**Jobs Listed** 



5.9 Million

Unemployment



Hires
5.5 Million

Quits 3.2 Million **Quits Rate** 



Q4 2017 GDP (vs. Q4 2016)



3+ million temporary and contract employees work for America's staffing companies during an average week.



# THE WORLD'S LEADING MID-CAP INVESTMENT BANKING ORGANIZATION

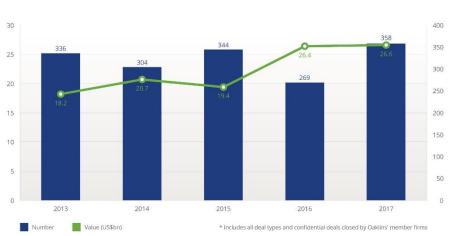
#### **About Oaklins International**

Oaklins International offers the unparalleled resources of **700** professionals in M&A advisory and investment banking offices operating around the globe.

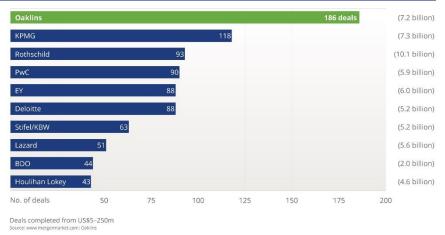
We seamlessly advise our clients on acquisitions, divestitures and financing. In 30 years, Oaklins International has grown to be the leading M&A advisory provider for mid-cap companies.

We combine local market knowledge with professional discipline and sector expertise. *Our business services practice is exclusively focused on serving human resource management (HRM) and technology services worldwide.* 

# Oaklins Closed Deals\* Comparative Graph 2013-2017 by volume and value



# Global Mid-Market 2017 by volume (value US\$)



# OAKLINS AT A GLANCE

>700

60

>\$US75b

100%

M&A professionals present in every major financial center of the world

Offices in 40 countries

Aggregate transaction value in the past five years

Independent and no potential conflict with audit or finance interests

>1500

50%

14

30

Transactions completed in the past 5 years

Cross-border deals

Key market sectors deep knowledge, with global specialist on every deal Years of successful cooperation

# CAPITAL ALLIANCE AT A GLANCE

- ✓ Sell-Side M&A Advisory
- ✓ Buy-Side Advisory
- ✓ Leveraged Buyouts
- ✓ Financing & Capital Restructuring
- ✓ Strategic Corporate Advisory

220+

Deals completed since inception

30+



Average years of top management experience across diverse industries



## **OUR HUMAN RESOURCE MANAGEMENT CREDENTIALS** SELECT CLOSINGS

#### **Results Driven Process**

- 42 years of mid-market M&A experience
- We understand the industry and the key players
- Our confidential process generates choices among attractive options

#### **Staffing, Recruiting & Managed Services:**

- Administrative, Professional and Light Industrial
- Technology Staffing, Management Consulting & Development

#### **Managed HR Business Services:**

- Software as a Service (SaaS), Implementation and Training
- Professional Employer Organization (PEO), HR Outsourcing (HRO)
- HR Consulting, Assessment, and Training



#### **Neal England** HRM Practice Leader Managing Director Direct: 214.382.4452 Neal.England@cadallas.com

- Led M&A activity of 21 specialized staffing company acquisitions that added \$300M annual revenue in 36 months.
- Identified multiple healthcare staffing company targets with \$100M of combined revenue to consider a simultaneous merger.
- Led operations and managed the sale of a \$250M professional employer organization (PEO)
- With more than 20 years of entrepreneurial and M&A experience, Neal serves private companies within the HRM sector with strategic executions and exit strategies.



















**DELIASSEN** 

Dextrys' IT staffing division

M&A SELL-SIDE

Business Support Services/Technology

Fidelis Capital Partners

Digi Source

US\$10m

Business Support Service





sequent

Resourcing Edge

M&A SELL-SIDE

**Business Support Services** 

has acquired

M&A SELL-SIDE





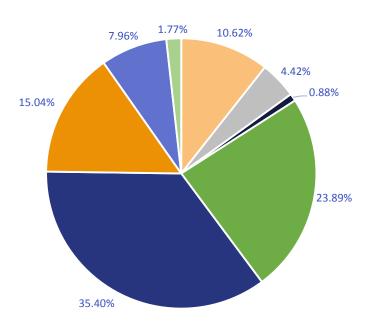




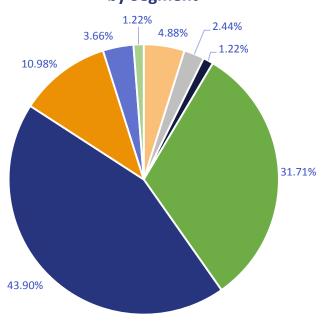


# **HUMAN RESOURCE MANAGEMENT** 2017 M&A ACTIVITY





#### **Total 2017 Q4 Transactions** by Segment



- Commercial Staffing
- Government IT Staffing Healthcare Staffing
- HR Management
- IT Consulting and Staffing Management Consulting Professional Staffing

- SaaS

Note: HR Management includes: PEO, HRO, BPO, and ASO

Professional Staffing includes: Finance, Accounting, Engineering, Scientific, Exec. Search, Energy, and Other Skilled Professional Staffing Commercial Staffing includes: Clerical/Administrative, Light Industrial, and Recruiting Process Outsourcing (RPO)

Source: S&P Capital IQ, Capital Alliance Corp.

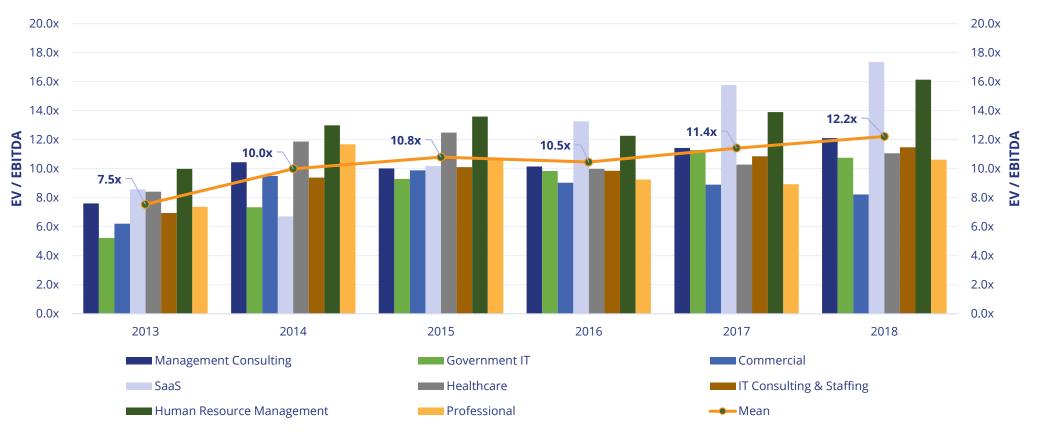


# **Human Resource Management Segments**

# **Public Trading Valuation Data**

(US dollars in Billions)

