

# Sectorwatch: Management Consulting

April 2018

# Management Consulting

April 2018

- Sector Dashboard [4]
- Public Basket Performance [5]
- Operational Metrics [7]
- Valuation Comparison [10]
- Recent Deals [13]
- Appendix [14]

# Overview

---

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. We publish our sectorwatch, a review of M&A and operational trends in the industries we focus.

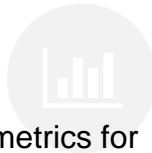
## Dashboard

- Summary metrics on the sector
- Commentary on market momentum by comparing the most recent 12-month performance against the last 3-year averages.



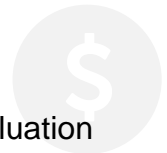
## Public Basket Performance

- Summary valuation and operating metrics for a basket of comparable public companies



## Valuation Comparison

- Graphical, detailed comparison of valuation multiples for the public basket



## Recent Deals

- The most recently announced deals in the sector



# Dashboard



## Revenue Growth Momentum

↓ -0.01

1 - year revenue growth compared to revenue growth average for last 3 years

Current revenue growth rate is less than the average of the last 3 years, indicating that the market may be flattening or declining

## Pricing / Gross Margin Momentum

↓ -0.01%

1 - year gross profit % compared to gross profit % average for last 3 years

Current gross profit margin is less than the average of the last 3 years gross profit margins, indicating customer pricing power

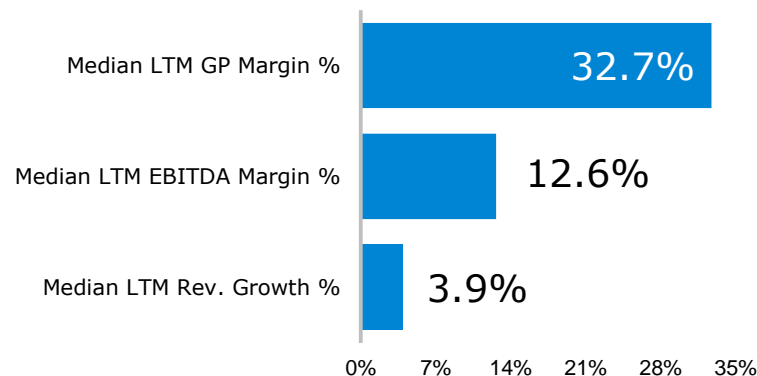
## Profitability Momentum

↑ 0.2%

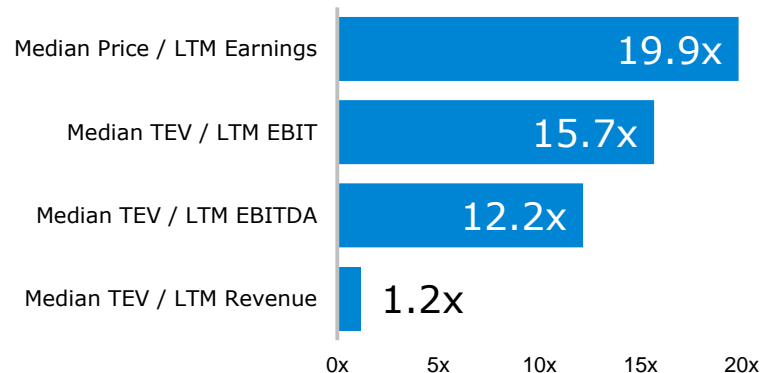
1 - year EBITDA % compared to EBITDA % average for last 3 years

Current EBITDA margin exceeds the average of the last 3 years EBITDA margin by this amount, a condition that may attract new entrants

## Operating Metrics



## Valuation



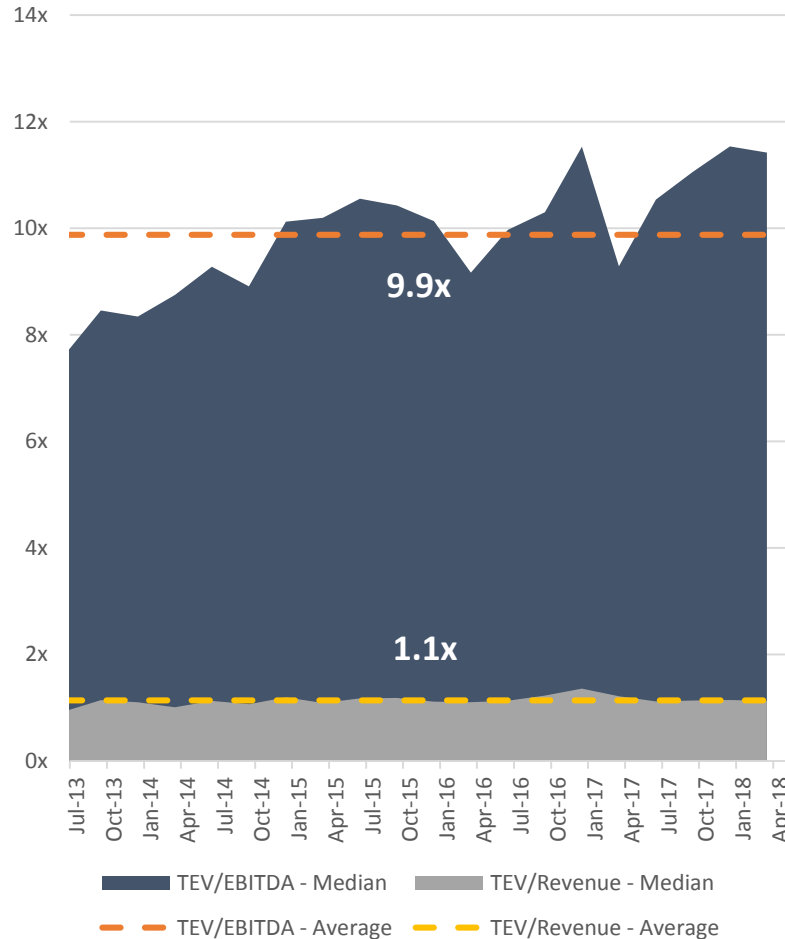
# Public Basket



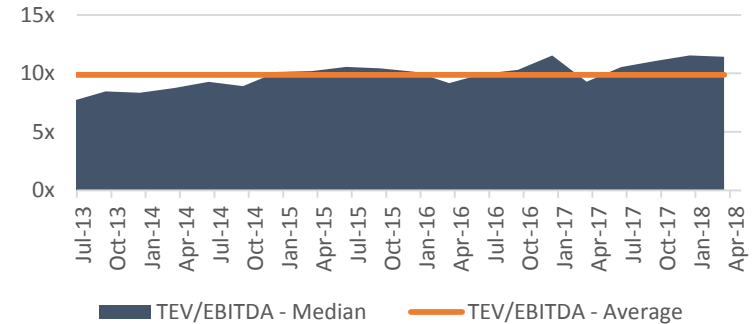
Company	TEV \$m	LTM Rev \$m	Rev Growth YoY	GP %	EBITDA %	TEV / Rev X	TEV / EBITDA X	# FTEs	Rev / FTE \$k
CRA International, Inc.	418	381	15%	31%	7%	1.1	14.7	631	604
The Hackett Group, Inc.	482	263	1%	38%	16%	1.8	11.7	1,123	234
Navigant Consulting, Inc.	1,092	940	0%	31%	13%	1.2	8.7	6,008	156
Huron Consulting Group Inc.	1,138	733	1%	38%	14%	1.6	10.9	3,083	238
ICF International, Inc.	1,446	1,229	4%	37%	9%	1.2	12.8	5,500	223
FTI Consulting, Inc.	2,086	1,859	4%	34%	12%	1.1	9.4	4,609	403
Booz Allen Hamilton Holding Corporation	7,321	6,118	8%	23%	9%	1.2	12.6	23,300	263
Accenture plc	93,707	37,126	10%	32%	16%	2.5	15.5	425,000	87
<b>Average</b>	13,461	6,081	5%	33%	12%	1.5	12.1	58,657	276
<b>Median</b>	1,292	1,084	4%	33%	13%	1.2	12.2	5,055	236

