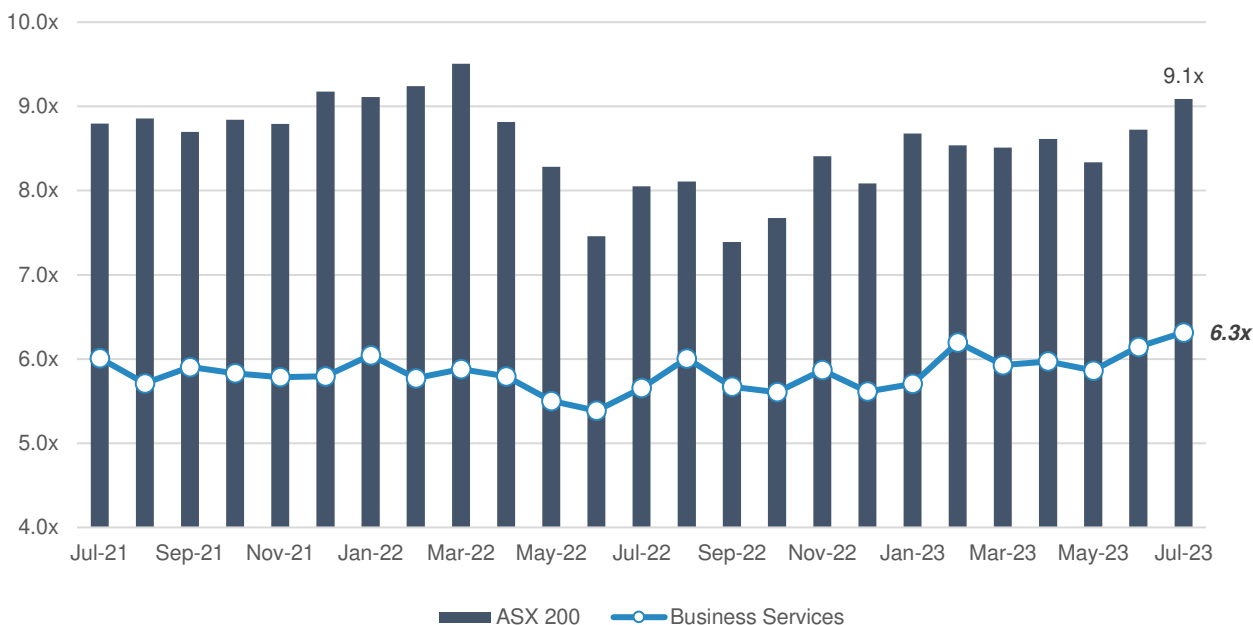


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 30/07/2023) Source: FactSet Research Systems Inc.

Multiples in the Business Services sector have remained constant over the period. At the end of July, the sector traded on a forward EV / EBITDA multiple of 6.3x, compared to the ASX200 on 9.1x.



Average Values and Trading Multiples (values as at 30/07/2023) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2022	EV/EBIT FY2022	Price / Earnings FY2022
Business and Technical Consulting	24,015	6.6x	9.5x	15.0x
Business Process Outsourcing	4,520	9.6x	12.7x	14.6x
Education	9,467	5.8x	11.3x	16.8x
Facilities Management	542	2.9x	9.3x	7.3x
Staffing	292	5.1x	7.2x	7.5x
Transportation, Logistics & Distribution	44,990	8.3x	13.0x	15.6x
Business Services	83,827	7.3x	11.4x	14.5x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2023. 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.

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

Ernst & Young, the United States based professional services firm that provides assurance and advisory business, tax, and consulting services has acquired **Future Friendly Team**, the Australia based digital product design agency. The terms of the deal were undisclosed.



Value: AUD 45m

Intelligent Monitoring Group, the listed Australian based security services provider, agreed to acquire Tyco Australia Group, the local security services company, from Signature Security Group, a subsidiary of Johnson Controls International, the listed United States based manufacturer of automotive interior products, batteries, and heating air conditioning systems for buildings as well as security and detection systems.



Value: AUD 52m

Iress [ASX:IRE], an Australia-based financial software company, announced that it has agreed to divest its managed funds administration (MFA) business to **SS&C Technologies [NASDAQ:SSNC]** for AUD 52m.



Value: AUD 76m

Splitit Payments (ASX:SPT), the Australian payments firm, has signed an agreement for an investment of up to USD 50m from funds advised by **Motive Partners**. After a comprehensive review of strategic alternatives, Splitit's Board unanimously concluded that the Proposed Transaction represents the best available opportunity to create long-term shareholder value.



Value: Undisclosed

Viridian Financial Group, a Melbourne, Australia-based financial advice business, has acquired **Smartmove Professional Advisors**, an Australian mortgage broking business.

The deal will double Viridian's client base and add roughly AUD 20m in revenue.



Value: AUD 28m



South Korea's **Mirae Asset Global Investments** has acquired a 53% stake in **Stockspot**, an Australian online investment advisor (robo-advisor), for AUD 28m. Mirae Asset Global Investments holds an option to acquire the remaining stake and plans to make additional purchases.



Value: Undisclosed



Convergent, a Schaumburg, IL-based service-based systems integration company, announced plans to acquire **Peace of Mind Technology (POMT)**, a Sydney-based provider of audio-visual, workspace and communications technology solutions.

This acquisition marks Convergent's entry into the audio-visual (AV) market in Australia.

SERVING UP SOME SUPPOSITION...

- **Pemba Capital** is selling **Arteva Funding**, an Australian premium funding business. Unnamed sources said that Scottish Pacific Group, a debtor and trade finance company owned by Affinity Equity Partners, is the lead contender to buy the asset. Arteva reported after-tax profit of AUD 11.2m for the 12 months ended June 2022, and had AUD 13.m in cash.
- **Finder**, an Australia-based comparison website, has met with investment banks to explore funding options. The raising is likely to be much smaller than the company's AUD 120m funding round in November 2021. The last round valued the company at AUD 770m.
- **Leading Well**, a privately held Australian executive coaching company, could consider a trade sale and would be open to talks with potential suitors that can ensure its "long term sustainable longevity", according to CEO Vanessa Fudge. The Sydney-headquartered company, which provides professional training and coaching to executives, is keen to hear from potential buyers, said Fudge, who did not specify a potential sale price.
- **Orora** [ASX: ORA], an Australian-based packaging company, is attracting interest for its US Division following Clayton Dubilier and Rice's (CD&R) USD 2.3bn bid for **Veritiv** [NYSE: VRTV] and strong private equity interest in the sector historically. Notably, Orora has been eyeing acquisition opportunities in the US and the low implied multiple of six times EBITDA in the Veritiv transaction could mean a similar acquisition for Orora may not be too expensive.
- **Domestique**, an Australia-based corporate communications firm, is in talks to be acquired by Morrow Sodali, a global governance advisory and consulting firm. While the deal value is unclear at present.

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