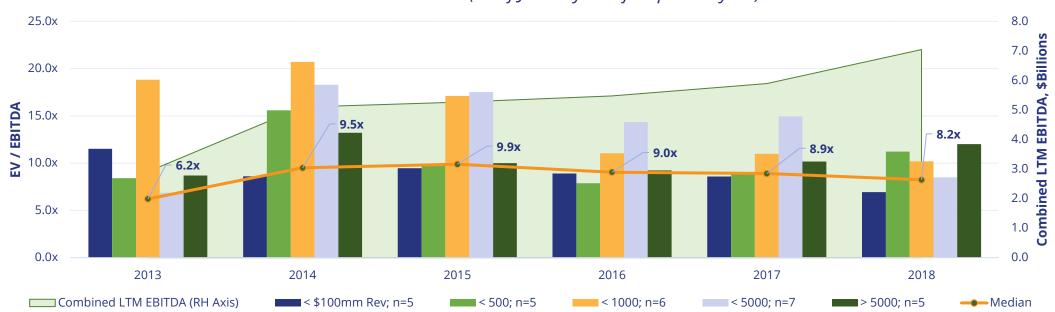
Sogmont	Aggregate	Aggregate	Aggregate LTM	Aggregate	Median EV/LTM
Segment	<b>Market Cap</b>	<b>Enterprise Value</b>	Revenue	LTM EBITDA	EBITDA
Commercial	85.8	88.6	121.4	7.0	8.2x
Professional	61.7	65.0	112.7	5.8	10.6x
IT Consulting & Staffing	157.9	157.4	78.4	11.7	11.5x
Management Consulting	258.7	268.6	126.9	18.8	12.1x
Human Resource Management	225.8	237.8	73.0	13.4	16.1x
Healthcare	18.6	26.3	24.4	2.3	11.1x
Government IT	27.2	34.2	36.9	2.9	10.8x
SaaS	483.7	477.5	124.5	28.3	17.4x
Mean				11.3	12.2x
Min				2.3	8.2x
Max				28.3	17.4x
Standard deviation				8.3	2.8x



#### **Commercial Staffing Companies**

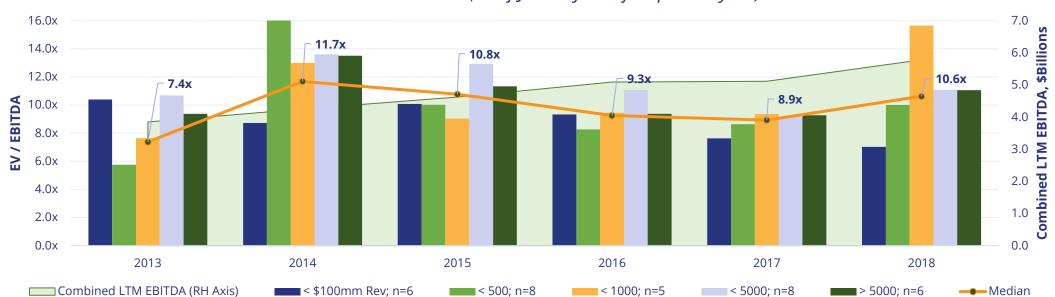
Includes Clerical, Administrative & Light Industrial Staffing





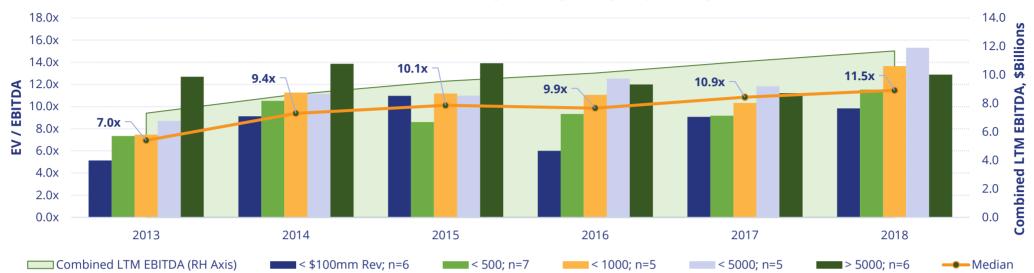
### **Professional Placement & Staffing Companies**

Includes Finance, Accounting, Engineering, Energy, Scientific, Executive Search, & Other Skilled Professional Staffing

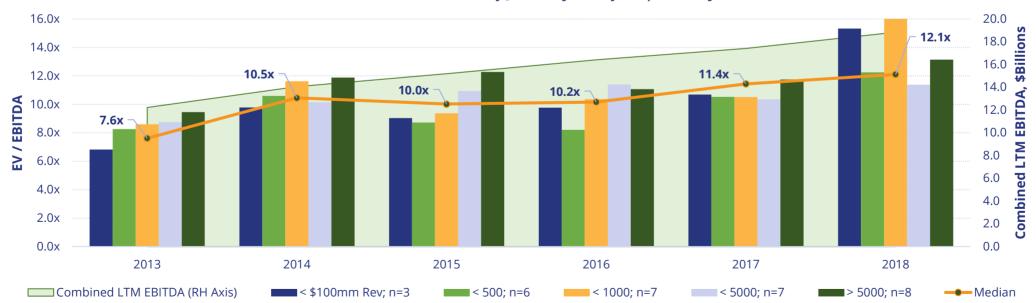


#### **IT Consulting & Staffing Companies**





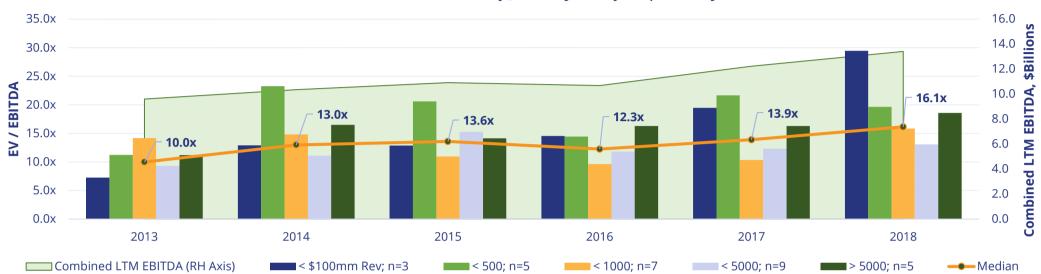
### **Management Consulting Companies**



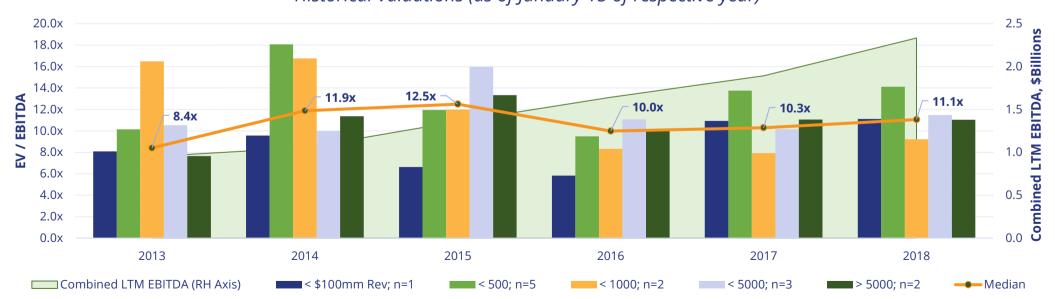
#### **Human Resource Management Companies**