share price as of 26Apr18

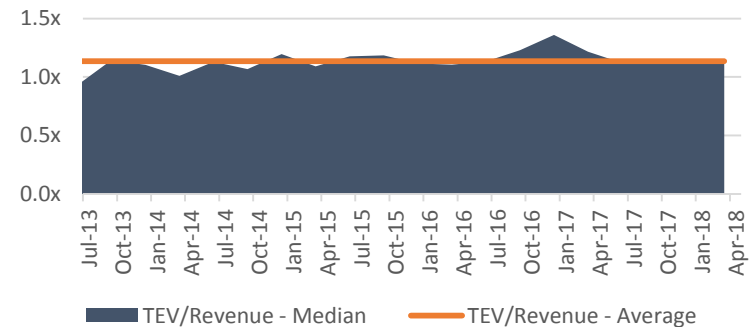
# Public Basket Valuation Trends



## Public EBITDA Multiples over Time



## Public Revenue Multiples over Time



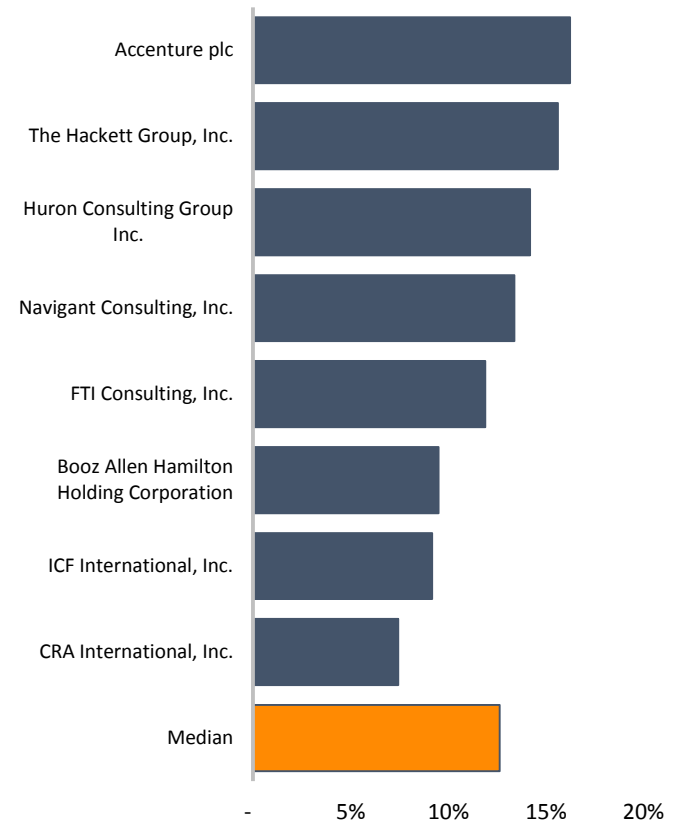
# Operational Metrics



## LTM Gross Profit Margin %



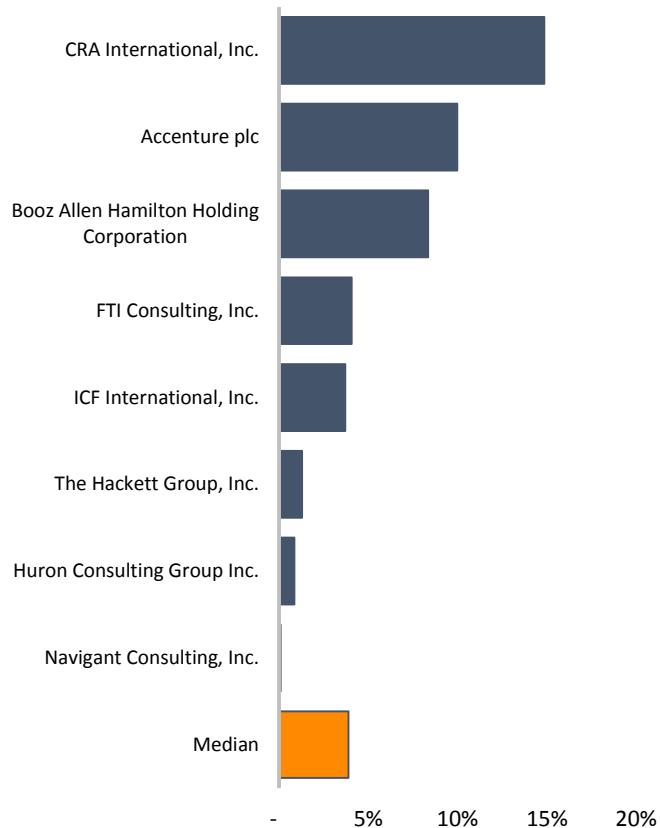
## LTM EBITDA %



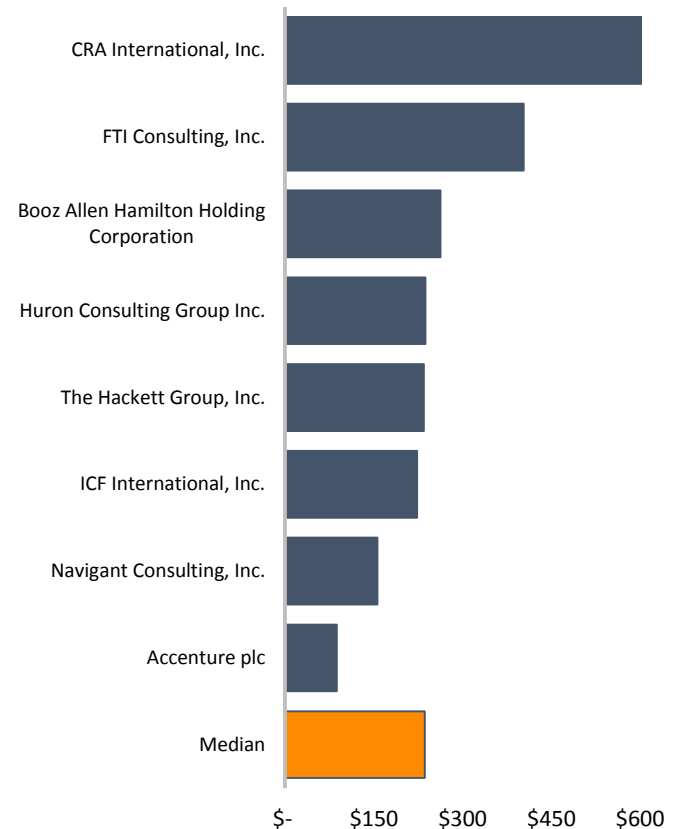
# Operational Metrics



## LTM Revenue Growth %



## LTM Revenue per Full Time Employee x 000's





# Operational Metrics



## Accounts Receivable Turnover



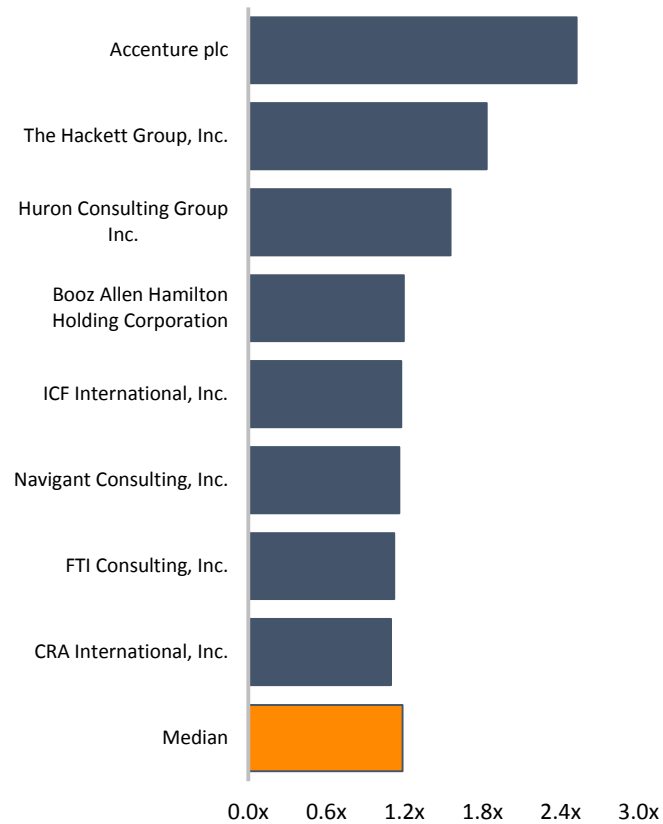
## Average Days Sales Outstanding



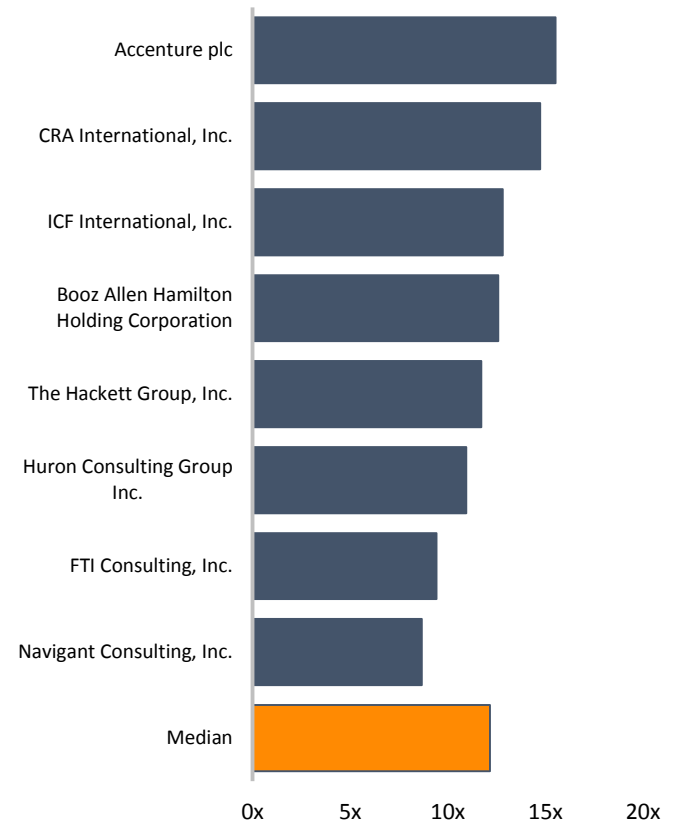
# Valuation



## TEV / LTM Revenue



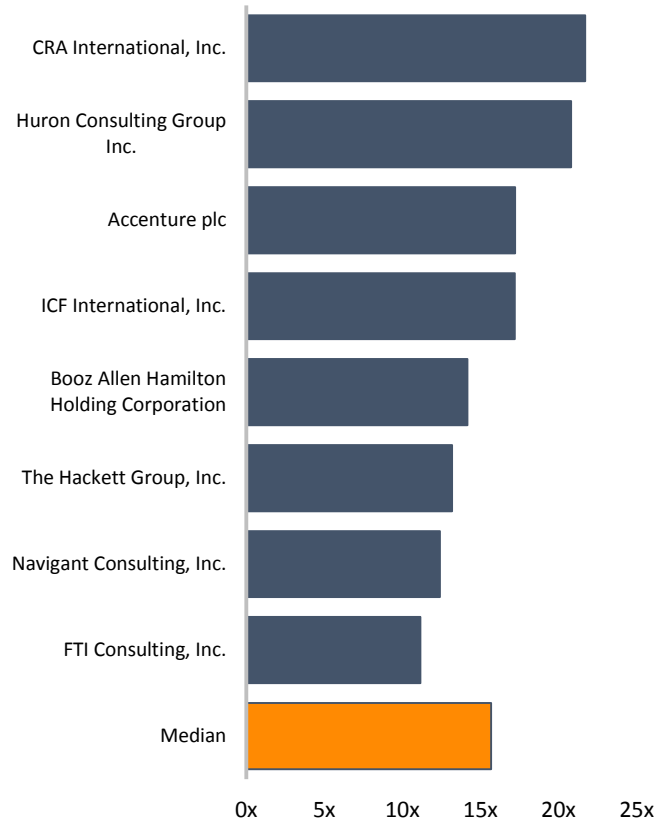
## TEV / LTM EBITDA



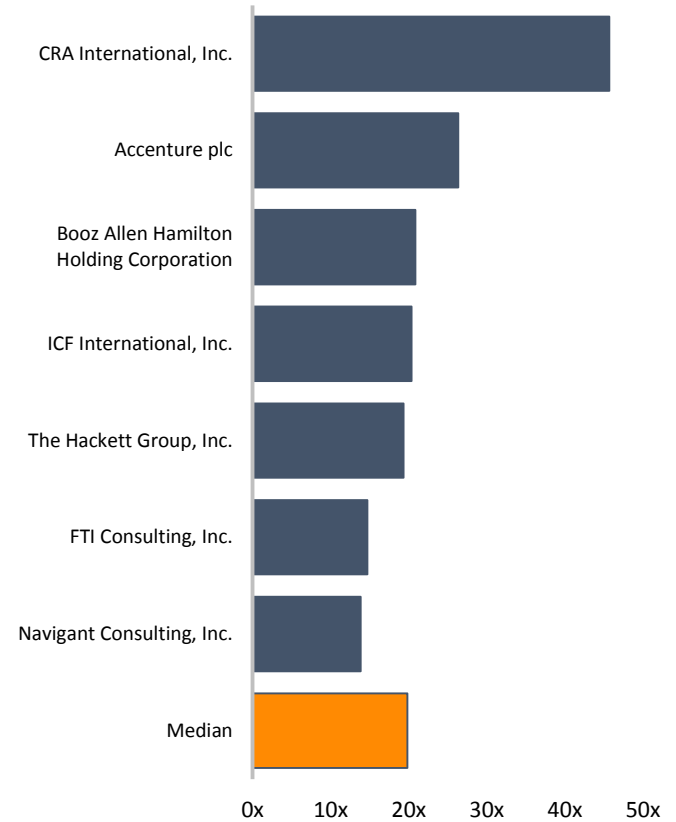
# Valuation



## TEV / LTM EBIT



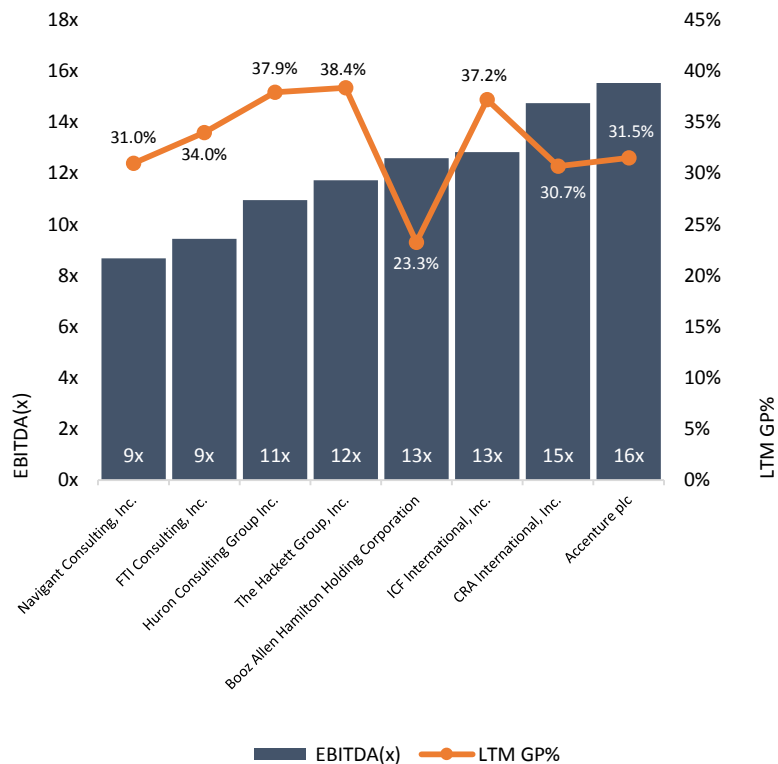
## Price / LTM Earnings



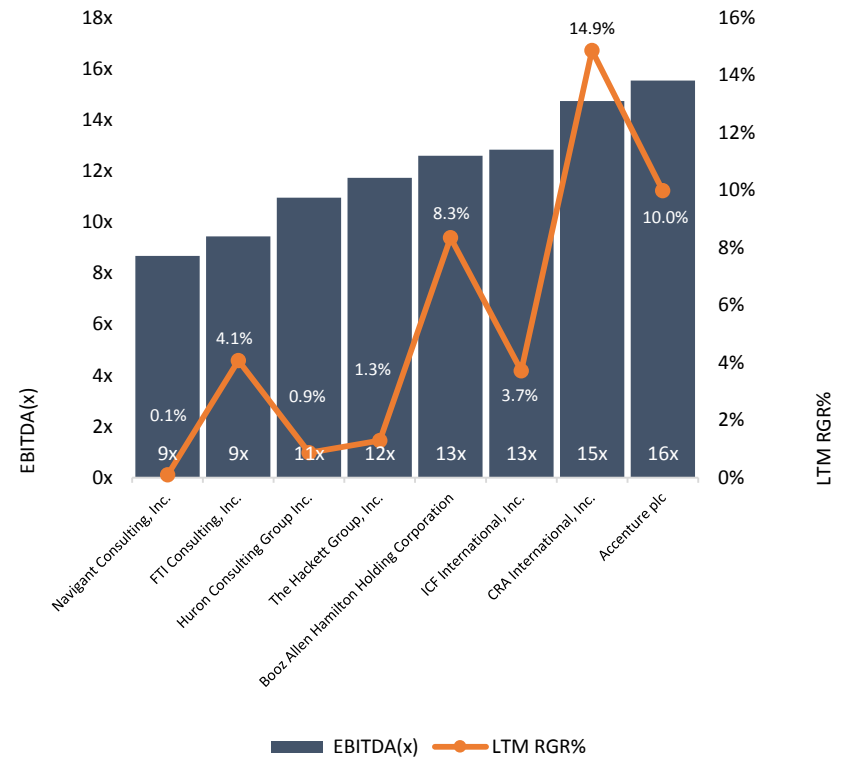
# Valuation



## Historical Valuation Multiples versus Gross Profit



## Historical Valuation Multiples versus Revenue Growth Rate



# Recent Transactions



Date	Target	Buyer / Investor	Total Transaction Value	Target Revenue	TEV / Revenue	TEV / EBITDA
16Apr18	Lenati, LLC	ProKarma Inc.	-	-	-	-
