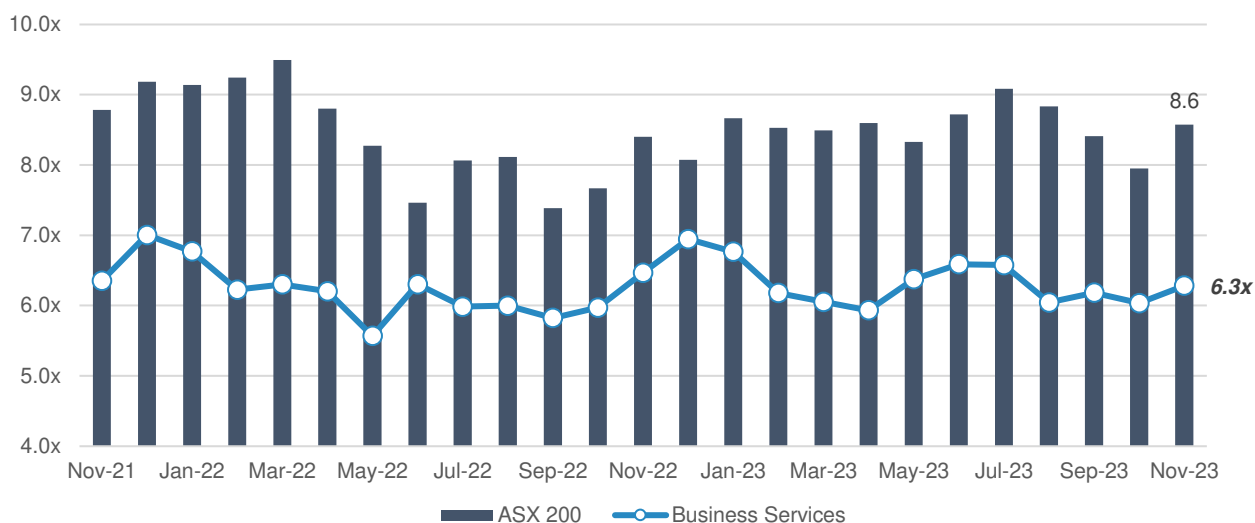


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 31/12/2023) Source: FactSet Research Systems Inc.

Multiples in the Business Services sector have remained flat over the period. At the end of November, the sector traded on a forward EV / EBITDA multiple of 6.3x, compared to the ASX200 on 8.6x.



Average Values and Trading Multiples (values as at 31/12/2023) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2024	EV/EBIT FY2024	Price / Earnings FY2024
Business and Technical Consulting	26,945	6.9x	9.5x	11.2x
Business Process Outsourcing	4,403	8.8x	10.3x	11.7x
Education	7,989	7.7x	9.8x	10.3x
Facilities Management	577	4.4x	10.3x	7.7x
Staffing	184	4.6x	8.0x	8.2x
Transportation, Logistics & Distribution	45,447	7.5x	13.0x	15.1x
Business Services	85,544	7.3x	10.6x	11.9x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2024. 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...

MORROW
SODALI

domestique

Value: Not Disclosed

Morrow Sodali Global, the United States based provider of shareholder consulting services has completed the acquisition of **Domestique Consulting**, the Australia based PR firm.

MORROW
SODALI

Designate

Value: Not Disclosed

Morrow Sodali Global, the United States based provider of shareholder consulting services has completed the acquisition of **Designate**, the Australia based integrated brand communications agency.