Includes PEO, ASO, HRO & BPO



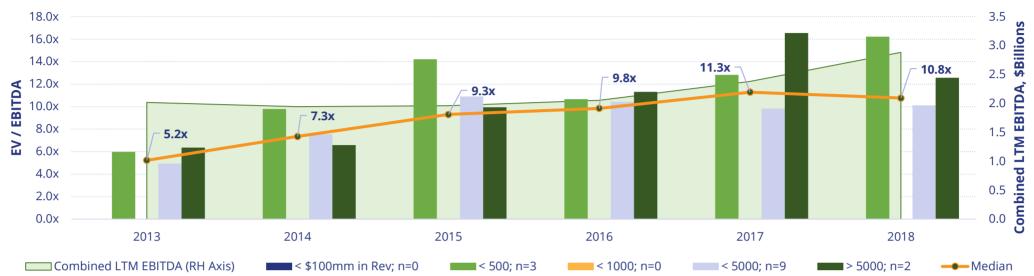


### **Healthcare Staffing Companies**

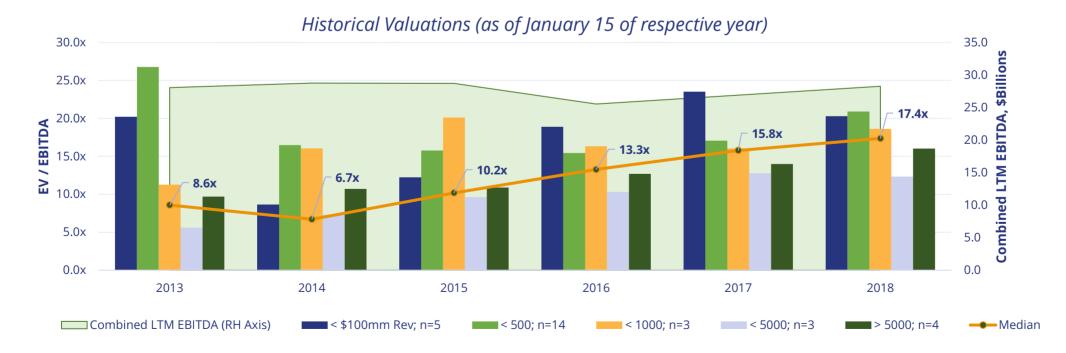


#### **Government IT Staffing Companies**





#### **Software as a Service & Technology Companies**



Company	Ticker	Price as of 01/15/2018	% of 52- week range	Market Cap	Enterprise Value	LTM Revenues	LTM EBITDA margin	LTM net income margin	EV / LTM EBITDA	P / LTM Diluted EPS	P / Tangible BV
Commercial											
Adecco Group AG	SWX:ADEN	82.60	97.71%	14,066.0	15,349.8	27,741.4	5.2%	3.0%	10.5x	16.7x	90.7x
Randstad Holding NV	ENXTAM:RAND	69.46	82.83%	12,729.3	14,442.6	27,945.2	4.5%	2.7%	11.8x	18.2x	21.7x
ManpowerGroup Inc.	NYSE:MAN	129.75	94.52%	8,598.3	8,944.7	21,034.3	4.1%	2.6%	10.2x	19.4x	8.4x
Recruit Holdings Co.,Ltd.	TSE:6098	25.41	94.68%	42,473.2	40,978.7	19,142.5	13.2%	6.8%	16.9x	39.3x	19.5x
Kelly Services, Inc.	NasdaqGS:KELY.A	28.55	77.67%	1,091.7	1,093.4	5,374.4	2.0%	1.3%	10.8x	15.2x	1.1x
Impellam Group PLC	AIM:IPEL	8.18	31.83%	411.5	538.7	2,812.0	2.2%	1.8%	8.2x	7.7x	NM
Groupe CRIT SA	ENXTPA:CEN	93.82	34.86%	1,041.9	1,135.7	2,618.9	5.8%	3.4%	7.0x	10.9x	3.5x
TrueBlue, Inc.	NYSE:TBI	27.40	79.41%	1,006.7	1,106.5	2,508.8	5.0%	2.2%	8.0x	20.0x	5.4x
Synergie SE	ENXTPA:SDG	57.46	91.09%	1,379.2	1,388.3	2,453.9	5.7%	3.4%	9.2x	15.3x	3.6x
Kforce Inc.	NasdaqGS:KFRC	26.65	93.84%	672.6	8.008	1,357.9	5.6%	2.5%	11.0x	18.7x	7.2x
Staffline Group plc	AIM:STAF	13.64	12.38%	349.5	393.8	1,294.6	4.0%	1.9%	7.4x	29.2x	NM
Volt Information Sciences, Inc.	AMEX:VISI	4.40	34.07%	92.5	101.9	1,194.4	-0.1%	2.3%	NM	3.2x	1.5x
Barrett Business Services, Inc.	NasdaqGS:BBSI	65.55	84.80%	478.5	446.6	896.8	3.5%	2.5%	14.0x	21.6x	14.6x
GDI Integrated Facility Services Ir	าcTSX:GDI	13.39	46.93%	284.3	395.6	760.8	4.6%	1.7%	11.3x	21.4x	63.3x
Work Service S.A.	WSE:WSE	1.24	6.23%	80.9	155.1	730.5	3.4%	-3.3%	5.8x	107.7x	NM
Openjobmetis S.p.A.	BIT:OJM	16.31	89.02%	223.7	265.0	662.1	4.0%	2.4%	9.6x	13.3x	16.1x
Impel S.A.	WSE:IPL	6.64	42.86%	85.4	168.1	600.8	3.8%	0.4%	6.9x	35.0x	1.2x
Cpl Resources plc	ISE:DQ5	7.48	55.17%	203.3	162.2	580.2	3.5%	2.9%	8.1x	14.0x	2.4x
Empresaria Group plc	AIM:EMR	1.43	19.65%	69.8	100.4	438.6	3.4%	1.5%	6.3x	10.5x	NM
BG Staffing, Inc.	AMEX:BGSF	16.27	57.12%	142.5	186.2	261.2	9.0%	3.5%	8.0x	16.2x	NM
DLSI	ENXTPA:ALDLS	31.27	74.74%	79.5	97.3	231.0	4.9%	3.1%	8.0x	10.3x	13.7x
Uniflex AB (publ)	OM:UFLX B	2.77	79.31%	48.0	44.6	145.0	3.1%	2.1%	11.2x	21.6x	4.9x
GEE Group, Inc.	AMEX:JOB	2.60	3.29%	25.7	124.5	159.2	4.7%	-2.6%	22.7x	NM	NM
Command Center, Inc.	OTCPK:CCNI	5.46	65.33%	27.6	22.1	99.6	4.1%	2.0%	5.4x	15.2x	1.7x
Poolia AB (publ)	OM:POOL B	2.02	50.00%	34.6	31.9	94.3	3.2%	1.7%	7.9x	13.8x	4.0x
RTC Group plc	AIM:RTC	0.82	64.91%	11.5	17.1	96.9	2.5%	1.6%	7.3x	9.7x	2.6x
NGS Group AB (publ)	OM:NGS	5.65	20.20%	50.9	55.3	83.4	8.2%	6.3%	9.5x	11.6x	NM
Prime People Plc	AIM:PRP	1.31	58.30%	15.7	12.1	32.2	8.0%	6.3%	4.6x	7.8x	2.2x
Mean Median			58.67% 61.61%		3,162.8 225.6		4.7% 4.1%	2.4% 2.4%	9.5x 8.2x		13.8x 4.9x

