



# IT SERVICES

## Earnings Calls Synopsis – Results for Q2 2018

September 2018

# ABOUT 7 MILE ADVISORS

7 Mile Advisors is a partner-led middle-market investment banking firm providing strategic M&A, private capital transactions, and market insight for business owners, corporations, and private equity firms.

The 7MA team has completed over 120 transactions in the IT Services sector. We provide pragmatic advice, sector expertise and innovative processes to help clients adeptly navigate the decision tree. Our high-touch processes with senior-led deal teams are the cornerstone of the 7MA process.

## Select Recent Transactions



# SUMMARY

We are pleased to present our review and synopsis of results and earnings call commentary for Q2 2018. This summary includes the most recent financial results for key publicly traded companies in the IT Services sector (mix of buyers in Managed Services, Cloud Services, IT Services, and IT Consulting, among other service offerings in the technology market) for the period April–June 2018.

## M&A Indicators:

- + Technology acquisition – technology-driven changes will continue to increase. Companies have been focusing on technology acquisitions which are motivating factors in initiating M&A deals.
- + The growth imperative and favorable market outlook combined with organic growth opportunities.

## Technology Trends to Watch

- + [Robotic Process Automation](#)
- + [Blockchain](#)
- + Digital, AI, Analytics, Cloud, and Cybersecurity

## IN THIS ISSUE

Summary

7MA Deal Spotlight

Players in the Industry

# 7MA DEAL SPOTLIGHT – Q2 2018

## Southport Services Group Acquired By Perficient

*Analytics, Big Data, IT Consulting*



- Perficient, the leading digital transformation consulting firm serving Global 2000 and other large enterprise customers throughout North America, completed the acquisition of Southport Services Group, a MicroStrategy consultancy firm with deep expertise in analytics, business intelligence and data warehousing solutions.
- The acquisition of Southport Services Group will broaden and deepen Perficient's data solutions capabilities, increase its presence in the DC region, Phoenix, and Mexico, and foster strategic client relationships with Fortune 1000 customers across several industries.
- 7 Mile Advisors acted as the exclusive sell-side advisor to Southport Services Group throughout this transaction, marking its 36th successful transaction in the digital transformation space.

## Element Solutions Acquired By Hinduja Global Solutions UK Limited

*IT Consulting, Digital Transformation*



- Hinduja Global Solutions (HGS) completed the acquisition Element Solutions, a digital consulting and cloud managed services company that works closely with Oracle, Amazon Web Services, Microsoft, and Salesforce.
- This deal will strengthen the buy-side portfolio of HGS' digital services division. In addition, this acquisition will add new capabilities and expertise in customer digital experience and marketing, as well as combine a complementary client base across sectors and add significant shore presence for HGS' Interactive division.
- This acquisition represents 7MA's third digital transformation deal since the beginning of 2018, in which it acted as the exclusive sell-side advisor to Element Solutions.

# 7MA DEAL SPOTLIGHT – Q2 2018

## MBI Solutions Acquired By ESW Capital

*Big Data and Infrastructure Managed Services*



- MBI Solutions, an expert in infrastructure optimization, technology selection, big data implementation, and reliable managed services solutions, has been acquired by ESW Holdings, Inc., an Austin-based conglomerate of leading enterprise software platforms.
- Given this alignment with MBI's operating model, and enterprise businesses' regular need for infrastructure management, big data, and managed services, the acquisition of MBI allows ESW to bring a broader, more compelling offering to its 1,000+ customers.
- 7MA acted as the exclusive sell-side advisor to MBI Solutions throughout the transaction, which marks its third transaction in the Managed Services space in the past 12 months.

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## Uniguest Acquired ONELAN

*Digital Signage and Kiosk Software Solutions*



- Uniguest completed the acquisition of ONELAN, a U.K.-based digital signage and visual communications company, on May 3, 2018.
- The acquisition will strengthen ONELAN's presence in the U.S., with customers and partners benefiting from Uniguest's team of 180 U.S.-based staff.
- This combination will assist Uniguest customers in driving guest, shopper, and resident engagement in the hospitality, office retail, and community living industries. As the digital signage and interactive kiosk technology markets continue to gain momentum, Uniguest expects opportunities for deeper expansion into markets where customer focus and interaction is critical—including retail, healthcare, education, and the travel industry.
- Uniguest was advised exclusively by 7MA on the buy-side throughout the transaction.

# PLAYERS IN THE INDUSTRY

# IT SERVICES INDUSTRY OVERVIEW

The information technology sector posted positive earnings and was one of the strongest performers in the second quarter of 2018. The robust increase in overall IT spending adds to the momentum in the sector. According to a recent report by Gartner, worldwide IT spending is projected to reach a record growth of \$3.7 trillion this year.

Newer opportunities in the digital space in the form of analytics, RPA, cloud adoption, and cybersecurity, are opening up and companies like Infosys, Accenture, and EPAM Systems are seeing traction in their automation approach and artificial intelligence platform. Digital and software deal sizes are also seeing an upward momentum: Notably is that \$7.5 billion deal Microsoft struck for GitHub, a large code repository company that has become popular with software developers and companies hosting entire projects, documentation, and code.

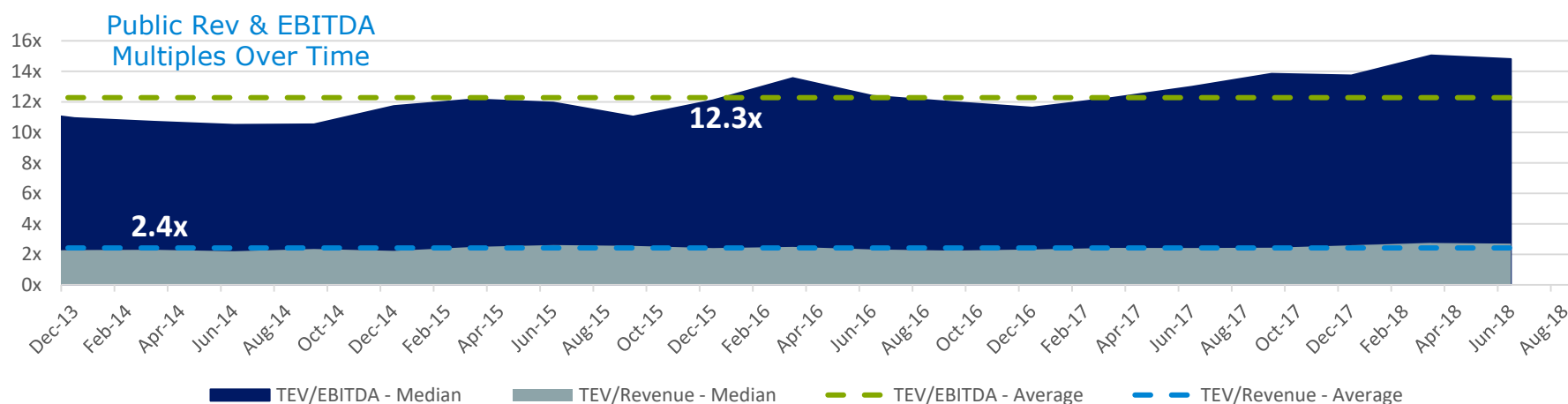
There is an acceleration of digitization across industries to meet consumer expectations. Companies are planning to embrace digital transformation to improve asset efficiencies and are looking to consolidate and upgrade their systems for better business insights. All signs point to continued growth and demand for consulting and IT services. As such, the outlook for this space remains optimistic for the rest of this year and beyond.





