



Sectorwatch: Management Consulting

June 2018

Management Consulting

June 2018

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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.

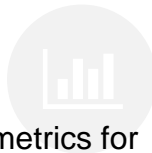
Dashboard

- 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

↓ -0.02

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

↓ 0.0%

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

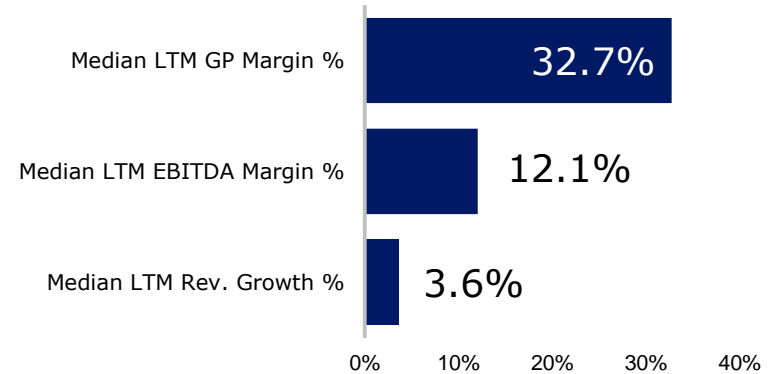
Profitability Momentum

↓ -0.4%

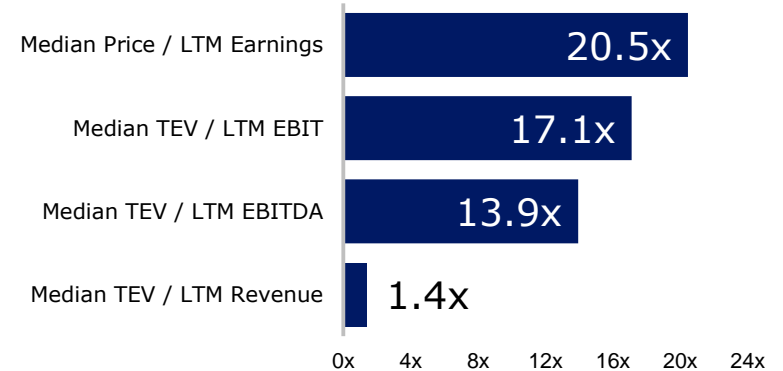
1 - year EBITDA % compared to EBITDA % average for last 3 years

Current EBITDA margin is less than the average of the last 3 years EBITDA margins, which may signal further consolidation