Company	Ticker	Price as of 01/15/2018	% of 52- week range	Market Cap	Enterprise Value	LTM Revenues	LTM EBITDA margin	LTM net income margin	EV / LTM EBITDA	P / LTM Diluted EPS	P / Tangible BV
<u>Professional</u>											
Adecco Group AG	SWX:ADEN	82.60	97.71%	14,066.0	15,349.8	27,741.4	5.2%	3.0%	10.5x	16.7x	90.7x
Randstad Holding NV	ENXTAM:RAND	69.46	82.83%	12,729.3	14,442.6	27,945.2	4.5%	2.7%	11.8x	18.2x	21.7x
ManpowerGroup Inc.	NYSE:MAN	129.75	94.52%	8,598.3	8,944.7	21,034.3	4.1%	2.6%	10.2x	19.4x	8.4x
Hays plc	LSE:HAS	2.76	98.34%	4,000.9	3,953.3	7,333.1	4.5%	2.8%	11.7x	19.3x	8.5x
Kelly Services, Inc.	KELY.A	28.55	77.67%	1,091.7	1,093.4	5,374.4	2.0%	1.3%	10.8x	15.2x	1.1x
Robert Half International Inc.	NYSE:RHI	56.36	91.12%	6,941.1	6,593.7	5,266.8	11.0%	5.5%	11.4x	22.1x	7.5x
On Assignment, Inc.	NYSE:ASGN	66.59	93.21%	3,463.7	4,045.7	2,625.9	10.8%	6.0%	15.1x	31.0x	NM
PageGroup plc	LSE:PAGE	7.59	98.27%	2,346.8	2,224.1	1,679.8	9.2%	6.1%	13.5x	21.6x	7.4x
Korn/Ferry International	NYSE:KFY	42.16	88.44%	2,382.6	2,349.1	1,632.3	12.4%	7.1%	11.6x	20.7x	7.0x
SThree plc	LSE:STHR	5.34	97.26%	695.0	687.8	1,505.4	4.5%	2.5%	10.4x	16.0x	8.5x
Robert Walters PLC	LSE:RWA	9.00	97.38%	650.2	624.9	1,441.4	3.2%	2.1%	12.7x	21.4x	4.9x
Kforce Inc.	NasdaqGS:KFRC	26.65	93.84%	672.6	8.008	1,357.9	5.6%	2.5%	11.0x	18.7x	7.2x
Staffline Group plc	AIM:STAF	13.64	12.38%	349.5	393.8	1,294.6	4.0%	1.9%	7.4x	29.2x	NM
Harvey Nash Group plc	AIM:HVN	1.22	65.80%	89.0	102.8	1,096.4	1.3%	0.8%	7.0x	9.3x	11.1x
Brunel International N.V.	ENXTAM:BRNL	19.59	82.44%	987.7	832.7	948.7	3.3%	1.0%	43.0x	NM	3.2x
Openjobmetis S.p.A.	BIT:OJM	16.31	89.02%	223.7	265.0	662.1	4.0%	2.4%	9.6x	13.3x	16.1x
Heidrick & Struggles Internation	ıal NasdaqGS:HSII	25.85	86.41%	485.6	379.9	611.8	9.5%	-1.5%	6.6x	NM	4.1x
Resources Connection, Inc.	NasdaqGS:RECN	16.60	82.35%	520.8	512.5	590.4	7.9%	3.0%	11.0x	28.4x	7.5x
Cpl Resources plc	ISE:DQ5	7.48	55.17%	203.3	162.2	580.2	3.5%	2.9%	8.1x	14.0x	2.4x
Empresaria Group plc	AIM:EMR	1.43	19.65%	69.8	100.4	438.6	3.4%	1.5%	6.3x	10.5x	NM
BG Staffing, Inc.	AMEX:BGSF	16.27	57.12%	142.5	186.2	261.2	9.0%	3.5%	8.0x	16.2x	NM
Amadeus FiRe AG	XTRA:AAD	100.44	65.52%	522.1	476.0	213.8	18.0%	11.2%	11.9x	21.0x	13.6x
RCM Technologies, Inc.	NasdaqGM:RCMT	6.20	56.55%	74.5	83.1	179.9	4.2%	0.9%	11.1x	48.3x	3.5x
Hydrogen Group PLC	AIM:HYDG	0.39	24.24%	12.4	10.6	147.7	0.5%	0.0%	13.1x	NM	0.8x
DPA Group N.V.	ENXTAM:DPA	2.13	78.05%	99.9	137.4	144.4	6.8%	4.8%	13.2x	14.7x	NM
Freelance.com SA	ENXTPA:ALFRE	2.21	88.89%	68.1	65.6	112.5	2.8%	1.4%	19.7x	39.7x	NM
Servoca Plc	AIM:SVCA	0.30	18.53%	36.5	39.7	107.5	5.4%	2.7%	6.6x	12.6x	4.4x
WISE Group AB	OM:WISE	6.33	5.47%	46.8	50.1	99.7	6.2%	3.1%	8.7x	13.6x	NM
Poolia AB (publ)	OM:POOL B	2.02	50.00%	34.6	31.9	94.3	3.2%	1.7%	7.9x	13.8x	4.0x
RTC Group plc	AIM:RTC	0.82	64.91%	11.5	17.1	96.9	2.5%	1.6%	7.3x	9.7x	2.6x
SJR In Scandinavia AB	OM:SJR B	5.92	92.44%	62.2	58.3	46.0	11.0%	8.2%	11.3x	16.3x	9.4x
The Caldwell Partners Internation	on TSX:CWL	0.90	48.00%	18.4	6.7	45.9	6.0%	2.7%	2.3x	14.4x	2.2x
Prime People Plc	AIM:PRP	1.31	58.30%	15.7	12.1	32.2	8.0%	6.3%	4.6x	7.8x	2.2x
Mean			70.06%		1,970.7		6.0%	3.2%	11.1x	19.1x	10.0x
Median			82.35%		379.9		4.5%	2.7%	10.8x	16.5x	7.1x