# PUBLIC BASKET AND VALUATION TRENDS

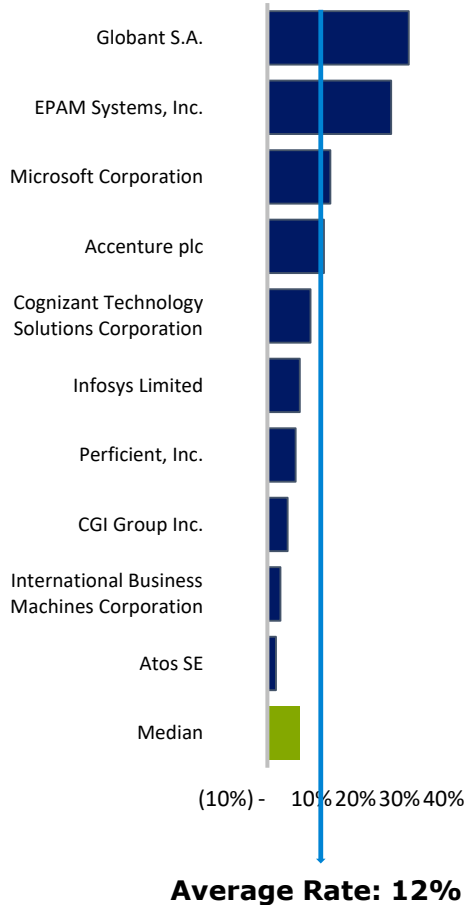
Company	TEV \$m	LTM Rev \$m	Rev Growth YoY	GP %	EBITDA %	TEV / Rev X	TEV / EBITDA X	# FTEs	Rev / FTE \$k
Perficient, Inc.	1,030	488	6%	35%	12%	2.1	18.1	3,024	161
Globant S.A.	2,171	473	32%	37%	15%	4.6	30.2	6,753	70
EPAM Systems, Inc.	7,086	1,647	28%	36%	15%	4.3	29.0	25,962	63
Atos SE	12,963	14,805	2%	14%	13%	0.9	6.9	89,989	165
CGI Group Inc.	19,420	8,603	5%	29%	17%	2.2	13.3	71,000	121
Cognizant Technology Solutions Corp.	40,954	15,512	10%	39%	21%	2.6	12.8	260,000	60
Infosys Limited	41,052	11,119	7%	35%	27%	3.8	14.1	204,107	54
Accenture plc	103,374	38,574	13%	31%	16%	2.7	16.5	425,000	91
International Business Machines Corp.	167,896	80,771	3%	46%	21%	2.1	9.9	366,600	220
Microsoft Corporation	794,276	110,360	14%	65%	41%	7.2	17.7	131,000	842
<b>Average</b>	119,022	28,235	12%	37%	20%	3.2	16.8	158,344	185
<b>Median</b>	30,187	12,962	9%	35%	17%	2.7	15.3	110,495	106