29Mar18	C3 Consulting LLC	Ankura Consulting Group, LLC	-	-	-	-
21Mar18	Cartesian, Inc.	Blackstreet Capital Management, LLC	11.50	50.78	0.2x	NM
5Feb18	LiquidHub, Inc.	Capgemini SE	500.00	247.70	2.0x	-
22Jan18	Evidence Strategy AB	The North Alliance AS	-	-	-	-
9Jan18	RPR Partners, LLP	Ernst & Young LLP	-	-	-	-
9Nov17	SQS Software Quality Systems AG	Assystem Technologies SA	446.16	377.33	1.1x	13.7x
6Dec17	GAP Solutions Inc.	System One Holdings, LLC	-	-	-	-
3Dec17	Al-Faris National Company for Investment & Export P.L.C.	The Arab Palestinian Investment Company	14.12	27.33	-	-
30Nov17	Brand Control Co., Ltd.	Vector Inc.	9.44	-	-	-
20Nov17	Bridgepoint Consulting, LLC	Addison Group, LLC	-	-	-	-
2Nov17	Dominion Consulting Inc.	TeraThink Corporation	-	-	-	-
29Sep17	Double Consulting s.r.l.	SQS Software Quality Systems AG	-	7.84	-	-
18Aug17	AML RightSource LLC	Clarion Capital Partners, LLC	-	-	-	-
15Aug17	Evans International Enterprises, Inc.	Waterhouse Group, Inc.	-	-	-	-
1Jul17	ProService Worldwide (Cyprus) Limited	ProLogics (UK) LLP	1.89	-	-	-
5Jun17	The A&DC Group Ltd	PSI Services LLC	-	-	-	-
1Jun17	Smart Game Systems, Inc.	-	-	-	-	-
8May17	Jibe Consulting, Inc.	The Hackett Group, Inc.	20.00	-	-	-