Company	Ticker	Price as of 01/15/2018	% of 52- week range	Market Cap	Enterprise Value	LTM Revenues	LTM EBITDA margin	LTM net income margin	EV / LTM EBITDA	P / LTM Diluted EPS	P / Tangible BV
IT Consulting & Staffing											
Capgemini SE	ENXTPA:CAP	130.37	97.14%	21,240.6	23,898.2	15,360.2	11.6%	6.4%	12.1x	19.7x	NM
Cognizant Technology Solutions	C NasdaqGS:CTSH	74.56	92.20%	43,964.0	40,074.0	14,810.0	20.0%	10.2%	13.9x	23.1x	5.9x
CGI Group Inc.	TSX:GIB.A	54.29	71.07%	15,401.8	16,830.2	8,760.4	16.6%	9.5%	11.5x	19.8x	NM
HCL Technologies Limited	NSEI:HCLTECH	14.32	79.08%	19,930.5	18,903.2	7,616.5	22.6%	17.9%	11.1x	14.8x	6.3x
Robert Half International Inc.	NYSE:RHI	56.36	91.12%	6,941.1	6,593.7	5,266.8	11.0%	5.5%	11.4x	22.1x	7.5x
Cerner Corporation	NasdaqGS:CERN	72.90	95.92%	24,233.0	23,916.0	5,040.8	27.1%	17.2%	17.2x	36.3x	10.1x
Science Applications Internationa	al NYSE:SAIC	78.25	60.82%	3,346.4	4,252.4	4,352.0	7.0%	3.8%	14.0x	21.5x	NM
Bechtle AG	XTRA:BC8	90.75	98.58%	3,811.6	3,781.7	4,059.2	5.4%	3.3%	16.6x	27.6x	6.3x
Unisys Corporation	NYSE:UIS	8.90	24.24%	449.2	471.6	2,743.6	1.6%	-2.4%	3.5x	NM	NM
On Assignment, Inc.	NYSE:ASGN	66.59	93.21%	3,463.7	4,045.7	2,625.9	10.8%	6.0%	15.1x	31.0x	NM
EPAM Systems, Inc.	NYSE:EPAM	110.87	97.78%	5,855.3	5,367.1	1,450.4	14.5%	5.0%	27.3x	46.7x	7.1x
MphasiS Limited	BSE:526299	11.81	87.80%	2,281.7	1,943.3	988.2	15.7%	12.4%	12.9x	19.7x	4.1x
Syntel, Inc.	NasdaqGS:SYNT	23.50	73.07%	1,947.1	2,225.9	923.8	27.1%	18.0%	9.1x	11.5x	NM
Virtusa Corporation	NasdaqGS:VRTU	45.77	87.70%	1,344.1	1,408.5	965.3	6.9%	0.9%	23.7x	65.3x	6.2x
Impel S.A.	WSE:IPL	6.64	42.86%	85.4	168.1	600.8	3.8%	0.4%	6.9x	35.0x	1.2x
Hexaware Technologies Limited	NSEI:HEXAWARE	5.65	95.80%	1,676.8	1,604.6	617.6	16.4%	12.7%	15.8x	21.7x	6.2x
Perficient, Inc.	NasdaqGS:PRFT	19.62	85.07%	684.9	747.4	458.5	11.1%	3.5%	14.6x	42.7x	98.7x
Computer Task Group, Incorpora	at NasdaqGS:CTG	5.11	39.07%	79.2	67.7	301.2	1.8%	0.3%	11.0x	32.9x	1.0x
The Hackett Group, Inc.	NasdaqGS:HCKT	15.87	35.30%	454.8	460.6	263.3	15.6%	10.4%	11.3x	21.2x	34.7x
BG Staffing, Inc.	AMEX:BGSF	16.27	57.12%	142.5	186.2	261.2	9.0%	3.5%	8.0x	16.2x	NM
Calian Group Ltd.	TSX:CGY	25.85	72.41%	198.7	175.6	225.2	8.8%	5.7%	9.2x	16.0x	3.6x
RCM Technologies, Inc.	NasdaqGM:RCMT	6.20	56.55%	74.5	83.1	179.9	4.2%	0.9%	11.1x	48.3x	3.5x
Mastech Digital, Inc.	AMEX:MHH	10.05	51.29%	54.8	95.1	147.9	3.8%	1.1%	15.5x	34.0x	NM
Wistron Information Technology	8 GTSM:4953	1.09	90.12%	46.6	24.1	88.7	3.2%	3.4%	8.3x	15.3x	1.5x
Cynergistek, Inc.	AMEX:CTEK	4.38	93.33%	41.6	60.6	69.1	10.0%	7.2%	8.8x	8.3x	NM
TSR, Inc.	NasdaqCM:TSRI	7.03	44.31%	13.8	9.0	65.8	1.2%	0.6%	11.9x	38.1x	1.7x
Support.com, Inc.	NasdaqCM:SPRT	2.60	93.42%	48.7	(0.7)	58.4	-5.6%	-8.1%	NM	NM	0.9x
ORBIS AG	XTRA:OBS	6.19	31.16%	52.3	38.8	54.5	5.9%	3.0%	10.9x	29.6x	2.5x
Indata S.A.	WSE:IDT	0.73	15.37%	5.0	13.3	38.1	3.5%	1.4%	9.3x	6.1x	0.4x
Mean Median			70.79% 79.08%		5,429.1 747.4		10.0% 9.0%	5.5% 3.8%	12.6x 11.5x		10.5x 5.0x