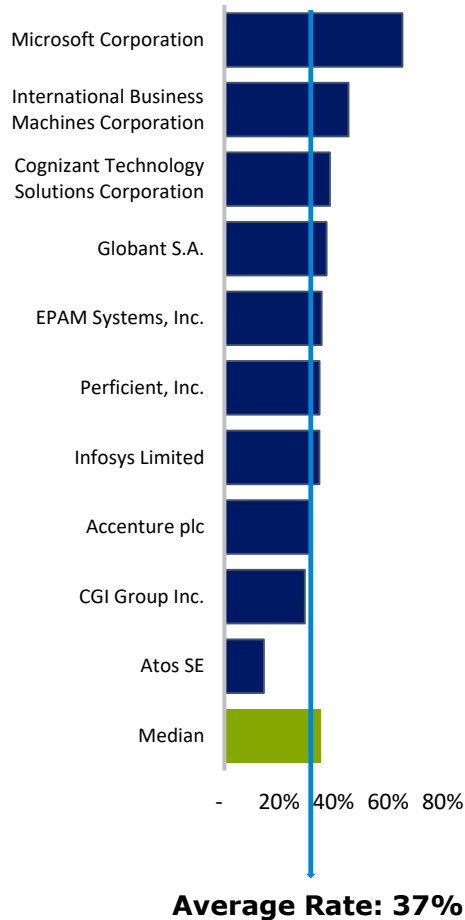


# OPERATIONAL METRICS

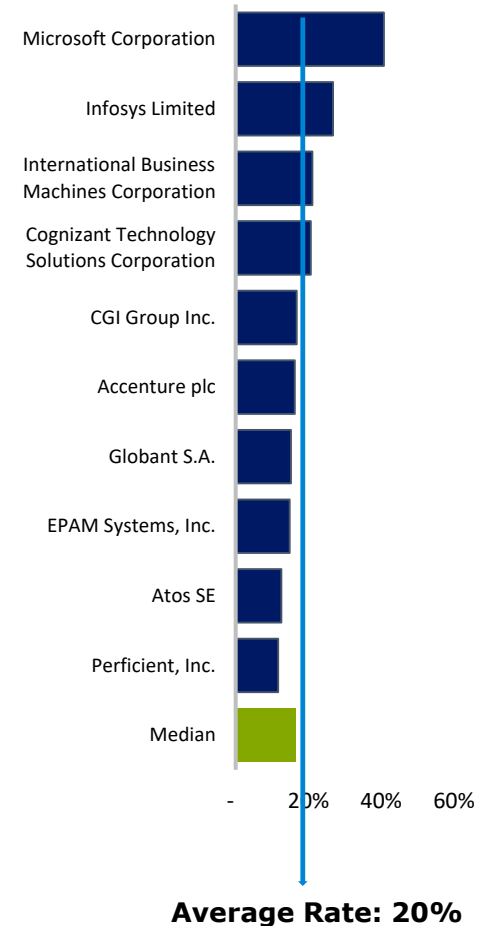
## LTM Revenue Growth %



## LTM Gross Profit Margin %

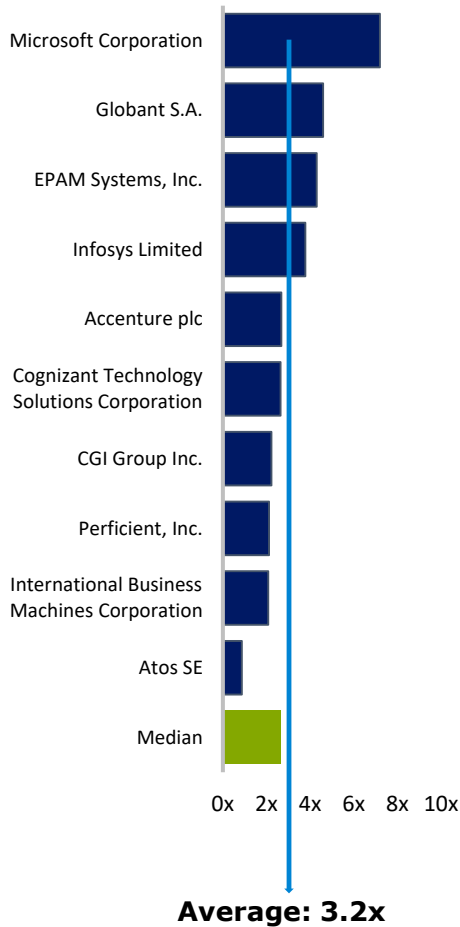


## LTM EBITDA %

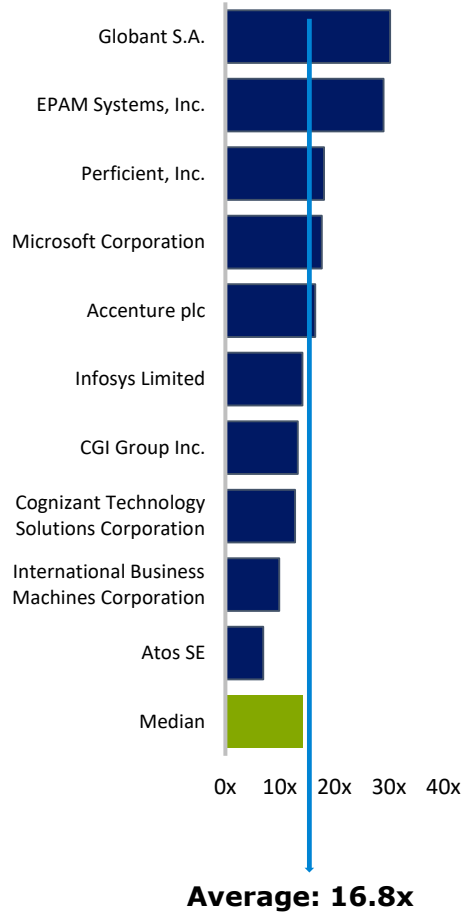


# VALUATION

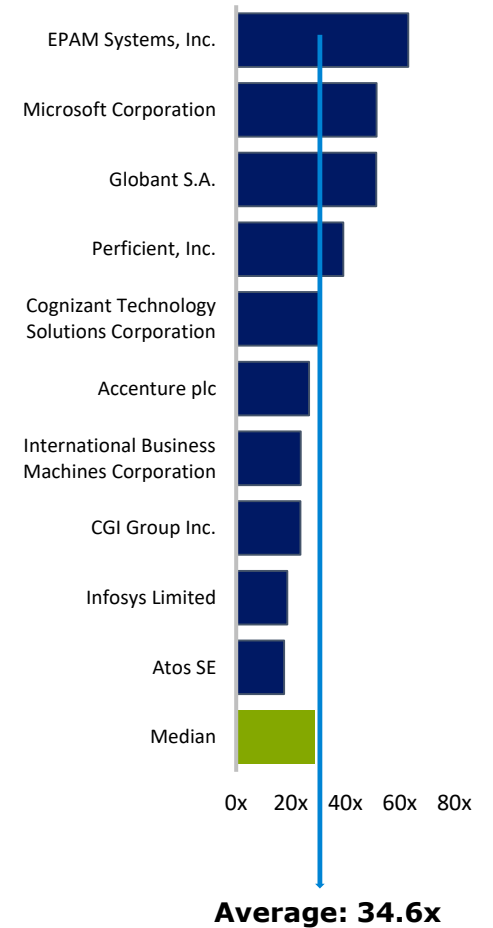
## TEV / LTM Revenue



## TEV / LTM EBITDA



## Price / LTM Earnings



## Commentary

“The strong revenue and margin performance in this quarter shows that our dual emphasis on Agile Digital and AI-driven Core services is resonating with our clients.”—Salil Parekh, CEO and Managing Director

## Highlights

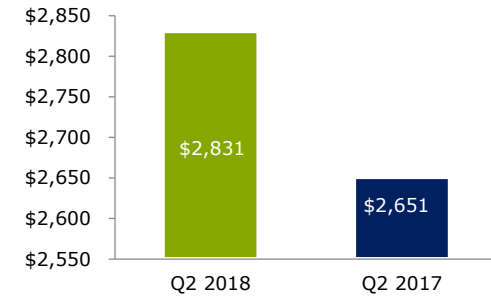
For the quarter ended June 30, 2018:

- In terms of sector demand, Infosys sees strength in energy, utilities, retail, insurance, and manufacturing. Infosys' agile digital business saw strong traction for the work it is doing in the cloud, data and analytics, IoT, and in the area of experience: user experience, client experience, and employee experience.
- During the quarter, Infosys completed the acquisition of WongDoody, which enhances its offerings in creative services as well as the entire value chain of creative, production, campaign, analytics, and measuring outcomes. Infosys also launched the design and innovations studio in Rhode Island to accelerate its capabilities in the digital space. A large part of Infosys new deal wins during the quarter involve digital, thereby, creating a healthy pipeline.
- Digital transformation remains the key theme with clients across all the business verticals, and more budgetary spend gets diverted toward this area. Focus is on using technology to deliver business outcomes which help strategic differentiation.
- IT budgets in the telecom sector continue to face headwinds due to competition in the industry and change in the industry dynamics, leading to severe top-line and bottom-line squeeze.

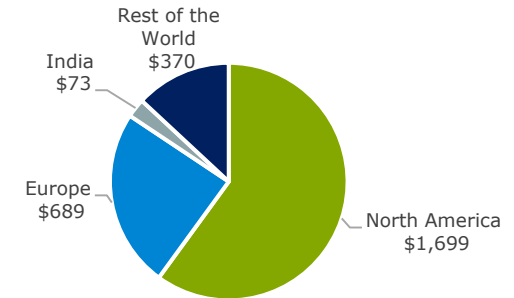
## News

- [Infosys Limited completed the acquisition of WongDoody Holding Company, Inc.](#) on May 30, 2018. The total consideration for transaction is \$75 million.
- [Infosys Partners with Siemens](#) to Develop Advanced IoT Engineering Solutions on MindSphere

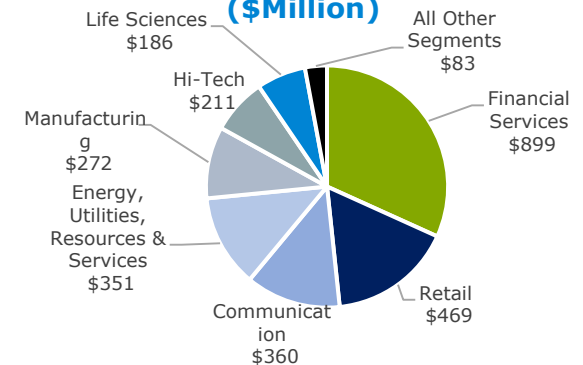
## Revenue (\$Million)



## Revenue by Geography (\$Million)



## Revenue by Segment (\$Million)



Source: PR, CapitalIQ and Earnings Call Transcript

## Commentary

*“Our early investments in the intelligent cloud and intelligent edge are paying off, and we will continue to expand our reach in large and growing markets with differentiated innovation.”*—Satya Nadella, Chief Executive Officer

## Highlights

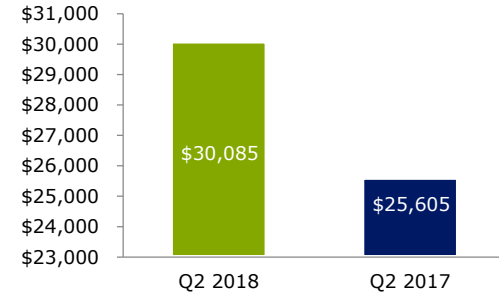
For the quarter ended June 30, 2018:

- Microsoft's investments in Power BI, PowerApps, and Flow as the new analytics and application platform are gaining significant momentum with independent software vendors and enterprise customers.
- Microsoft added nearly 500 new Azure capabilities in the last year alone, focused on both existing workloads and new workloads such as IoT and AI at the Edge. The company introduced Azure Stack and Azure Sphere, two first-of-their-kind cloud-to-edge solutions that are already seeing strong customer demand.
- Microsoft expanded its global data center footprint to 54 regions, more than any other cloud provider, and with the most comprehensive compliance coverage in the industry.
- Microsoft is democratizing data science and AI with Azure Cognitive Services, Azure ML, and data services such as Azure Cosmos DB to help organizations of all sizes convert their data into insights and experiences for competitive advantage.
- Microsoft's pending acquisition of GitHub will enable it to bring tools and services to new audiences, while enabling GitHub to grow and retain its independence and developer-first ethos and community.