3May17	Legends Hospitality LLC	New Mountain Capital, LLC	-	-	-	-
1May17	Tomont Solutions Inc.	KPMG LLP (Canada)	-	-	-	-
17Apr17	Envitool (Shanghai) Management Consulting Co. Ltd.	Nimonik inc.	-	-	-	-
11Apr17	Mekenix Commerce Inc.	Mezzi Holdings Inc. (nka:Omni Commerce Corp.)	0.53	-	-	-
4Apr17	Hilton Consulting Corporation	BDO USA, LLP	-	-	-	-
1Apr17	ADI Strategies, Inc.	Huron Consulting Group Inc.	-	-	-	-
1Mar17	Davies Consulting LLC	Accenture plc	-	-	-	-
16Feb17	Innosight LLC	Huron Consulting Group Inc.	135.00	-	-	-
10Feb17	Shanghai Lin Yun Enterprise Management Consulting Co., Ltd.	Eastern Pioneer Holdings Limited	0.52	-	-	-
2Feb17	Villafañe & Asociados Consultores S.L.	Estudio De Comunicacion SA	-	-	-	-
31Jan17	InvestTech Systems Consulting, LLC	Accenture plc	-	-	-	-
30Dec16	First Manhattan Consulting Group LLC	Deluxe Corporation	200.00	-	-	-
3Jan17	R.A.S. Associates, Inc.	Perficient, Inc.	13.48	9.00	1.5x	-
16Dec16	Lane Clark & Peacock LLP	-	158.00	-	-	-
19Dec16	CDIB Venture Capital (Hong Kong) Corporation Limited	CDIB Venture Capital Corp.	28.32	-	-	-
24Nov16	Kepler SAS	Odyssée Venture, SAS	2.11	-	-	-
7Nov16	Ecofys B.V.	Navigant Consulting, Inc.	-	-	-	-
3Nov16	Collaborative Consulting, LLC	CGI Technologies and Solutions Inc.	112.58	75.88	1.5x	-