Company	Ticker	Price as of 01/15/2018	% of 52- week range	Market Cap	Enterprise Value	LTM Revenues	LTM EBITDA margin	LTM net income margin	EV / LTM EBITDA	P / LTM Diluted EPS	P / Tangible BV
Management Consulting											
Accenture plc	NYSE:ACN	160.11	98.91%	98,734.7	95,868.8	35,857.9	16.3%	9.9%	16.4x	28.4x	24.5x
Capgemini SE	ENXTPA:CAP	130.37	97.14%	21,240.6	23,898.2	15,360.2	11.6%	6.4%	12.1x	19.7x	NM
Cognizant Technology Solution	s C NasdaqGS:CTSH	74.56	92.20%	43,964.0	40,074.0	14,810.0	20.0%	10.2%	13.9x	23.1x	5.9x
Marsh & McLennan Companies	s, Ir NYSE:MMC	81.74	75.23%	41,716.6	46,211.6	14,024.0	23.8%	10.6%	14.1x	22.4x	NM
Hays plc	LSE:HAS	2.76	98.34%	4,000.9	3,953.3	7,333.1	4.5%	2.8%	11.7x	19.3x	8.5x
Arthur J. Gallagher & Co.	NYSE:AJG	63.88	77.34%	11,549.4	14,069.8	6,099.9	15.4%	7.6%	15.6x	25.5x	NM
Booz Allen Hamilton Holding Co	orp NYSE:BAH	39.29	95.53%	5,729.0	7,246.0	6,117.6	9.5%	4.7%	12.7x	21.8x	NM
CSRA Inc.	NYSE:CSRA	32.08	74.72%	5,254.1	8,062.1	5,064.0	16.6%	7.5%	8.6x	16.8x	NM
Groupe CRIT SA	ENXTPA:CEN	93.82	34.86%	1,041.9	1,135.7	2,618.9	5.8%	3.4%	7.0x	10.9x	3.5x
On Assignment, Inc.	NYSE:ASGN	66.59	93.21%	3,463.7	4,045.7	2,625.9	10.8%	6.0%	15.1x	31.0x	NM
MAXIMUS, Inc.	NYSE:MMS	71.89	96.09%	4,682.7	4,522.8	2,466.5	15.2%	9.0%	12.1x	22.7x	11.4x
Engility Holdings, Inc.	NYSE:EGL	28.97	32.93%	1,066.8	2,013.9	1,973.4	9.6%	1.6%	10.6x	34.5x	NM
FTI Consulting, Inc.	NYSE:FCN	43.65	88.11%	1,615.9	1,919.0	1,807.7	10.3%	6.0%	12.0x	36.5x	NM
Jardine Lloyd Thompson Group	pl-LSE:JLT	19.35	86.64%	4,072.1	4,706.9	1,729.7	16.6%	8.7%	15.3x	26.0x	NM
Staffline Group plc	AIM:STAF	13.64	12.38%	349.5	393.8	1,294.6	4.0%	1.9%	7.4x	29.2x	NM
Navigant Consulting, Inc.	NYSE:NCI	19.76	47.03%	907.4	1,075.1	939.6	12.4%	8.0%	8.4x	21.0x	NM
Brunel International N.V.	ENXTAM:BRNL	19.59	82.44%	987.7	832.7	948.7	3.3%	1.0%	43.0x	NM	3.2x
Gattaca plc	AIM:GATC	3.73	30.30%	118.8	177.5	846.6	2.8%	1.1%	7.1x	12.2x	2.8x
ExlService Holdings, Inc.	NasdaqGS:EXLS	62.04	93.14%	2,105.8	1,902.1	741.7	14.0%	9.9%	18.4x	29.4x	5.8x
Huron Consulting Group Inc.	NasdaqGS:HURN	41.75	67.45%	887.1	1,253.5	724.8	13.3%	-18.8%	13.0x	NM	NM
WNS (Holdings) Limited	NYSE:WNS	41.10	91.80%	2,070.1	1,989.7	714.6	12.8%	8.0%	23.2x	44.7x	10.2x
Resources Connection, Inc.	NasdaqGS:RECN	16.60	82.35%	520.8	512.5	590.4	7.9%	3.0%	11.0x	28.4x	7.5x
Morneau Shepell Inc.	TSX:MSI	18.04	92.08%	971.7	1,192.6	497.3	15.3%	5.8%	15.5x	34.9x	NM
Perficient, Inc.	NasdaqGS:PRFT	19.62	85.07%	684.9	747.4	458.5	11.1%	3.5%	14.6x	42.7x	98.7x
CRA International, Inc.	NasdaqGS:CRAI	48.12	93.24%	390.2	370.1	370.1	7.5%	2.1%	12.0x	34.4x	3.6x
Computer Task Group, Incorpo	rat NasdaqGS:CTG	5.11	39.07%	79.2	67.7	301.2	1.8%	0.3%	11.0x	32.9x	1.0x
Calian Group Ltd.	TSX:CGY	25.85	72.41%	198.7	175.6	225.2	8.8%	5.7%	9.2x	16.0x	3.6x
RCM Technologies, Inc.	NasdaqGM:RCMT	6.20	56.55%	74.5	83.1	179.9	4.2%	0.9%	11.1x	48.3x	3.5x
B3IT Management AB	OM:B3IT	9.62	19.68%	71.4	76.8	75.8	7.0%	3.9%	19.3x	31.9x	NM
Management Consulting Group	PILSE:MMC	0.09	33.84%	44.8	5.5	53.3	-28.5%	35.7%	NM	NM	3.2x
SJR In Scandinavia AB	OM:SJR B	5.92	92.44%	62.2	58.3	46.0	11.0%	8.2%	11.3x	16.3x	9.4x
Mean			72.02%		8,665.9		9.5%	5.6%	13.8x	27.2x	12.1x
Median			82.44%		1,253.5		10.8%	5.8%	12.1x	27.2x	5.8x