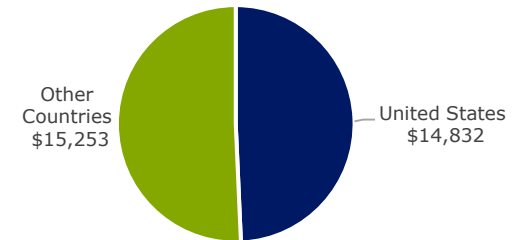
## News

- [Microsoft Corporation entered into an agreement to acquire GitHub, Inc.](#) from Sequoia Capital, SV Angel, Andreessen Horowitz, Thrive Capital, and Institutional Venture Partners for \$7.5 billion on June 4, 2018.
- [Microsoft Corporation entered into an agreement to acquire Bonsai AI](#) on June 20, 2018. Post-completion, the team of Bonsai will join Microsoft.

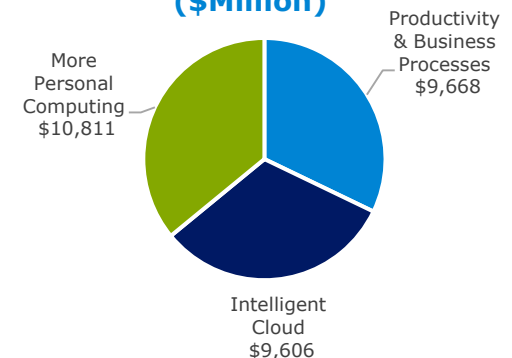
## Revenue (\$Million)



## Revenue by Geography (\$Million)



## Revenue by Segment (\$Million)



Source: PR, CapitalIQ and Earnings Call Transcript



## Commentary

"I'm most encouraged by the momentum and quality of our bookings over the last twelve months, which is driven by the confidence clients are placing in CGI to implement their digital strategies."—George D. Schindler, President & CEO

## Highlights

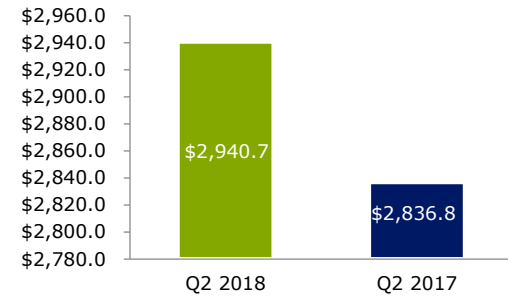
For the quarter ended June 30, 2018:

- CGI remains committed to its aspiration to double the company through build and buy strategy. It will continue its metro market acquisition approach of focusing on companies with annual revenue under \$500m and with deep client relationships in areas where CGI is currently undersized.
- This quarter's results were underscored by the widespread demand for digital services by CGI's clients and CGI's ability to bring the right combination of local experts and global insights to help clients implement their enterprise-wide strategies.
- CGI continues to gain traction in cybersecurity. The company was awarded a \$420m task order under the Department of Homeland Security's continuous diagnostics and mitigation contract program. They were also awarded one of the prime positions on the comprehensive agency-wide Department of Justice cybersecurity vehicle. CGI expects task orders to be completed over the coming quarters.
- CGI continues to make strategic investments that will advance its business goals. It invested \$85m back into the business, including the development of its IP and ramping up of new engagements.

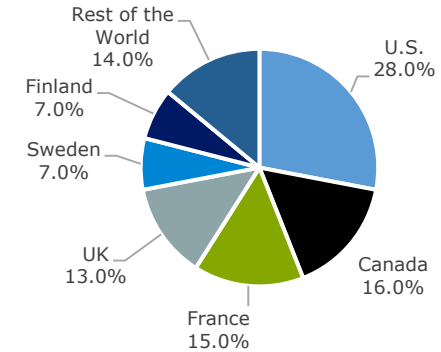
## News

- [CGI acquires IT consulting firm Facilité Informatique](#) to strengthen its Canadian market leadership position. CGI invested \$43m.
- [CGI announces intent to repurchase 3.63 million of its shares](#) held by Caisse de dépôt et placement du Québec.

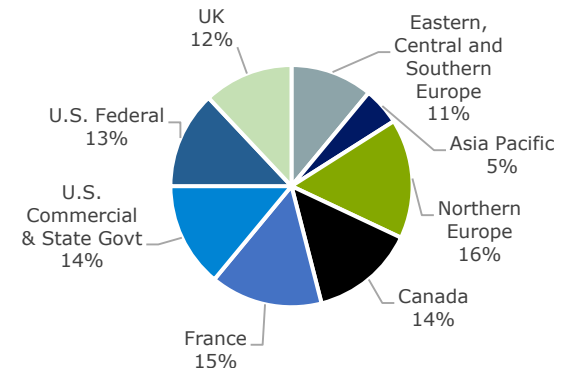
## Revenue (CAD Million)



## Revenue by Geography



## Revenue Mix



Source: PR, CapitalIQ, Presentation and Earnings Call Transcript



## Commentary

“Digital transformation is now a clear imperative for our clients, and we are uniquely positioned to deploy digital services end-to-end at scale across industries and geographies.” — Pierre Nanterme, Chairman and CEO

## Highlights

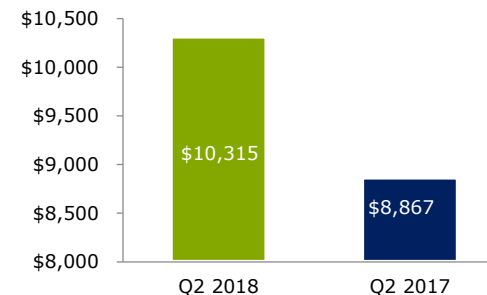
For the quarter ended May 31, 2018:

- The rapid rotation to "the New" digital, cloud, and security, continues to drive significant growth for Accenture. Revenues in "the New" again grew at a very strong double-digit rate in the 3Q and accounted for about 60% of total revenues for the first time.
- Accenture saw an uptick in Strategy and Consulting Services, which grew high-single digits, while both Application Services and Operations posted double-digit growth. And "the New" including Digital Cloud and Security, continued to deliver very strong double-digit growth, reflecting many of the market themes and key points of differentiation.
- The strong demand for Intelligent Platform Services continues to be an important contributor to Accenture's growth. Intelligent Platform Services brings together the industry, functional and next-generation application capabilities powered by innovation architecture to drive mission-critical programs for clients, and these services primarily relate to deploying next-generation technologies in SAP, Oracle, Microsoft, Salesforce, and Workday.
- Accenture agrees to acquire designaffairs, a design firm based in Germany that specializes in smart products and services for manufacturers. It complements well Accenture's acquisition of Mackevision in Q2.

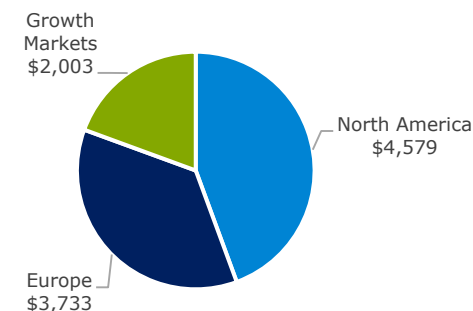
## News

- [Accenture plc completed the acquisition of Kogentix Inc.](#) on July 12, 2018.
- [Accenture plc entered into an agreement to acquire designaffairs GmbH](#) on June 8, 2018. Designaffairs will become part of Accenture's Industry X.0 business.