# Management Consulting

April 2018

## APPENDIX: Public Basket Constituents

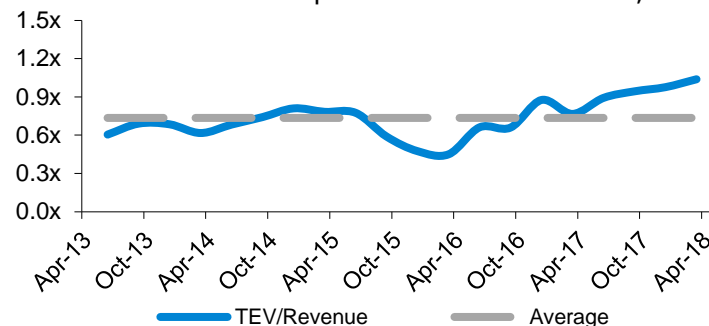
# Public Basket



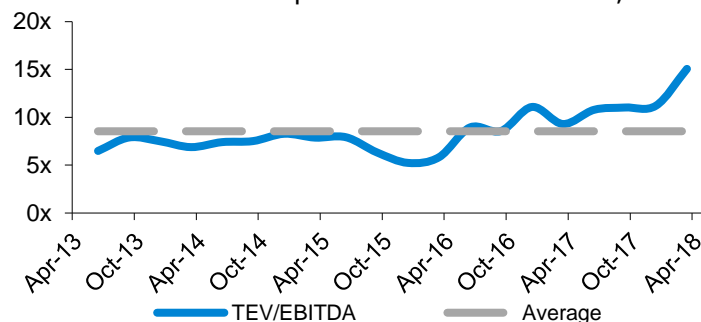
## CRA International, Inc.

CRA International, Inc., a consulting company, provides economic, financial, and management consulting services in the United States, the United Kingdom, and internationally. The company advises clients on economic and financial matters pertaining to litigation and regulatory proceedings; and guides corporations through critical business strategy and performance-related issues. The company's consulting services include research and analysis, expert testimony, and support in litigation and regulatory proceedings in the areas of finance, accounting, economics, insurance, and forensic accounting and investigations to corporate clients and attorneys. In addition, its management consulting services comprise strategy development, performance enhancement, corporate strategy and portfolio analysis, estimation of market demand, new product pricing strategies, valuation of intellectual property and other assets, assessment of competitors' actions, and analysis of new sources of supply. It serves various industries, including agriculture; banking and capital markets; chemicals; communications and media; consumer products; energy; entertainment; financial services; health care; insurance; life sciences; manufacturing; metals, mining, and materials; oil and gas; real estate; retail; sports; telecommunications; transportation; and technology. CRA International, Inc. was founded in 1965 and is headquartered in Boston, Massachusetts.

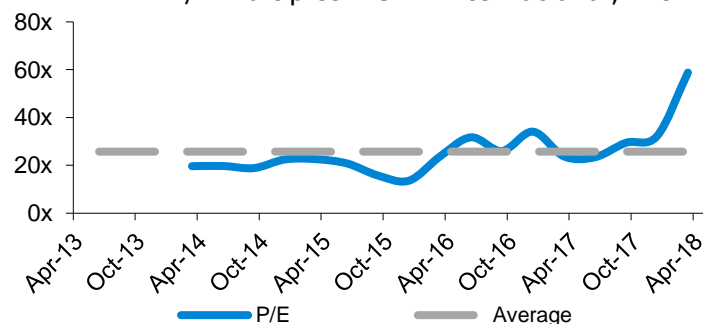
Revenue Multiples - CRA International, Inc.



EBITDA Multiples - CRA International, Inc.



P/E Multiples - CRA International, Inc.



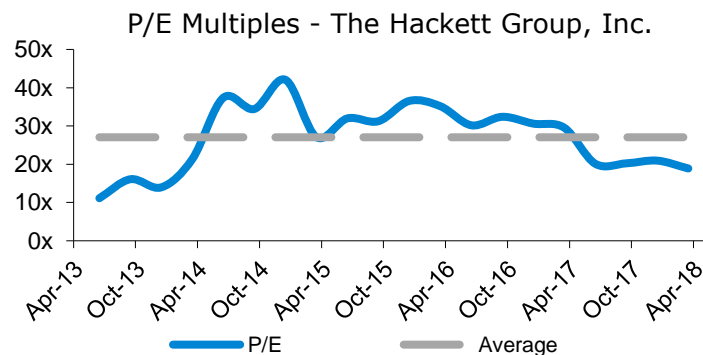
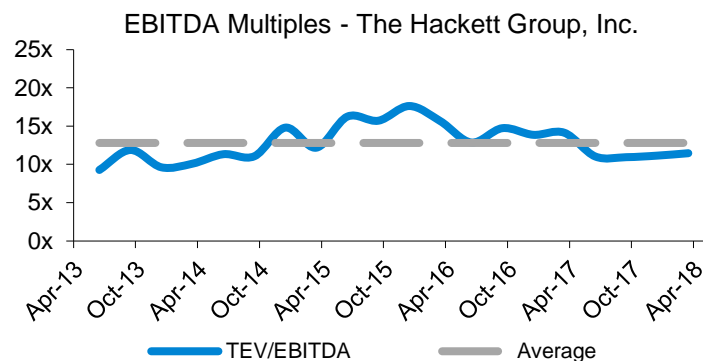
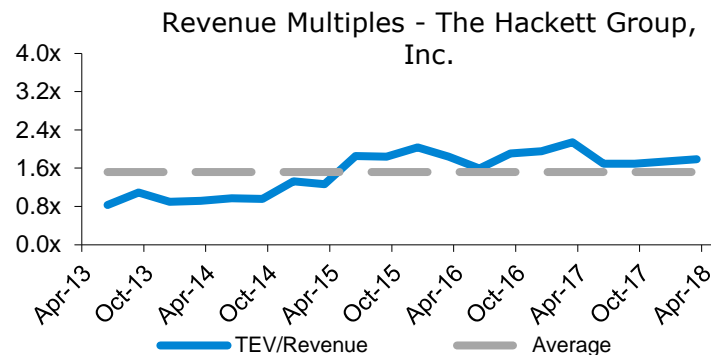
# Public Basket



## The Hackett Group, Inc.

The Hackett Group, Inc. operates as a strategic advisory and technology consulting firm primarily in North America and European countries. Its executive advisory programs include best practice intelligence center, an online searchable repository of best practices, performance metrics, conference presentations, and associated research; best practice accelerators that provide Web based access to best practices, customized software configuration tools, and best practice process flows; advisor inquiry, an inquiry service used by clients for access to fact-based advice on proven approaches and methods; best practice research, a research that provides insights into the proven approaches; and peer interaction comprising member-led Webcasts, annual best practice conferences, annual member forums, membership performance surveys, and client-submitted content. The company was founded in 1991 and is headquartered in Miami, Florida.

Date	Key Development Headline
11/7/17	Hackett Group Seeks Acquisitions
5/9/17	Hackett Group Seeks Acquisitions
5/8/17	The Hackett Group, Inc. (NasdaqGS:HCKT) acquired Aecus Limited for £6.2 million.