Company	Ticker	Price as of 01/15/2018	% of 52- week range	Market Cap	Enterprise Value	LTM Revenues	LTM EBITDA margin	LTM net income margin	EV / LTM EBITDA	P / LTM Diluted EPS	P / Tangible BV
Human Resource Manageme	n <u>t</u>										
Automatic Data Processing, Inc.	NasdaqGS:ADP	118.47	88.07%	52,540.2	52,194.9	12,789.8	21.3%	13.5%	19.2x	30.0x	34.9x
Aon plc	NYSE:AON	136.55	62.22%	34,140.6	37,888.6	9,998.0	19.7%	12.3%	16.9x	38.3x	NM
Willis Towers Watson Public Limi	ite NasdaqGS:WLTW	155.46	78.38%	20,526.8	24,358.8	8,116.0	23.2%	7.0%	15.3x	45.7x	NM
Arthur J. Gallagher & Co.	NYSE:AJG	63.88	77.34%	11,549.4	14,069.8	6,099.9	15.4%	7.6%	15.6x	25.5x	NM
Intuit Inc.	NasdaqGS:INTU	164.51	98.84%	42,057.0	42,155.0	5,285.0	30.9%	18.6%	25.8x	43.6x	NM
TriNet Group, Inc.	NYSE:TNET	42.07	84.97%	2,923.2	3,091.4	3,238.5	7.4%	4.2%	12.9x	22.3x	NM
Paychex, Inc.	NasdaqGS:PAYX	67.66	83.14%	24,302.5	24,097.3	3,237.7	43.7%	26.0%	17.0x	29.2x	20.4x
Insperity, Inc.	NYSE:NSP	59.05	90.98%	2,461.5	2,278.1	3,300.2	4.4%	2.6%	16.8x	31.8x	27.6x
Impellam Group PLC	AIM:IPEL	8.18	31.83%	411.5	538.7	2,812.0	2.2%	1.8%	8.2x	7.7x	NM
Genpact Limited	NYSE:G	33.12	93.95%	6,393.6	7,174.4	2,736.9	15.5%	9.6%	16.1x	24.3x	NM
Synergie SE	ENXTPA:SDG	57.46	91.09%	1,379.2	1,388.3	2,453.9	5.7%	3.4%	9.2x	15.3x	3.6x
MAXIMUS, Inc.	NYSE:MMS	71.89	96.09%	4,682.7	4,522.8	2,466.5	15.2%	9.0%	12.1x	22.7x	11.4x
Edenred SA	ENXTPA:EDEN	30.21	92.52%	7,044.5	8,777.4	1,527.4	34.8%	19.4%	17.7x	25.4x	NM
Staffline Group plc	AIM:STAF	13.64	12.38%	349.5	393.8	1,294.6	4.0%	1.9%	7.4x	29.2x	NM
Brunel International N.V.	ENXTAM:BRNL	19.59	82.44%	987.7	832.7	948.7	3.3%	1.0%	43.0x	NM	3.2x
Barrett Business Services, Inc.	NasdaqGS:BBSI	65.55	84.80%	478.5	446.6	896.8	3.5%	2.5%	14.0x	21.6x	14.6x
Gattaca plc	AIM:GATC	3.73	30.30%	118.8	177.5	846.6	2.8%	1.1%	7.1x	12.2x	2.8x
CBIZ, Inc.	NYSE:CBZ	16.25	78.02%	879.2	1,086.4	855.3	10.5%	5.9%	12.1x	19.6x	NM
ExlService Holdings, Inc.	NasdaqGS:EXLS	62.04	93.14%	2,105.8	1,902.1	741.7	14.0%	9.9%	18.4x	29.4x	5.8x
Work Service S.A.	WSE:WSE	1.24	6.23%	80.9	155.1	730.5	3.4%	-3.3%	5.8x	107.7x	NM
Qualicorp S.A.	BOVESPA:QUAL3	9.63	61.39%	2,750.8	2,681.0	659.6	39.8%	17.0%	10.4x	25.1x	NM
Morneau Shepell Inc.	TSX:MSI	18.04	92.08%	971.7	1,192.6	497.3	15.3%	5.8%	15.5x	34.9x	NM
WageWorks, Inc.	NYSE:WAGE	61.25	18.43%	2,427.7	1,780.2	461.7	19.9%	9.9%	19.4x	52.1x	22.8x
Ebix, Inc.	NasdaqGS:EBIX	81.75	99.16%	2,571.5	2,853.3	339.3	35.1%	29.1%	24.0x	26.5x	NM
Benefitfocus, Inc.	NasdaqGM:BNFT	25.75	23.31%	805.3	870.5	252.6	-1.1%	-10.3%	NM	NM	NM
eHealth, Inc.	NasdaqGS:EHTH	17.56	39.53%	327.0	275.6	177.3	-10.2%	-11.9%	NM	NM	5.7x
People Corporation	TSXV:PEO	5.96	86.16%	327.4	342.4	86.1	21.0%	3.8%	19.7x	108.8x	NM
Zalaris ASA	OB:ZAL	6.74	76.31%	135.1	160.0	61.4	6.1%	3.1%	42.1x	67.0x	NM
ASM Group S.A.	WSE:ASM	1.16	7.00%	66.1	68.5	51.9	4.6%	2.3%	26.6x	51.8x	10.7x
Mean			67.59%		8,198.4		14.2%	7.0%	17.4x	36.4x	13.6x
Median			82.44%		1,780.2		14.0%	5.8%	16.1x	29.2x	11.0x

Company	Ticker	Price as of 01/15/2018	% of 52- week range	Market Cap	Enterprise Value	LTM Revenues	LTM EBITDA margin	LTM net income margin	EV / LTM EBITDA	P / LTM Diluted EPS	P / Tangible BV
<u>Healthcare</u>											
Envision Healthcare Corporation	NYSE:EVHC	35.72	24.27%	4,265.5	11,161.8	7,206.9	14.6%	-6.9%	10.4x	NM	NM
Hays plc	LSE:HAS	2.76	98.34%	4,000.9	3,953.3	7,333.1	4.5%	2.8%	11.7x	19.3x	8.5x
Impellam Group PLC	AIM:IPEL	8.18	31.83%	411.5	538.7	2,812.0	2.2%	1.8%	8.2x	7.7x	NM
On Assignment, Inc.	NYSE:ASGN	66.59	93.21%	3,463.7	4,045.7	2,625.9	10.8%	6.0%	15.1x	31.0x	NM
AMN Healthcare Services, Inc.	NYSE:AMN	49.80	89.25%	2,379.1	2,679.1	1,988.5	12.3%	6.7%	11.1x	20.8x	NM
Qualicorp S.A.	BOVESPA:QUAL3	9.63	61.39%	2,750.8	2,681.0	659.6	39.8%	17.0%	10.4x	25.1x	NM
Cpl Resources plc	ISE:DQ5	7.48	55.17%	203.3	162.2	580.2	3.5%	2.9%	8.1x	14.0x	2.4x
Empresaria Group plc	AIM:EMR	1.43	19.65%	69.8	100.4	438.6	3.4%	1.5%	6.3x	10.5x	NM
HealthStream, Inc.	NasdaqGS:HSTM	24.27	33.58%	774.1	650.7	247.7	14.6%	4.0%	23.9x	134.7x	8.1x
RCM Technologies, Inc.	NasdaqGM:RCMT	6.20	56.55%	74.5	83.1	179.9	4.2%	0.9%	11.1x	48.3x	3.5x
GEE Group, Inc.	AMEX:JOB	2.60	3.29%	25.7	124.5	159.2	4.7%	-2.6%	22.7x	NM	NM
Servoca Plc	AIM:SVCA	0.30	18.53%	36.5	39.7	107.5	5.4%	2.7%	6.6x	12.6x	4.4x
Dedicare AB	OM:DEDI	14.63	49.08%	132.5	123.1	95.9	10.0%	7.7%	11.1x	15.3x	11.3x
Mean			48.78%		2,026.4		10.0%	3.4%	12.0x	30.8x	6.4x
Median			49.08%		538.7		5.4%	2.8%	11.1x	19.3x	6.2x
Government Staffing & IT											
Leidos Holdings, Inc.	NYSE:LDOS	67.03	97.56%	10,140.5	12,973.5	10,170.0	10.0%	3.6%	12.4x	33.0x	NM
Booz Allen Hamilton Holding Cor		39.29	95.53%	5,729.0	7,246.0	6,117.6	9.5%	4.7%	12.7x		NM
CACI International Inc	NYSE:CACI	137.35	71.71%	•	4,486.2	4,397.5	8.5%	6.1%	12.4x		NM
Impellam Group PLC	AIM:IPEL	8.18	31.83%	411.5	538.7	2,812.0	2.2%	1.8%	8.2x		NM
Groupe CRIT SA	ENXTPA:CEN	93.82	34.86%	1,041.9	1,135.7	2,618.9	5.8%	3.4%	7.0x		3.5x
Synergie SE	ENXTPA:SDG	57.46	91.09%	1,379.2	1,388.3	2,453.9	5.7%	3.4%	9.2x		3.6x
Engility Holdings, Inc.	NYSE:EGL	28.97	32.93%	1,066.8	2,013.9	1,973.4	9.6%	1.6%	10.6x		NM
ManTech International Corporation		51.90	92.98%	2,023.8	1,875.0	1,717.0	7.7%	6.6%	14.8x		11.7x
Pivot Technology Solutions, Inc.	TSX:PTG	1.72	49.06%	68.9	220.9	1,511.1	1.4%	0.0%	10.5x		NM
Staffline Group plc	AIM:STAF	13.64	12.38%		393.8	1,294.6	4.0%	1.9%	7.4x		NM
ICF International, Inc.	NasdagGS:ICFI	54.30	86.24%		1,235.9	1,197.5	9.5%	4.0%	10.9x		NM
HiQ International AB (publ)	OM:HIQ	8.10	77.59%		433.6	218.4	12.7%	9.2%	15.8x		9.4x
CS Communication & Systemes S	•	8.07	89.43%		218.7	202.6	6.0%	-0.5%	16.7x		NM
DynTek, Inc.	OTCPK:DYNE	13.00	84.00%		0	182.1	3.4%	1.6%	0.0x		0.0x
Mean			67.66%		2,440.0		6.9%	3.4%	10.6x		5.6x
Median			80.79%		1,185.8		6.9%	3.4%	10.8x		3.6x