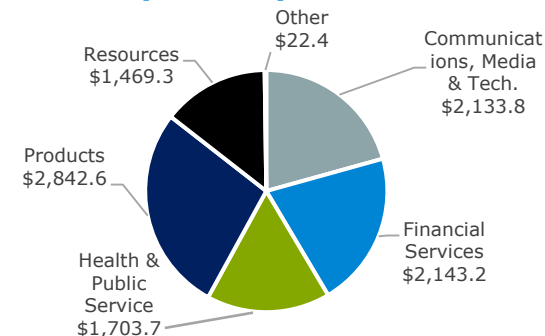
## Revenue (\$Million)



## Revenue by Geography (\$Million)



## Revenue by Segment (\$Million)



Source: PR, CapitalIQ and Earnings Call Transcript

## Commentary

“Our unique and compelling value proposition ..., nimble structure and depth of expertise are leading to share gains as enterprises increasingly turn to Perficient for their digital transformation needs.”—Jeffrey Davis, President and CEO

## Highlights

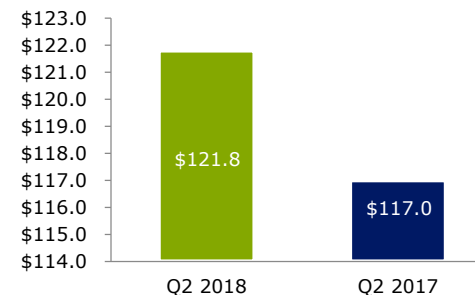
For the quarter ended June 30, 2018:

- Perficient is excited about the acquisition of Stone Temple Consulting, a highly regarded and award-winning digital consultancy out of Boston focused on search engine optimization and content marketing services. Stone Temple joined Perficient's digital team and will play an important role in expanding and deepening Perficient's search engine optimization and content services capabilities.
- Perficient is seeing strong demands in healthcare, and a resurgence in retail, particularly around commerce. There is also strong demand in the automotive, manufacturing, and retail sectors. Financial Services is a meaningful part of its business; though solid, it is not quite as strong as some of the other sectors.
- As it relates to backlog, Perficient closed its single largest deal: a multiyear commitment from a major healthcare organization that is well into eight-figures annually. That win plus several other multimillion dollar deals during July have Q3 off to a great booking start.

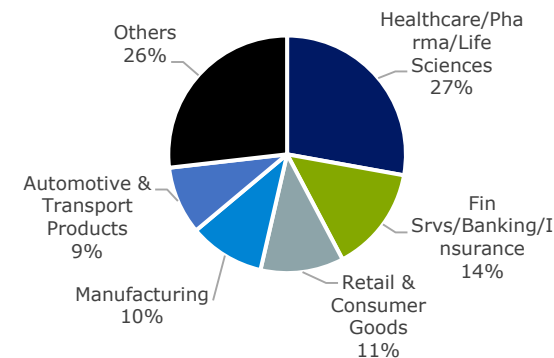
## News

- [Perficient acquired Stone Temple Consulting Corporation](#) on July 16, 2018. Stone Temple Consulting had \$9 million of annual revenue. The acquisition is expected to be accretive to adjusted earnings per share immediately.
- [Perficient Digital Receives Creativity International Award for Creating End-to-End Digital Experience for OhioHealth](#)

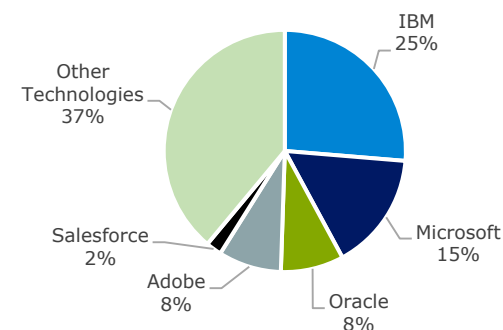
## Revenue (\$Million)



## Revenue by Industry



## Revenue by Platform



Source: PR, CapitalIQ, Presentation and Earnings Call Transcript





## Commentary

*“As companies accelerate digital initiatives by applying new advances in Intelligent Automation, Blockchain, Artificial Intelligence and IoT, we are well-positioned to deliver disruptive solutions.”*—Arkadiy Dobkin, President & CEO

## Highlights

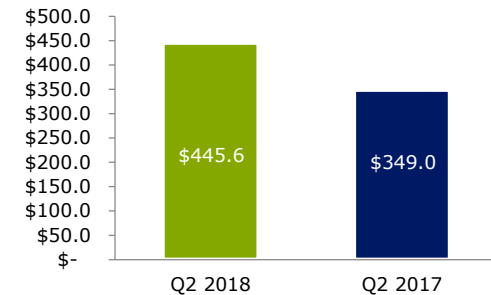
For the quarter ended June 30, 2018:

- EPAM had broad-based growth across its industry verticals in the second quarter. The drivers of growth remain consistent in the industries EPAM serves, which include the themes of digital transformation, an increased focus on customer engagement, product development, and driving the efficiencies and deeper insights through artificial intelligence, machine learning, and analytics.
- RPA technology projects have evolved into more complex and sizable intelligent automation engagements across several EPAM industries.
- EPAM expanded its operations in Hyderabad with the opening of a new digital engineering center. This facility is designed to enable advanced technical training, R&D, and full-cycle customer programs ranging from commercial product development to digital platforms and innovative experimentation.
- As EPAM continues to grow, it is also investing in existing and new locations within the European Union, across Central and Eastern Europe, and across other regions of APAC.

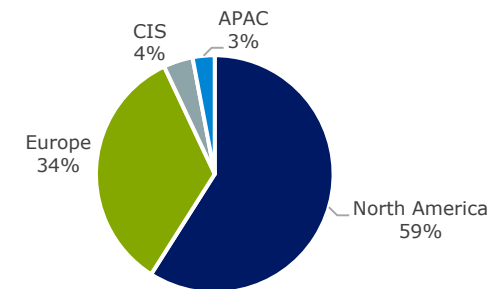
## News

- [EPAM Expands Its Partnership with Google as an Advanced Solutions Lab System Integrator Partner](#)
- [EPAM's InfoNgen™ Debuts with Highest Score Possible in Seven Criteria in AI-Based Text Analytics Platforms Report by Independent Research Firm](#)

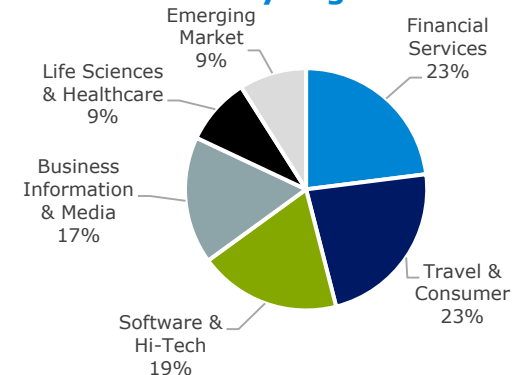
## Revenue (\$Million)



## Revenue by Geography



## Revenue by Segment



Source: PR, CapitalIQ, Presentation and Earnings Call Transcript



## Commentary

“As our second-quarter results confirm, we’re making solid progress on our plan to accelerate our shift to digital services and solutions.”—Francisco D’Souza, Chief Executive Officer and Vice Chairman of the Board

## Highlights

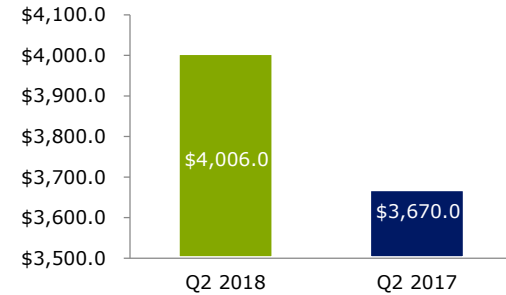
For the quarter ended June 30, 2018:

- Cognizant won a number of large-scale projects related to blockchain implementation, cloud migration, and digital engineering.
- Through its digital business practice, Cognizant uses data and analytics, optimized with machine learning and artificial intelligence, and knowledge of its clients' businesses to help drive greater levels of personalization, productivity, and growth.
- In manufacturing and logistics, Cognizant's clients include 8 of the top 15 industrial manufacturers. Cognizant continues to see strength in smart product development, industrial automation, and investments focused on improving the customer experience and supply chain visibility.
- As clients work to enhance the customer experience they provide through point of service applications and better execution of the in-store fulfillment processes, Cognizant is seeing increased demand for its automation solutions, IoT, and supply chain optimization.
- The TMG transaction, which closed last year, has positioned Cognizant as one of the strongest processors of government healthcare programs. Cognizant's government healthcare programs offered through TMG are positioned to capture continued growth in these segments.