Zipline
whispir

Value: AUD \$ 69 M

Zipline Cloud, the Australia based communication technology company, is to acquire **Whispir**, the local communications company providing cloud-based software for organizations with mobile, email, voice and digital technology.

mckenzie
group

BCA certifiers



Value: Not Disclosed

Bureau Veritas SA, the France based certification services company in the areas of quality, health, safety, environment and social responsibility through its subsidiary **McKenzie Group**, the Australia based provider of mandatory property compliance services including building certification, compliance audits and consulting, and accessibility assessment to key building construction companies and project developers, has acquired business and assets from **BCA Certifiers**, the Australia based company engaged in building approval & certification assistance.

mckenzie
group

H
HENDRY



Value: Not Disclosed

Bureau Veritas SA, the France based certification services company in the areas of quality, health, safety, environment and social responsibility through its subsidiary **McKenzie Group**, the Australia based provider of mandatory property compliance services including building certification, compliance audits and consulting, and accessibility assessment to key building construction companies and project developers, has acquired certain business and assets from **Hendry Group**, the Australian based provider of built-form advisory services.

RSK
EXTENT

Value: Not Disclosed

RSK Group, the United Kingdom based environmental consultancy service provider, through its subsidiary **RSK Environment Australia**, the Australia based provider of a range of engineering and environmental services, has acquired **Extent Heritage**, the Australia based provider of heritage and archaeological consulting services.

LABELIUM
RyanCap

Value: Not Disclosed

Labelium SAS, the France based online Marketing has acquired **Ryancap**, the Australia based advertising Agencies.

SERVING UP SOME SUPPOSITION...

- **GlobalLogic**, a digital engineering firm, is set to acquire **Katzion**, a Sydney-based engineering company specializing in automotive applications. The move aims to broaden GlobalLogic's automotive offerings, including emerging segments like **micro-mobility**, and support geographic expansion in Australia/Asia-Pacific, Spain, and the Middle East.
- Global stakeholder engagement advisory firm **Morrow Sodali** has acquired **Domestique**, an Australian corporate communication and management consultancy firm. The acquisition expands **Morrow Sodali's** service offering, covering strategic and financial communications, public affairs, M+A, activism, proxy solicitation, sustainability, ESG consulting, research, and corporate branding in the APAC region.
- **Anacacia Capital** has engaged **Allier Capital** to oversee interest from potential buyers for **RP Infrastructure (RPI)**, an Australian construction and infrastructure advisory group. RPI, with over 300 employees, is exploring strategic options, including attracting a new majority investor, and is anticipated to be valued at a multiple in the high teens, generating earnings between AUD 14 million and AUD 16 million on revenue ranging from AUD 90 million to AUD 100 million (USD 66 million).
- **ORIGO Education**, a mathematics education provider in Australia backed by **Fortitude Investment Partners**, is open to investor approaches and advisory pitches, with co-founder James Burnett considering reducing shareholdings for the right investor. The company, which has received investment from **Fortitude** and **Blue Sky** in the past, prefers private equity or a US-based entity interested in California and welcomes approaches from corporate advisors for potential connections with buyers.
- Australian location intelligence firm **Nearmap** is set to acquire **Betterview**, a San Francisco-based property intelligence and risk management platform for the insurance sector. The deal aims to bolster Nearmap's position in imagery intelligence, offering an enhanced set of AI capabilities and expanding its footprint in the property and casualty space for insurance customers.
- **Quadrant Private Equity** is reportedly reviving efforts to sell **Superior Food Services**, an Australia-based food services business. The company has made soft approaches to potential buyers such as **Bain Capital** and **Blackstone**, aiming to pitch it as a defensive opportunity, with a two-part sale process anticipated to commence in the first quarter of 2024.
- **Intelligent Monitoring Group** has sold Tamworth-based **Advanced Inland Security (AIS)** to **Rascal Security** and simultaneously entered a 10-year bureau management agreement (BMA) with **Rascal**. The sale, funded by vendor finance at a 10% interest rate, is anticipated to improve IMG's EBITDA while reducing amortization, leading to an approximate annual NPAT improvement of AUD 850,000.
- **GlobalLogic**, a **Hitachi Group** digital engineering company based in Santa Clara, has entered into a definitive agreement to acquire **Katzion**, a Sydney based engineering firm specialising in applications for the automotive industry.
- **Ventura Group**, a family-owned bus operator, is set to be acquired by **Keppel Infrastructure Holdings**.

CONTACT DETAILS

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