Company	Ticker	Price as of 01/15/2018	% of 52- week range	Market Cap	Enterprise Value	LTM Revenues	LTM EBITDA margin	LTM net income margin	EV / LTM EBITDA	P / LTM Diluted EPS	P / Tangible BV
<u>SaaS</u>											
Oracle Corporation	NYSE:ORCL	49.51	74.54%	204,951.7	194,479.7	38,907.0	38.9%	25.5%	12.8x	21.3x	33.6x
Fujitsu Limited	TSE:6702	7.36	61.85%	15,090.6	20,284.6	37,603.9	6.8%	2.6%	7.0x	14.3x	2.2x
SAP SE	DB:SAP	110.58	43.41%	132,578.9	133,289.0	28,171.2	29.5%	17.1%	18.5x	29.3x	NM
Intuit Inc.	NasdaqGS:INTU	164.51	98.84%	42,057.0	42,155.0	5,285.0	30.9%	18.6%	25.8x	43.6x	NM
CACI International Inc	NYSE:CACI	137.35	71.71%	3,381.7	4,486.2	4,397.5	8.5%	6.1%	12.4x	20.4x	NM
Workday, Inc.	NasdaqGS:WDAY	112.90	89.44%	23,709.0	21,971.3	1,995.1	-10.3%	-17.2%	NM	NM	17.6x
ServiceNow, Inc.	NYSE:NOW	138.19	98.49%	23,866.4	23,351.1	1,933.0	0.6%	-7.7%	NM	NM	63.8x
SEEK Limited	ASX:SEK	15.12	83.92%	5,277.1	5,914.1	926.1	31.2%	30.2%	21.9x	19.6x	NM
Atlassian Corporation Plc	NasdaqGS:TEAM	52.57	96.74%	11,871.9	11,258.4	740.7	-4.0%	-15.8%	NM	NM	23.7x
Quality Systems, Inc.	NasdaqGS:QSII	13.83	23.78%	880.6	909.0	527.6	9.7%	3.4%	15.4x	32.3x	NM
Box, Inc.	NYSE:BOX	22.25	77.90%	3,029.2	2,941.0	479.4	-25.2%	-33.2%	NM	NM	NM
Cornerstone OnDemand, Inc.	NasdaqGS:CSOD	39.17	53.86%	2,268.0	2,204.9	482.0	-4.1%	-12.7%	NM	NM	NM
Inovalon Holdings, Inc.	NasdaqGS:INOV	14.20	51.02%	2,071.4	1,789.7	449.4	16.9%	7.7%	25.5x	116.4x	5.5x
Ebix, Inc.	NasdaqGS:EBIX	81.75	99.16%	2,571.5	2,853.3	339.3	35.1%	29.1%	24.0x	26.5x	NM
Benefitfocus, Inc.	NasdaqGM:BNFT	25.75	23.31%	805.3	870.5	252.6	-1.1%	-10.3%	NM	NM	NM
HealthStream, Inc.	NasdaqGS:HSTM	24.27	33.58%	774.1	650.7	247.7	14.6%	4.0%	23.9x	134.7x	8.1x
Callidus Software Inc.	NasdaqGM:CALD	30.25	97.38%	2,060.5	1,884.1	253.1	0.1%	-8.0%	NM	NM	15.1x
DHI Group, Inc.	NYSE:DHX	1.85	5.32%	93.0	139.3	208.0	14.7%	7.7%	3.9x	9.2x	NM
Xing SE	XTRA:O1BC	353.81	94.99%	1,988.6	1,940.0	225.5	31.1%	13.8%	35.4x	61.2x	NM
GPI SpA	BIT:GPI	13.18	38.46%	207.0	245.5	177.0	10.2%	4.3%	12.8x	25.5x	5.4x
MINDBODY, Inc.	NasdaqGM:MB	33.10	78.54%	1,545.8	1,335.6	182.6	-2.8%	-8.1%	NM	NM	6.8x
Vocera Communications, Inc.	NYSE:VCRA	28.50	71.75%	832.7	766.0	162.5	-3.1%	-8.7%	NM	NM	22.8x
Castlight Health, Inc.	NYSE:CSLT	4.30	73.53%	575.1	493.4	131.4	-38.2%	-42.3%	NM	NM	8.9x
Tabula Rasa Healthcare, Inc.	NasdaqGM:TRHC	32.95	84.73%	632.0	663.1	117.9	2.5%	-2.3%	228.1x	NM	NM
Smart Employee Benefits Inc.	TSXV:SEB	0.19	54.84%	29.8	50.8	80.5	0.3%	-12.0%	218.8x	NM	NM
IDE Group Holdings Plc	AIM:IDE	0.39	15.00%	79.0	92.0	69.9	12.8%	-2.8%	9.7x	NM	NM
Asure Software, Inc.	NasdaqCM:ASUR	14.87	69.23%	185.4	233.6	48.9	13.7%	-8.3%	35.0x	NM	NM
Jobindex A/S	CPSE:JOBNDX	258.46	59.26%	232.6	221.8	39.7	29.6%	21.9%	16.3x	23.1x	30.2x
Medical Transcription Billing, Co	orp NasdaqCM:MTBC	3.03	53.20%	34.9	34.5	32.3	-5.6%	-29.1%	NM	NM	26.7x
Mean			67.76%		19,869.8		8.0%	0.2%	33.4x	42.6x	17.8x
Median			74.03%		2,072.4		7.6%	3.0%	20.2x	26.5x	12.0x