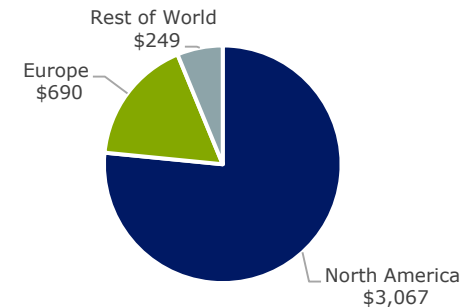
## News

- [Cognizant acquired Hedera Consulting BVBA. Hedera Consulting is now part of the Cognizant Consulting business unit.](#)
- [Cognizant Recognized as a Leader in Cloud Enablement Services by Everest Group.](#) Cognizant emerged as a leader due to its market success and cloud services delivery capability.

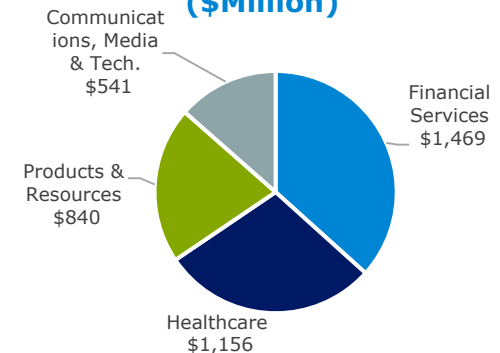
## Revenue (\$Million)



## Revenue by Geography (\$Million)



## Revenue by Segment (\$Million)



Source: PR, CapitalIQ, Presentation and Earnings Call Transcript

## Commentary

*“We are experiencing two disruptive technology revolutions happening at the same time: the digital and cognitive revolutions. Organizations need to move quickly to adapt their businesses as users demand new types of engagement.”*—  
Martín Migoya, Globant’s CEO and Co-Founder

## Highlights

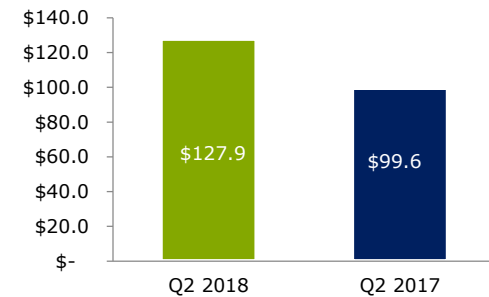
For the quarter ended June 30, 2018:

- Together, with Pernod Ricard South LATAM, Globant is working on activating a digital transformation framework that mobilizes the whole organization to evolve through active learning. The focus of this mobilization engages culture, expedience, agility, data, and technology to create new behaviors and new outcomes within the organization.
- In the U.S., Globant continues to see sustained expansion. During Q2, it won several new logos, including Avoca, a partnership that provides a software platform for delivering outstanding customer acquisition journeys in banking.
- In the AI arena, Globant recently launched a new report on voice-activated technologies. This playbook aims to help organizations develop strategies for successful voice implementation and technology investment. After surveying more than 600 senior-level decision-makers, it was concluded that companies are still preparing to take advantage of voice technologies as part of their larger digital and cognitive transformation.
- Demand continues to be strong. As Globant’s pipeline keeps expanding, it remains optimistic about delivering sustained growth.

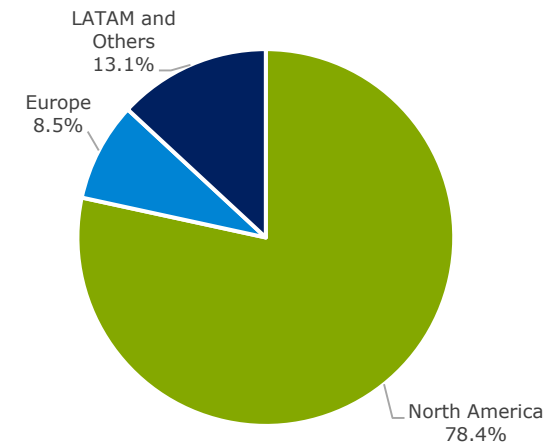
## News

- [New Globant Report Uncovers the Gap Between Voice Technology Investments and Preparedness in Organizations.](#) Report provides key insights to successfully integrate voice technology in the workplace.
- [Globant Launches Its Cybersecurity Studio To Formalize its Offerings](#)

## Revenue (\$Million)



## Revenue by Geography



Source: PR, CapitalIQ and Earnings Call Transcript



## Commentary

"More clients are engaging IBM on their journey to the cloud, and deploying IBM Cloud, Watson AI, analytics, blockchain and security solutions."—Ginni Rometty, Chairman, President and Chief Executive Officer

## Highlights

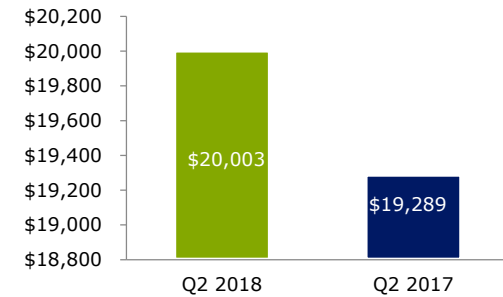
For the quarter ended June 30, 2018:

- IBM had good performance in analytics and in industry verticals driven by financial services and IoT.
- As IBM continues to invest to build its innovation pipeline in areas like AI, security, and blockchain, the company is also realizing acquisition synergies and driving operational efficiencies by streamlining its management system, scaling agile, and implementing new ways of working.
- IBM continues to invest—recently announcing the acquisition of Oniqua Holdings, which adds technology, professional expertise and asset optimization. This strengthens its integrated IoT platform across Cognitive Solutions and Global Business Services.
- In IBM's Watson platform, growth reflects strong demand for the company's new virtual assistant offering with triple-digit growth in its conversation service usage.
- IBM reported strength in digital, which grew strong double digits. This was driven by digital business strategy and mobile offerings.
- IBM is growing in strategic offerings like Cloud Migration Factory and Cloud Application Development. The increased demand in these areas has led to two consecutive quarters of double-digit signings growth in application management.