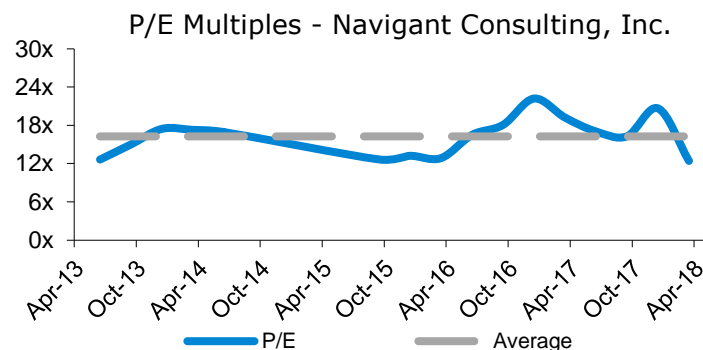
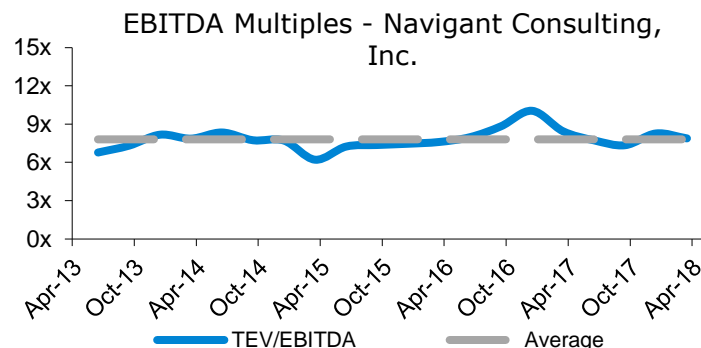
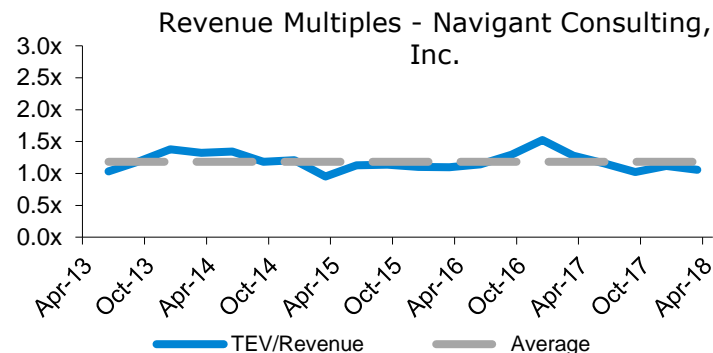
# Public Basket



## Navigant Consulting, Inc.

Navigant Consulting, Inc. provides professional services to corporate executives and senior management, corporate counsel, law firms, corporate boards, special committees, and governmental agencies worldwide. It operates through four segments: Healthcare; Energy; Financial Services Advisory and Compliance; and Disputes, Forensics and Legal Technology. The Healthcare segment offers consulting and business process management services to healthcare providers, payers, and life sciences companies. This segment helps clients respond to market legislative changes, such as the shift to an outcome and value-based reimbursements model, ongoing industry consolidation and reorganization, Medicaid expansion, the implementation of a new electronic health records system, and product planning and commercialization expertise. The Energy segment provides advisory services to utilities, governmental agencies, manufacturers, and investors. Navigant Consulting, Inc. was founded in 1983 and is headquartered in Chicago, Illinois.

Date	Key Development Headline
4/10/18	Navigant and Baptist Health South Florida Create Joint Venture to Deliver Revenue Cycle Management Improvements in the Southeast
11/1/17	Navigant Consulting, Inc. (NYSE:NCI) acquired substantially all of the assets of Quorum Consulting Group SC



# Public Basket

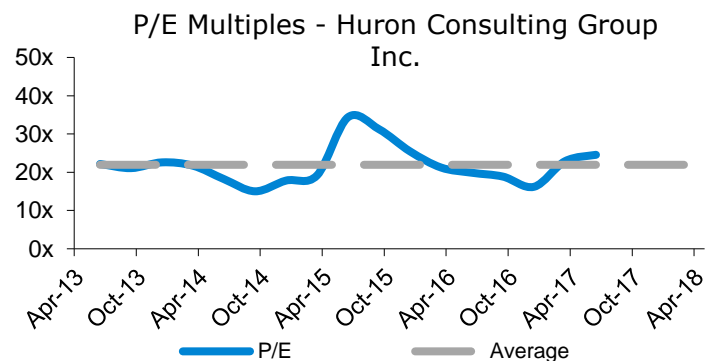
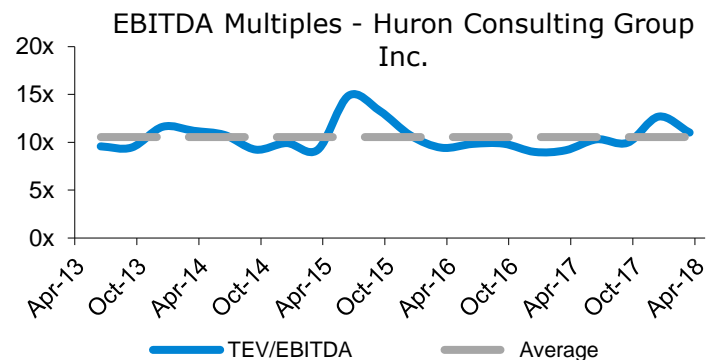
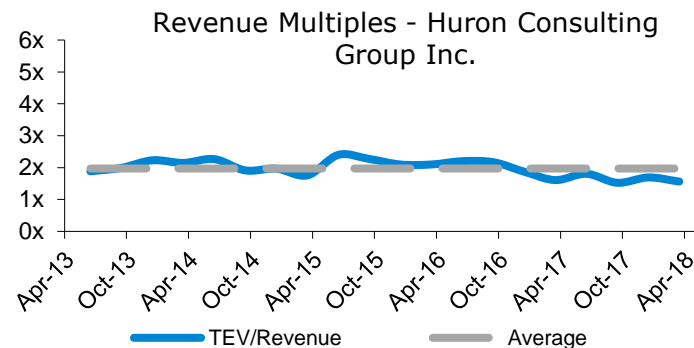


## Huron Consulting Group Inc.

Huron Consulting Group Inc., a professional services firm, provides advisory, technology, and analytic solutions in the United States and internationally. Its Healthcare segment provides advisory services in the areas of strategy, care transformation, financial and operational performance, technology and analytics, and leadership development to national and regional hospitals, integrated health systems, academic medical centers, community hospitals, and medical groups. The company's Education segment offers management consulting and technology solutions related to business and technology strategy, financial management, operational and organizational effectiveness, research administration, and regulatory compliance for higher education institutions and academic medical centers. Its Business Advisory segment provides enterprise performance management, enterprise resource planning, business intelligence and analytics, customer relationship management, and data management services; and capital advisory, transaction advisory, operational improvement, restructuring and turnaround, valuation, and dispute advisory services. Huron Consulting Group Inc. was founded in 2002 and is headquartered in Chicago, Illinois.

