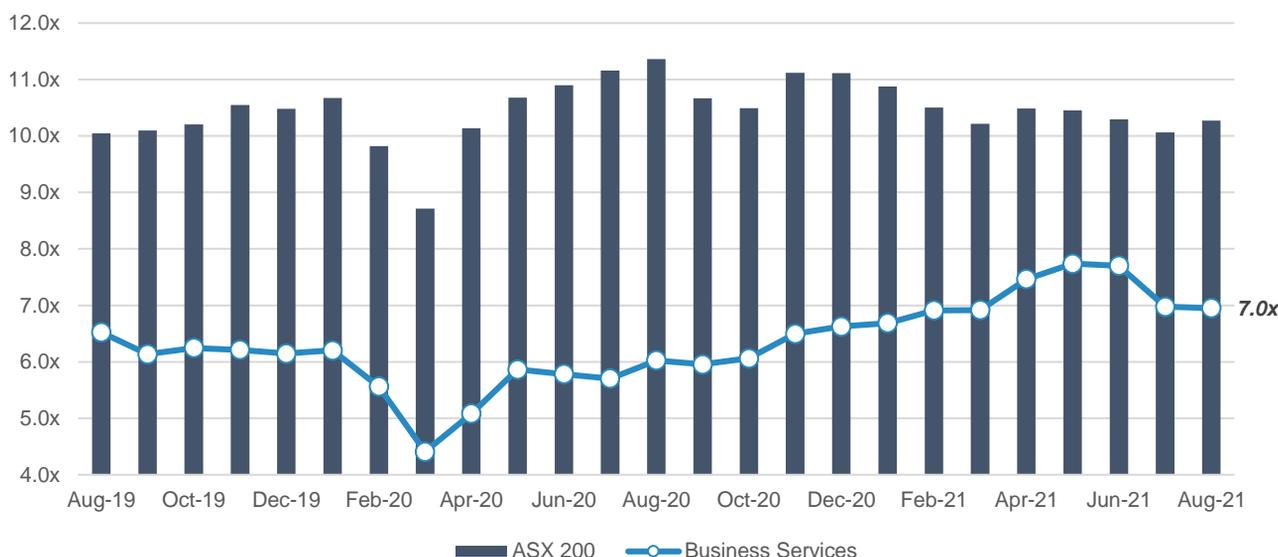


## VALUATION MULTIPLES

### Forward EV / EBITDA Multiples (monthly to 31/08/2021) Source: FactSet Research Systems Inc.

Multiples in the Business Services sector have decreased over the period. At the end of August, the sector traded on a forward EV / EBITDA multiple of 7.0x, compared to the ASX200 on 10.3x



### Average Values and Trading Multiples (values as at 16/09/2021) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2022	EV/EBIT FY2022	Price / Earnings FY2022
Business and Technical Consulting	18,205	8.6x	11.3x	17.9x
Business Process Outsourcing	2,868	8.1x	9.2x	13.6x
Education	10,479	11.1x	14.3x	17.9x
Facilities Management	558	3.6x	4.7x	9.8x
Staffing	408	9.4x	11.5x	13.3x
Transportation, Logistics & Distribution	41,071	9.4x	16.9x	17.0x
<b>Business Services</b>	<b>73,589</b>	<b>8.9x</b>	<b>12.9x</b>	<b>16.3x</b>

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2022. 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: May 2021.

<sup>1</sup> 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...

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Value: AUD 8.0 m



**Cluey Ltd (CLU)**, an Australia-based online learning support and school tutoring company, have announced their acquisition of **Code Camp**, an Australia-based coding and digital skills provider. The transaction will broaden Cluey's product mix and increase active customers. Cluey's product offering will extend to B2B and B2B2C offerings, allowing Cluey to offer in person school holiday camps and after-school programs

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Value: AUD 24.5 m



**PSC Insurance Group Limited (PSI)**, an Australia-based insurance group has agreed to acquire the broking business trading as **Alliance Insurance**, an Australia-based insurance provider. PSC will be purchasing the insurance broking portfolio and other key business assets of Alliance from **Alliance Insurance Broking Services Pty Ltd**.

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Value: AUD 90 m



**Qube Holdings Limited**, an Australian logistics provider, has entered into a binding agreement to acquire **Newcastle Argri Terminal (NAT)**. The acquisition provides Qube with additional geographical diversity and service capability to enhance the company's ability to provide reliable export logistics solutions.