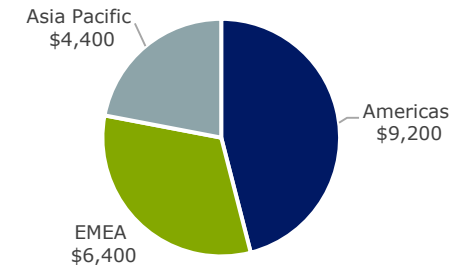
## News

- [International Business Machines Corporation completed the acquisition of Oniqua Pty Ltd](#) from ASCO Holdings Limited on June 15, 2018. Strengthens leading IoT capabilities to help businesses proactively maintain vital assets.
- [IBM Watson IoT Accelerates Business Transformation in Europe](#)

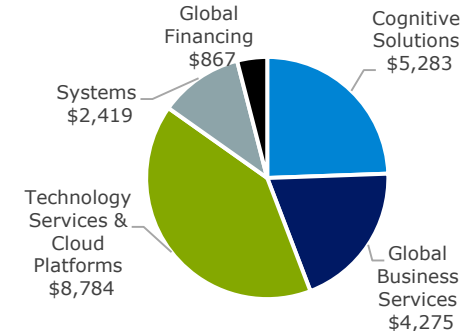
## Revenue (\$Million)



## Revenue by Geography (\$Million)



## Revenue by Segment (\$Million)



Source: PR, CapitalIQ and Earnings Call Transcript

# Atos

## Commentary

*“By leveraging the strengths of all our Divisions in our Digital Transformation Factory, we signed very large transformation contracts translating in a strong book-to-bill ratio in each Division.”—Thierry Breton, Chairman and CEO*

## Highlights

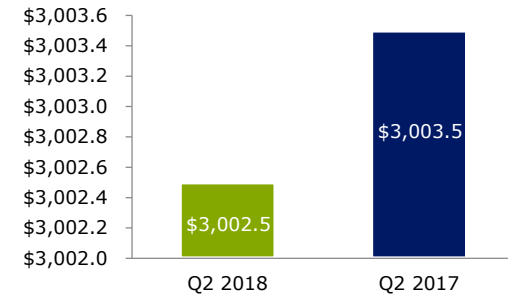
For the quarter ended June 30, 2018:

- Revenue was up this quarter, which derived from the demand of large organizations implementing their digital transformation. This particularly was attributed to performance in Business & Platform Solutions, Big Data, and Cybersecurity.
- The acquisition of Syntel fits perfectly with Atos' strategy, and strengthened Atos' position as a leading global IT service partner of enterprise. This transaction is the ideal step of Atos' digital repositioning to address a broader market covering the whole potential needs of its clients, CMOs, CTOs, and CIOs. The acquisition will help Atos in accelerating its digital transformation capabilities building, take advantage of Syntel's strong capabilities and exposure to digital, which already represents over 40% of Syntel's revenue.
- Revenue in Big Data & Cybersecurity (BDS) was up in the United Kingdom, North America, and Germany. The growth was driven by very dynamic Cybersecurity activities in the large geographies, as well as sales of bullions mainly in North America and in France. High Performance Computing recorded a strong growth in Germany driven by significant activities with research institutes, and new opportunities were generated in several geographies such as France.

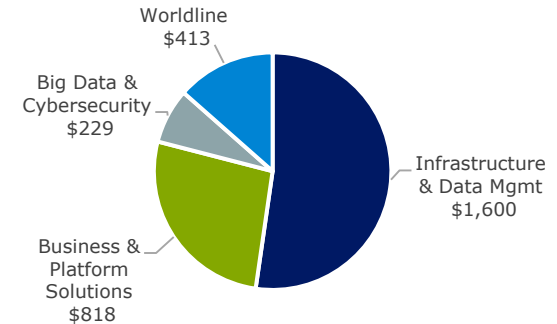
## News

- [Atos SE entered into a definitive merger agreement to acquire Syntel, Inc. for \\$3.4 billion on July 20, 2018.](#) The transaction is expected to be double-digit accretive to Group EPS as early as 2019.
- [Atos Partners with CNA Financial Corporation to Drive Digital Transformation for Commercial Insurance Leader](#)

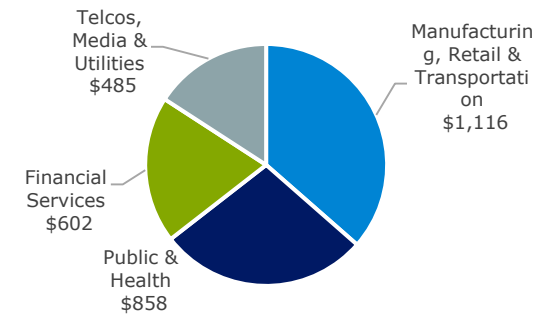
## Revenue (€Million)



## Revenue by Division (€Million)



## Revenue by Segment (€Million)



Source: PR, CapitalIQ and Earnings Call Transcript

# FINANCIAL TRENDS

Company Name	Revenue (\$M)					Revenue YOY% change				
	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Perficient, Inc.	121.8	120.9	130.5	120.5	117.0	4.1%	8.9%	12.4%	5.5%	(1.8%)
Globant S.A.	127.9	119.7	115.4	109.7	99.6	28.4%	34.9%	32.3%	33.2%	24.6%
EPAM Systems, Inc.	445.6	424.1	399.3	377.5	349.0	27.7%	30.6%	27.4%	26.6%	23.0%
Atos SE	3,503.1	3,699.0	3,830.6	3,770.4	3,426.7	0.0%	0.0%	(0.9%)	(0.9%)	5.4%
CGI Group Inc.	2,235.8	2,287.8	2,246.2	2,086.7	2,182.8	3.7%	8.3%	5.3%	1.0%	6.4%
Cognizant Technology Solutions Corporation	4,006.0	3,912.0	3,828.0	3,766.0	3,670.0	9.2%	10.3%	10.6%	9.1%	8.9%
Infosys Limited	2,831.0	2,805.0	2,755.0	2,728.0	2,651.0	6.8%	9.2%	8.0%	5.5%	6.0%
Accenture plc	10,315.0	9,585.4	9,523.2	9,150.0	8,867.0	16.3%	15.2%	11.8%	7.8%	5.1%
International Business Machines Corporation	20,003.0	19,072.0	22,543.0	19,153.0	19,289.0	3.7%	5.1%	3.6%	(0.4%)	(4.7%)
Microsoft Corporation	28,918.0	24,538.0	25,605.0	23,212.0	25,826.0	12.0%	11.9%	24.2%	13.1%	8.5%

# FINANCIAL TRENDS

Company Name	GM%					EBITDA%				
	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Perficient, Inc.	34.6%	34.5%	33.3%	35.4%	33.7%	11.8%	10.7%	10.8%	12.9%	11.3%
Globant S.A.	38.5%	37.8%	37.2%	36.4%	34.5%	16.7%	15.4%	14.0%	13.8%	9.2%
EPAM Systems, Inc.	35.1%	34.5%	36.4%	36.6%	36.9%	14.2%	13.4%	15.0%	15.0%	13.7%
Atos SE	14.1%	14.1%	15.9%	15.9%	14.1%	12.1%	12.1%	13.9%	13.9%	12.2%
CGI Group Inc.	14.9%	14.4%	14.4%	79.3%	14.1%	18.3%	17.7%	17.7%	17.1%	17.4%
Cognizant Technology Solutions Corporation	39.7%	38.6%	38.3%	37.9%	38.4%	19.8%	20.7%	21.4%	21.0%	20.4%
Infosys Limited	34.7%	34.9%	34.6%	35.0%	34.9%	26.0%	27.3%	27.1%	26.8%	26.7%
Accenture plc	32.2%	29.7%	32.1%	31.5%	32.8%	17.1%	15.7%	18.0%	16.7%	17.7%
International Business Machines Corporation	46.0%	43.2%	48.2%	45.9%	46.5%	21.8%	17.7%	25.7%	22.0%	20.7%
Microsoft Corporation	61.7%	66.3%	68.6%	65.3%	61.7%	38.8%	41.6%	45.5%	39.5%	39.0%