### Date Key Development Headline

Date	Key Development Headline
2/21/18	Huron Announces Collaboration with the Joint Commission Center for Transforming Healthcare to Improve Consumer Safety and Quality of Care



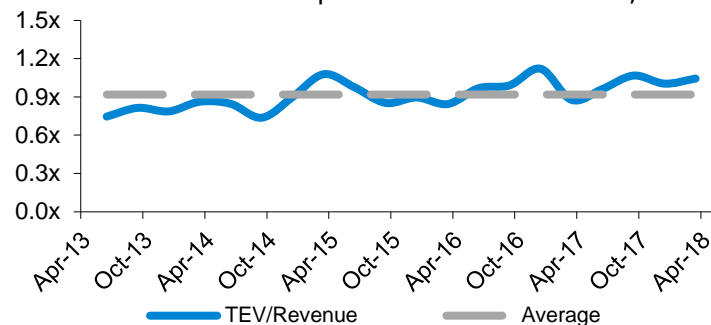
# Public Basket



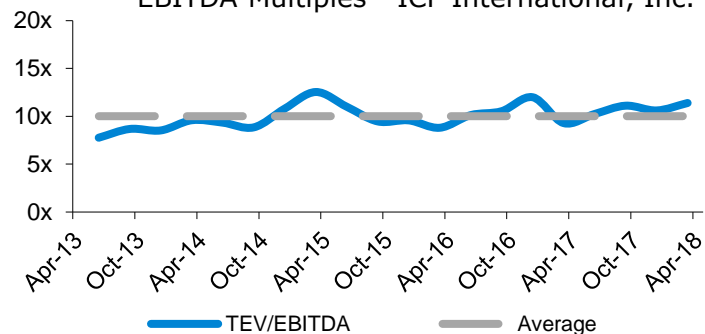
## ICF International, Inc.

ICF International Inc. provides management, marketing, technology, and policy consulting and implementation services to government and commercial clients in the United States and internationally. The company researches critical policy, industry, and stakeholder issues, trends, and behaviors; measures and evaluates results and their impact; and provides strategic planning and advisory services to its clients on how to navigate societal, market, business, communication, and technology challenges. It also identifies, defines, and implements policies, plans, programs, and business tools through a range of standard and customized methodologies for its clients; conducts survey research; collects and analyzes various data to understand critical issues and options for its clients; and provides actionable business intelligence, as well as information and data management solutions that allow integrated, and purpose-driven data usage. ICF International, Inc. was founded in 1969 and is headquartered in Fairfax, Virginia.

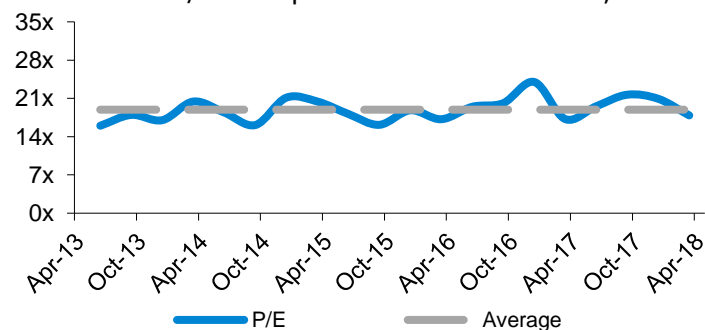
Revenue Multiples - ICF International, Inc.



EBITDA Multiples - ICF International, Inc.



P/E Multiples - ICF International, Inc.



### Date Key Development Headline

2/27/18 ICF International, Inc. Mulls Acquisitions  
5/26/17 ICF International Mulls Acquisitions

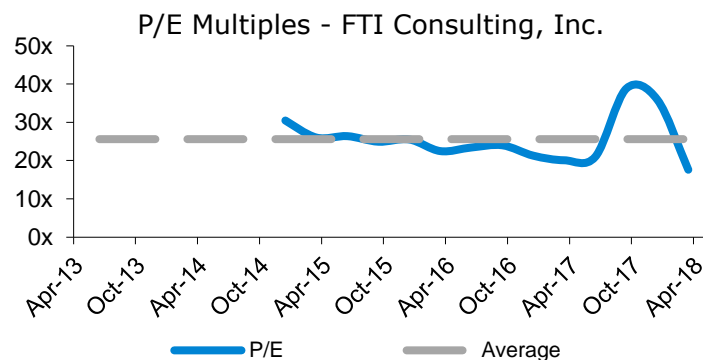
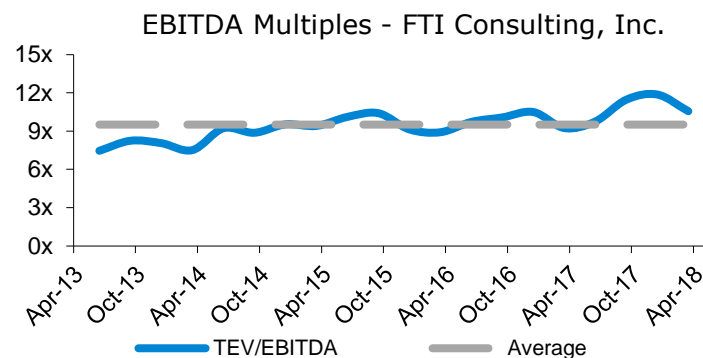
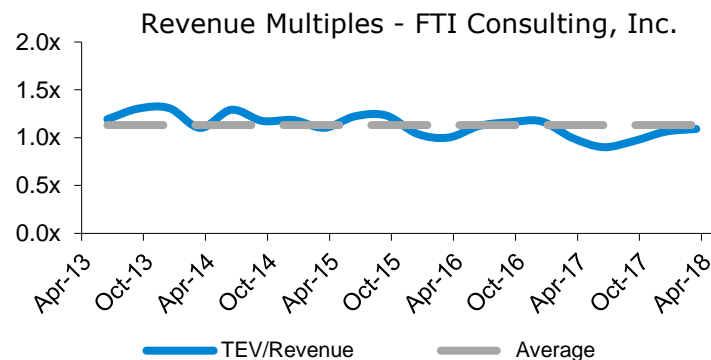
# Public Basket



## FTI Consulting, Inc.

FTI Consulting, Inc. provides business advisory services to manage change, mitigate risk, and resolve disputes worldwide. The company's Corporate Finance & Restructuring segment provides turnaround and restructuring, business transformation, interim management, valuation and financial advisory, transaction, dispute advisory, and tax services, as well as mergers and acquisitions (M&A), and M&A integration services. Its Forensic and Litigation Consulting segment offers anti-corruption investigations and compliance, and data and analytics, as well as compliance, monitoring, and receivership services; cybersecurity, forensic accounting and advisory, and global risk and investigations practice; and construction solutions, dispute advisory, intellectual property, trial, business insurance claims, and health solutions. FTI Consulting, Inc. was founded in 1982 and is headquartered in Washington, District of Columbia.

Date	Key Development Headline
3/5/18	FTI Consulting May Look At Potential Acquisitions
11/13/17	FTI Consulting, Inc. Seeks Acquisitions
7/5/17	FTI Consulting, Inc. (NYSE:FCN) acquired CDG Group, LLC.



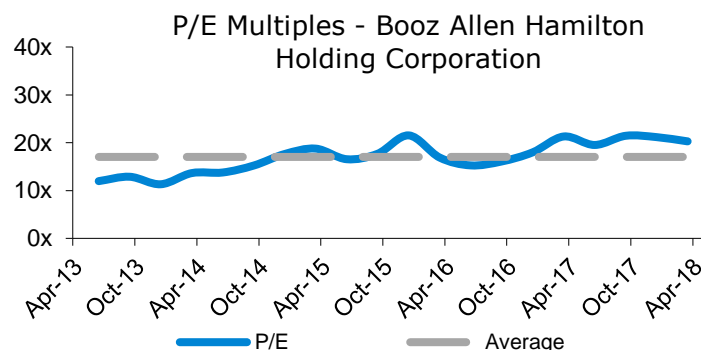
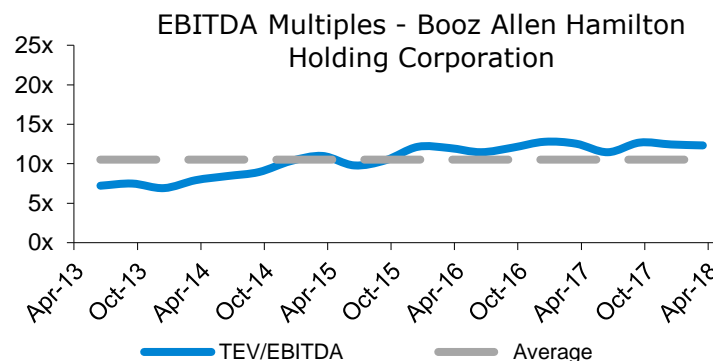
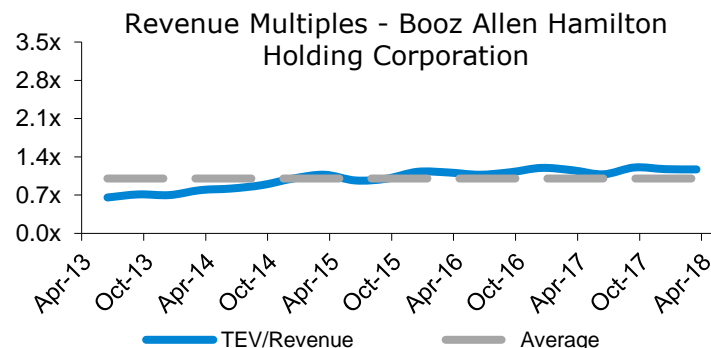
# Public Basket



