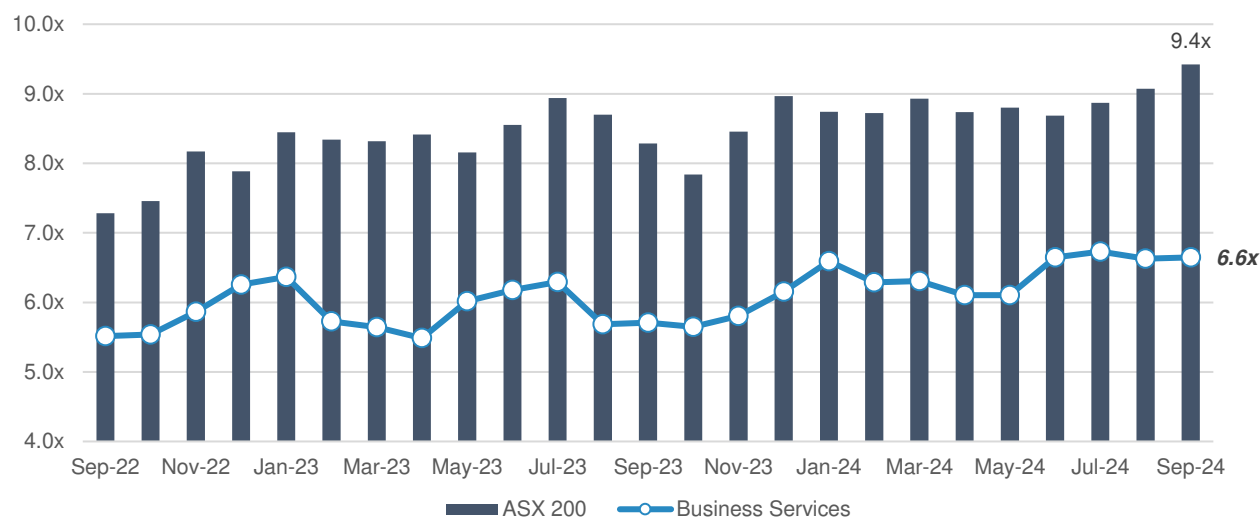


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 30/09/2024) Source: FactSet Research Systems Inc.

Multiples in the Business Services sector have increased over the period. At the end of September, the sector traded on a forward EV / EBITDA multiple of 6.6x, compared to the ASX200 on 9.4x.



Average Values and Trading Multiples (monthly to 30/09/2024) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2024	EV/EBIT FY2024	Price / Earnings FY2024
Business and Technical Consulting	27,904	6.7x	8.9x	11.5x
Business Process Outsourcing	4,807	9.2x	12.0x	12.3x
Education	6,161	5.3x	10.3x	14.4x
Facilities Management	773	3.6x	10.1x	9.2x
Staffing	196	5.4x	9.5x	10.0x
Transportation, Logistics & Distribution	54,500	7.2x	12.4x	13.9x
Business Services	94,340	6.9x	10.8x	12.6x

Note: Multiples are based on the forward year of the reported period, which for the majority of companies in the sector is FY2025. 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



US-based professional services and technology firm **Ashling Partners** has acquired **Reveal Group**, a privately owned Australian technology consultancy firm that helps clients improve operational performance.



Value: \$16.07m



GenusPlus is acquiring **Partum Engineering**, a provider of engineering design services to public and private customers. The purchase price of \$16.0m implies a multiple of 3.9x FY24 EBIT of \$4.1m. The offer is subject to approval by GenusPlus shareholders and an independent expert report



Value: Not Disclosed



Through its engineering and design subsidiary, **Colliers** has acquired **TTM Group**, an Australian transportation engineering consultancy service provider.



Value: Not Disclosed



Software technology firm **Aurizn** has announced its majority-stake acquisition of **McR Defence**, a smaller provider of government-focused professional services. The transaction seeks to broaden Aurizn's presence in the defence sector.



STRAIGHT BAT
PRIVATE EQUITY

Value: Not Disclosed



Straight Bat PE has acquired 70% of **Click Click Marketing**, a marketing consultancy business that offers integrated campaigns, event planning and lead generation.



Value: \$750m



Qatar Airways is set to acquire 25% of **Virgin Australia**, from Bain Capital, a global PE firm. This transaction provides an exit strategy for Bain Capital who has held its stake since Virgin Australia's voluntary administration in 2020. Virgin Australia is set to broaden its international flight offering, conditional on the deal pending approval from the competition authority and the foreign investment review board.



Value: \$2.22bn



KKR via its Asia Pacific Infrastructure Investors II Fund has entered into a definitive agreement to acquire 74.25% of **Queensland Airports** from The Infrastructure Fund, managed by Macquarie Asset Management, State Super and Australian Retirement Trust. The transaction is expected to close in late 2024, subject to customary conditions including regulatory approval.

SERVING UP SOME SUPPOSITION...

- **North Queensland Airports'** three owners are preparing to sell 100% of the company, namely JPMorgan Asset Management's IIF (66%), The Infrastructure Fund (27%) and Perron Investments (7%). Sources cite that the deal is likely to value North Queensland Airports at nearly AUD \$3bn, and potential buyers could include **Global Infrastructure Partners (GIP)**, **Vinci** and **AustralianSuper**. Preliminary sale information has been sent to potential bidders, with non-binding indicative bids likely due before Christmas.
- **Singapore Post** is believed to have shortlisted **Pacific Equity Partners**, **Blackstone** and **BGH Capital** for its Australian business, with final offers likely due near the end of November. Singapore Post's Australian operations include Freight Management Holdings and CouriersPlease.
- **Toll** is set to acquire collapsed Australian airline **Regional Express' (Rex)** air ambulance business, Pel-Air. It remains to be seen whether the final outcome involves a break-up of the airline or the sale of the group, with potential bidders rumoured to be **Oaktree Capital Management**, **Cerberus Capital** and **BGH Capital**.
- **Swoop Aero**, an Australian-based drone logistics business has entered administration. The business will continue to run as normal under BPS Reconstruction & Recovery's administrative control. Sources mention that Swoop Aero previously rejected an AUD \$100m takeover offer from a US defence contractor two years ago.

CONTACT DETAILS

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