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Value: AUD 855 m



**Intertek Group Plc** has entered into an agreement to acquire **SAI Global Assurance Limited**, an Australia-based company specializing in quality assurance, auditing, certification and training from parent firm **SAI Global Limited**. The transaction will be funded by Intertek's existing debt facilities and is expected to complete in Q3 2021.

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### SERVING UP SOME SUPPOSITION...

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- **Australian Finance Group**, an Australia-based finance broker, is seeking opportunities for inorganic growth
  - **Auswide Bank**, an Australia-based Financial Service and Banking company, is reviewing M&A, fintech and other partnering opportunities.
  - **PTB Group**, an Australia-based specialised aviation parts and services company, is investigating additional inorganic growth opportunities.
  - **Certus APAC**, a provider of Human Capital Management and Enterprise Resource Planning cloud services, has been acquired by KPMG Australia, a multinational professional services provider. The transaction will enhance KPMG's digital transformation and cloud services capabilities by improving their Oracle specialist capabilities.
  - **Sequoia Financial (SEQ)**, an Australia-based financial planning company, is seeking to acquire additional scale in general insurance broking businesses over the next three years.
  - **Auldhouse Computer Training**, a New Zealand-based IT training provider, has agreed to acquire all the issued share capital of **Auld House Computer Training Limited**, a New Zealand-based provider of private fee-for-service of information and communication technology and cybersecurity certified training.
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## SERVING UP SOME SUPPOSITION...

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- **IDP Education's** biggest shareholder **Education Australia** sells its 15% stake in a block trade at an offer price of AUD 27.25 per share.
- **Keypath Education**, an Australia-listed online program management company, is targeting M&A for further growth.
- **Curio**, an Australian education consultancy and services company, has received multiple approaches from potential suitors and plans to launch a ventures arm late this year to bring in external investors.
- **Janison Education Group (JAN)**, an Australian education technology business, is eyeing the acquisition of school assessments and sees opportunity for consolidation within the industry.
- **Transurban Group** [ASX: TCL], which holds a 51% stake in Australian motorways network **WestConnex**, is expected to launch an equity fundraise this week seeking AUD 4bn to AUD 5bn (USD 2.94bn to USD 3.67bn).
- Three top-10 security holders in **Sydney Airport** [ASX: SYD] have reported they support the board's decision to grand the **Sydney Aviation Alliance (SAA)** four weeks non-exclusive due diligence and its intention to conditionally recommend the AUD 8.75 per security proposal should a binding agreement be reached.
- **The New South Wales** state government will announce a successful bidder this week for a 24.5% stake in Australian motorways group **WestConnex**, the first tranche of the sale process for the motorway scheme.
- **Dalrymple Bay Infrastructure** [ASX: DBI] has announced that shareholder **Brookfield Infrastructure Partners** has received approval to increase its stake to 60%.
- Three ethical funds have taken up Australian irrigation technology business **Rubicon Water's** entire AUD 42.6m (USD 31m) IPO issue. The stock was acquired by **Australian Ethical** [ASX: AEF], **Ellerston**, and **Ethical Partners**.
- Australian superannuation funds are believed to be shying away from the auction for **Geelong Port** due to ESG concerns. '
- **Dexus** [ASX: DXS], an Australian-based property group, is in advanced talks to acquire the **Jandakot Airport** and **Jandakot city industrial estate** in Perth from **Ascot Capital** and **Kirsh Group**. Dexus could pay over AUD 1bn (USD 731m) for the assets.
- Debt investors, turnaround funds and rival airlines are likely to be keeping a close eye on **Regional Express Holdings** [ASX: REX], an Australia-based airline, when the company releases its full year results.
- **SeaLink Travel Group** [ASX: SLK], the Australian bus, ferry and tourism operator, is exploring acquisitions in complementary international markets.
- **Silk Logistics** [ASX: SLH], an Australia-based logistics business, will pursue synergistic and strategic acquisitions.
- The full control and operating rights of **Geelong Port**, the second-biggest port in Victoria is now offered after 50% stake owner **State Super** decided to sell their stake. The other owner **Brookfield** had already expressed its intention to sell the stake.

## CONTACT DETAILS

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