## Booz Allen Hamilton Holding Corporation

Booz Allen Hamilton Holding Corporation provides management and technology consulting, engineering, analytics, digital, mission operations, and cyber solutions to governments, corporations, and not-for-profit organizations in the United States and internationally. The company offers consulting solutions for various domains, business strategies, human capital, and operations. It also provides analytics services, which focuses on delivering transformational solutions in the areas of decision analytics, including operations research and cost estimation; intelligence analysis, which include source analysis; and tradecraft, data science, and machine intelligence. In addition, the company designs, develops, and implements secure solutions and scalable systems, as well as offers software development services; and delivers technical solutions in the areas of command, control, communications, computers, intelligence, surveillance, and reconnaissance. Booz Allen Hamilton Holding Corporation was founded in 1914 and is headquartered in McLean, Virginia.

Date	Key Development Headline
3/23/18	Booz Allen Hamilton Holding Corporation Seeks Acquisitions
2/5/18	Booz Allen Hamilton Seeks Acquisitions
10/19/17	Booz Allen Hamilton Holding Corporation (NYSE:BAH) acquired Morphick Inc.
9/7/17	Booz Allen Hamilton Seeks Acquisitions
5/22/17	Booz Allen Hamilton Holding Mulls Acquisitions

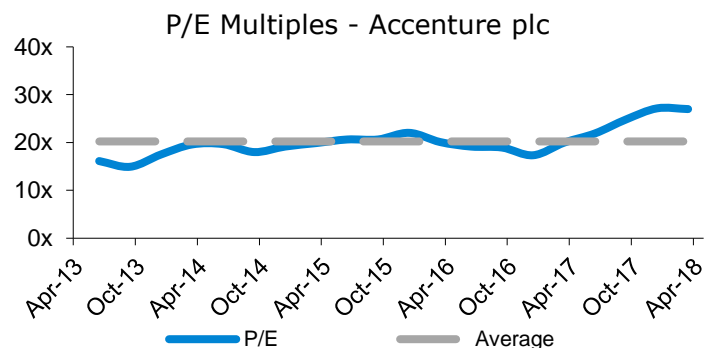
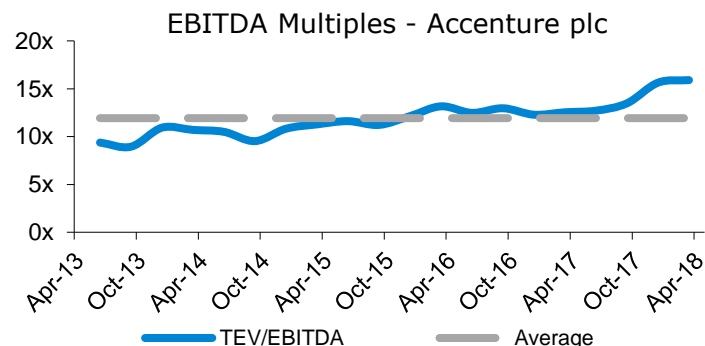
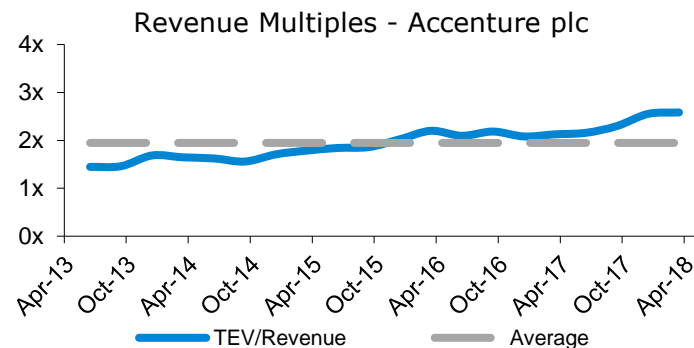


# Public Basket



## Accenture plc

Accenture plc provides consulting, technology, and outsourcing services worldwide. Its Communications, Media & Technology segment provides professional services that help clients accelerate and deliver digital transformation, and enhance business results through industry-specific solutions for communications, media, and high tech industries, as well as for software platforms. The company's Financial Services segment offers services that address profitability pressures, industry consolidation, regulatory changes, and the need to continually adapt to new digital technologies. This segment serves clients in banking, capital markets, and insurance industries. Accenture plc was founded in 1989 and is based in Dublin, Ireland.



Date	Key Development Headline
3/28/18	Accenture plc (NYSE:ACN) entered into an agreement to acquire Meredith Xcelerated Marketing from Meredith Corporation (NYSE:MDP).
3/20/18	Accenture and SAP Build and Deploy Extended Planning Solutions on SAP S/4HANA®
3/12/18	Accenture plc (NYSE:ACN) completed the acquisition of remaining 4% stake in Accenture Holdings plc.
2/18/18	Accenture plc (NYSE:ACN) completed the acquisition of MACKEVISION Medien Design GmbH from GIMV NV (ENXTBR:GIMB) and other shareholders.
2/10/18	Accenture Mulls Acquisitions

# 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	704.899.5962	leroy@7mileadvisors.com
Tripp Davis, Partner	704.899.5762	tripp@7mileadvisors.com
Andy Johnston, Partner	704.899.5961	andy@7mileadvisors.com
Tom Dinnegan, Managing Director	310. 426.2410	tom@7mileadvisors.com
Ben Lunka, Managing Director	704.496.2995	ben@7mileadvisors.com
Jeff Stoecklein, Managing Director	312.373.3737	jeff@7mileadvisors.com
Kristina Sergueeva, Director	704.899.5149	kristina@7mileadvisors.com
Neil Churman, Director	704.899.5960 x 121	neil@7mileadvisors.com
John Cooper, Director	704.973.3996	john@7mileadvisors.com
Tim Frye, Director	704.973.3994	tim@7mileadvisors.com
Casey Augustine, Business Development - Manager	704.973.3999	casey@7mileadvisors.com
Nicholas Prendergast, Financial Analyst	704.899.5960	nicholas@7mileadvisors.com
Ariail Siggins, Marketing Director	704.899.5960 x 123	ariail@7mileadvisors.com
Sydney Larese, Associate	704.899.5960	sydney@7mileadvisors.com
Marty Johnson, Associate	704.899.5960	marty@7mileadvisors.com
Rory Julyan, Associate	704.899.5960	rory@7mileadvisors.com
Chevonese Dacres, Analyst	360.499.1502	chevonese@7mileadvisors.com