# FINANCIAL TRENDS

Company Name	EPS				
	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Perficient, Inc.	0.17	0.15	0.19	0.21	0.07
Globant S.A.	0.39	0.28	0.31	0.22	0.06
EPAM Systems, Inc.	0.89	1.15	(0.59)	0.77	0.68
Atos SE	1.26	1.33	2.22	2.19	1.14
CGI Group Inc.	0.76	0.73	0.78	0.56	0.71
Cognizant Technology Solutions Corporation	0.78	0.88	(0.03)	0.84	0.80
Infosys Limited	0.25	0.26	0.35	0.25	0.24
Accenture plc	1.60	1.37	1.79	1.48	1.05
International Business Machines Corporation	2.61	1.81	(1.14)	2.92	2.48
Microsoft Corporation	(0.82)	0.84	1.03	0.70	0.80

# FINANCIAL TRENDS

Company Name	Stock Price (USD value)					Stock Price % change				
	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Perficient, Inc.	26.37	22.92	19.07	19.67	18.64	15.1%	20.2%	(3.1%)	5.5%	7.4%
Globant S.A.	56.79	51.54	46.46	40.07	43.44	10.2%	10.9%	15.9%	(7.8%)	19.3%
EPAM Systems, Inc.	124.33	114.52	107.43	87.93	84.09	8.6%	6.6%	22.2%	4.6%	11.3%
Atos SE	136.45	136.87	145.71	155.12	140.22	5.3%	(8.4%)	(7.5%)	6.8%	6.0%
CGI Group Inc.	63.34	57.62	54.46	51.76	50.98	12.1%	8.8%	5.6%	(2.4%)	4.0%
Cognizant Technology Solutions Corporation	78.99	80.50	71.02	72.54	66.40	(1.9%)	13.3%	(2.1%)	9.2%	11.6%
Infosys Limited	19.09	17.39	16.33	13.78	14.48	15.5%	8.6%	15.8%	(3.8%)	(8.5%)
Accenture plc	155.74	161.01	148.01	130.76	124.47	(3.3%)	8.8%	13.2%	5.1%	1.6%
International Business Machines Corporation	139.70	153.43	153.42	145.08	153.83	(8.9%)	0.0%	5.7%	(5.7%)	(11.7%)
Microsoft Corporation	85.54	74.49	68.93	65.86	62.14	14.8%	8.1%	4.7%	6.0%	7.9%

# FINANCIAL TRENDS

Company Name	EV/EBITDA					EV/REVENUE				
	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Perficient, Inc.	17.4x	15.9x	14.3x	15.9x	14.8x	2.0x	1.8x	1.6x	1.7x	1.5x
Globant S.A.	33.3x	34.1x	30.2x	26.4x	25.9x	4.5x	4.3x	4.1x	3.8x	4.3x
EPAM Systems, Inc.	27.3x	26.3x	26.2x	22.7x	22.8x	4.0x	3.8x	3.8x	3.3x	3.3x
Atos SE	7.9x	7.5x	8.7x	9.4x	9.3x	1.0x	0.9x	1.0x	1.1x	1.1x
CGI Group Inc.	13.4x	12.5x	11.7x	11.1x	11.5x	2.2x	2.1x	1.9x	1.9x	2.0x
Cognizant Technology Solutions Corporation	13.4x	14.2x	13.2x	14.2x	13.3x	2.8x	2.9x	2.6x	2.8x	2.6x
Infosys Limited	13.5x	12.2x	10.3x	9.5x	10.1x	3.6x	3.3x	2.8x	2.6x	2.7x
Accenture plc	16.1x	16.5x	15.5x	13.5x	13.0x	2.6x	2.7x	2.5x	2.3x	2.2x
International Business Machines Corporation	9.7x	10.7x	10.5x	9.8x	9.8x	2.0x	2.2x	2.2x	2.2x	2.2x
Microsoft Corporation	19.4x	17.5x	17.2x	17.1x	15.7x	6.7x	5.9x	5.7x	5.5x	4.9x

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# CONTACT INFORMATION

7MA provides Investment Banking & Advisory Services to the Business Services and Technology Industries globally. We advise on M&A and private capital transactions, and provide market assessments and benchmarking. As a close-knit team with a long history together and a laser focus on our target markets, we help our clients sell their companies, raise capital, grow through acquisitions, and evaluate new markets. Securities offered through 7M Securities LLC.

Leroy Davis, Partner	<a href="tel:704.899.5962">704.899.5962</a>	<a href="mailto:leroy@7mileadvisors.com">leroy@7mileadvisors.com</a>
Tripp Davis, Partner	<a href="tel:704.899.5762">704.899.5762</a>	<a href="mailto:tripp@7mileadvisors.com">tripp@7mileadvisors.com</a>
Andy Johnston, Partner	<a href="tel:704.899.5961">704.899.5961</a>	<a href="mailto:andy@7mileadvisors.com">andy@7mileadvisors.com</a>
Ben Lunka, Managing Director	<a href="tel:704.496.2995">704.496.2995</a>	<a href="mailto:ben@7mileadvisors.com">ben@7mileadvisors.com</a>
Jeff Stoecklein, Managing Director	<a href="tel:312-373-3737">312-373-3737</a>	<a href="mailto:jeff@7mileadvisors.com">jeff@7mileadvisors.com</a>
Kristina Sergueeva, Director	<a href="tel:704.899.5149">704.899.5149</a>	<a href="mailto:kristina@7mileadvisors.com">kristina@7mileadvisors.com</a>
Neil Churman, Director	<a href="tel:704.899.5960">704.899.5960</a> x 121	<a href="mailto:neil@7mileadvisors.com">neil@7mileadvisors.com</a>
John Cooper, Director	<a href="tel:704.973.3996">704.973.3996</a>	<a href="mailto:john@7mileadvisors.com">john@7mileadvisors.com</a>
Tim Frye, Director	<a href="tel:704.973.3994">704.973.3994</a>	<a href="mailto:tim@7mileadvisors.com">tim@7mileadvisors.com</a>
Casey Augustine, Business Development - Manager	<a href="tel:704.973.3999">704.973.3999</a>	<a href="mailto:casey@7mileadvisors.com">casey@7mileadvisors.com</a>
Nicholas Prendergast, Financial Analyst	<a href="tel:704.899.5960">704.899.5960</a>	<a href="mailto:nicholas@7mileadvisors.com">nicholas@7mileadvisors.com</a>
Ariail Siggins, Marketing Director	<a href="tel:704.899.5960">704.899.5960</a> x 123	<a href="mailto:ariail@7mileadvisors.com">ariail@7mileadvisors.com</a>
Sydney Larese, Associate	<a href="tel:704.899.5960">704.899.5960</a>	<a href="mailto:sydney@7mileadvisors.com">sydney@7mileadvisors.com</a>
Marty Johnson, Associate	<a href="tel:704.899.5960">704.899.5960</a>	<a href="mailto:marty@7mileadvisors.com">marty@7mileadvisors.com</a>
Rory Julyan, Associate	<a href="tel:704.899.5960">704.899.5960</a>	<a href="mailto:rory@7mileadvisors.com">rory@7mileadvisors.com</a>
Garth Martin, Associate	<a href="tel:704.899.5960">704.899.5960</a> x 109	<a href="mailto:garth.martin@7mileadvisors.com">garth.martin@7mileadvisors.com</a>
Chevonese Dacres, Analyst	<a href="tel:360.499.1502">360.499.1502</a>	<a href="mailto:chevonese@7mileadvisors.com">chevonese@7mileadvisors.com</a>

**THANK YOU**