 June 2020. Once completed, the Company will wholly own Plan Partners. Plan Partners is a nationally registered provider of plan management and support coordination services to its customers who are participants in the National Disability Insurance Scheme.



Downer  
Relationships creating success



DATAMINE

Value: Undisclosed

**Downer** [ASX:DOW] has agreed to sell its mining consultancy and software subsidiary **Snowden** to **Datamine**, a mining software business.



easyshare



yabonzo  
SMART PROPERTY MANAGEMENT

Value: Undisclosed

**Easyshare**, an Australia-based rental and bill payments app, has been acquired by **Yabonza**, an Australian property management platform. Easyshare's founder John Bush will join Yabonza's leadership team as part of the cash and equity deal. Yabonza has announced plans to raise between AUD 10m and AUD 20m in a Series B funding round later this year.



AUSTRALIAN  
WINGS ACADEMY



TISDALL  
AVIATION

Value: Undisclosed

**Tisdall Aviation Group** has acquired **Australian Wings Academy**, the independent provider of airline quality pilot training. **Tisdall Aviation Group** (TAG) is a Queensland-based business providing a diverse range of aviation services including Charter, Training and MRO and has recently expanded its operations to South Australia with the acquisition of Pulse Aero.

## SERVING UP SOME SUPPOSITION...

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- **Virgin Australia Holdings Ltd.** [ASX:VAH] administrator Deloitte has rejected the recapitalization proposal made last week by a group of bondholders of the collapsed airliner. The letter followed the administrator's decision announced on 26 June to sell the collapsed Australian airliner to **Bain Capital**.
- **Outsourcing Oceania Holdings** (OOH), an Australian recruitment and professional services company, is looking to acquire smaller recruitment businesses as bolt-ons to its current platform. The Melbourne-based company, part of Japan's **Outsourcing Inc** [TYO:2427], currently has five business pillars comprising **HOBAN Recruitment**, **Bluefin Resources Group**, **Clicks IT Recruitment**, **Marble Recruitment** and **PM Partners**. It generated about AUD 650m in revenues for FY19.
- **SeaLink Travel Group** [ASX:SLK], the Australian bus, ferry and tourism operator, is keen to enter North America and New Zealand via acquisitions. The company, with a AUD 1.03bn market cap, hopes to acquire smaller public transport operators in these markets, and has looked at such targets in the US, Canada and New Zealand.
- **OPTrust** is said to have revived its efforts to sell 50% of the Australian bus business **Kinetic Group**.
- **Border Express**, an Australian national transport and distribution services company, could consider approaches from external investors, as well as acquisition opportunities to enhance the business as it emerges from the coronavirus pandemic in a stronger position. The Melbourne-headquartered company, owned by the founding Luff family, is happy to have discussions with potential parties that are seeking to invest in transport businesses and could bring in collaboration to accelerate growth of the business.
- **EStore Logistics**, an Australian online logistics business, is considering an IPO or an external raising. EStore has invested AUD 40m into robotic fulfillment centres to double its capacity and allow its customers, which include **Kogan.com**, **Temple & Webster**, **Myer**, and **David Jones**, to expand same-day delivery options. The investment follows a surge in online shopping as a result of the coronavirus pandemic.
- **GO1**, a content hub for workforce training and upskilling courses, is scaling by adding content providers and workforce collaboration integrations to its platform. The Brisbane, Australia-based company announced a USD 40m Series C last month, bringing total funding to USD 84m.
- **AlSCO Pty Ltd**, a wholly-owned subsidiary of by **AlSCO Inc.** and a bidder of **Spotless Laundries** has proposed a plan to break up the laundries services business of **Spotless Group Holdings Ltd.** for its planned acquisition. Under the proposal, a third party would acquire Spotless Laundries from Spotless Group Holdings post which AlSCO would acquire certain assets and customers that comprise Spotless' garment business, according to a statement released by the Australian Competition and Consumer Commission (ACCC).
- **Zoom2U**, a privately owned Australian courier business, is keeping its eyes open for acquisition opportunities that could leverage its technology platform. The company, which provides on-demand courier services by connecting customers and drivers on a real time basis, has also seen its valuation increase with each round of capital raise.
- **Smaart Recruitment**, a private Australian recruitment company, is mulling a AUD 5m Series A in 2021 to assist in funding its local growth plans.
- The Australian Competition and Consumer Commission (ACCC) is continuing to investigate **Qantas Airways Ltd's** [ASX:QAN] acquisition of a 19.9% stake in **Alliance Aviation** [ASX:AQZ]. Qantas acquired a 19.9 per cent interest in Alliance last year, becoming Alliance's single biggest shareholder. On 1 August 2019, the ACCC issued a statement of issues, which set out the ACCC's competition concerns with the minority stake.
- **Atlas Arteria** [ASX:ALX], formerly known as **Macquarie Atlas Roads**, one of the world's largest developers and operators of private toll roads, is seeking to raise a total of AUD 495m via a fully underwritten institutional placement and a share purchase program. The equity raising will be used to restructure the balance sheet, enhance resilience in uncertain times and provide additional capacity for growth.
- **Oncontractor**, an Australia-based recruitment and labour hire business, is preparing to list on the ASX next year. Oncontractor launched a pre-IPO funding round this week in preparation for a listing in the first quarter of next year. The company is looking to grow revenue to AUD 60m by 2021.
- **Zeep Medical**, an Australian specialist medical recruitment service for doctors, is reviewing options for its 2021/2022 growth phase including offshore expansion and diversification into other medical verticals in the domestic market. The company could consider acquisitions to achieve these plans as well as to scale in the domestic market with bolt-ons.
- **LVX Global**, an Australian engineering solutions business, has told fund managers that it hopes to list in around 12 months. LVX has launched a pre-IPO raising to fund M&A, new hiring, and sales capacity. The group is offering shares at AUD 0.011 each, which implies a market cap of AUD 18.2m for LVX.

## CONTACT DETAILS

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