Operating Metrics



Valuation



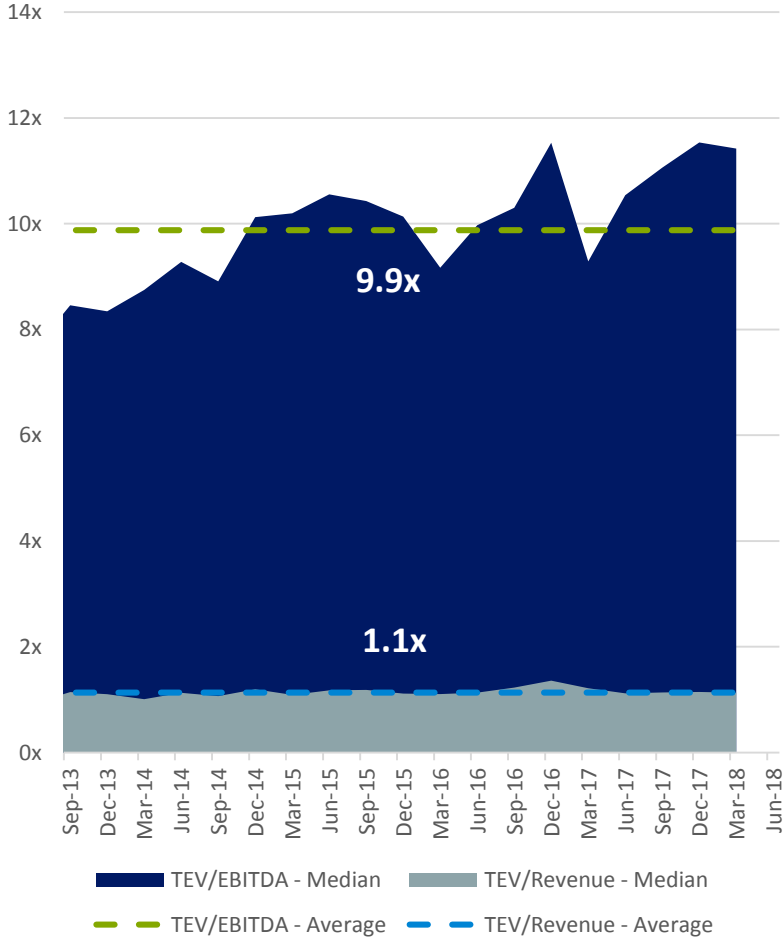
Public Basket



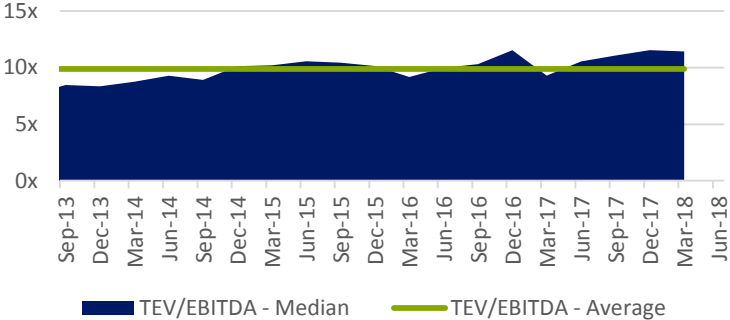
Company	TEV \$m	LTM Rev \$m	Rev Growth YoY	GP %	EBITDA %	TEV / Rev X	TEV / EBITDA X	# FTEs	Rev / FTE \$k
CRA International, Inc.	428	381	15%	30%	7%	1.1	16.0	631	604
The Hackett Group, Inc.	477	266	1%	38%	16%	1.8	11.5	1,123	237
Huron Consulting Group Inc.	1,263	737	0%	36%	12%	1.7	14.0	3,083	239
Navigant Consulting, Inc.	1,284	947	0%	31%	13%	1.4	10.4	6,008	158
ICF International, Inc.	1,583	1,236	3%	37%	9%	1.3	14.0	5,500	225
FTI Consulting, Inc.	2,611	1,859	4%	34%	12%	1.4	11.8	4,609	403
Booz Allen Hamilton Holding Corporation	8,124	6,172	6%	23%	9%	1.3	13.9	24,600	251
Accenture plc	102,209	37,126	10%	32%	16%	2.8	16.9	425,000	87
Average	14,747	6,091	5%	33%	12%	1.6	13.6	58,819	276
Median	1,434	1,091	4%	33%	12%	1.4	13.9	5,055	238

share price as of 20Jun18

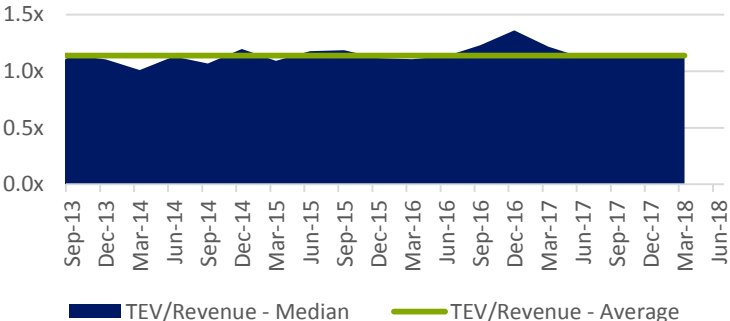
Public Basket Valuation Trends



Public EBITDA Multiples over Time



Public Revenue Multiples over Time



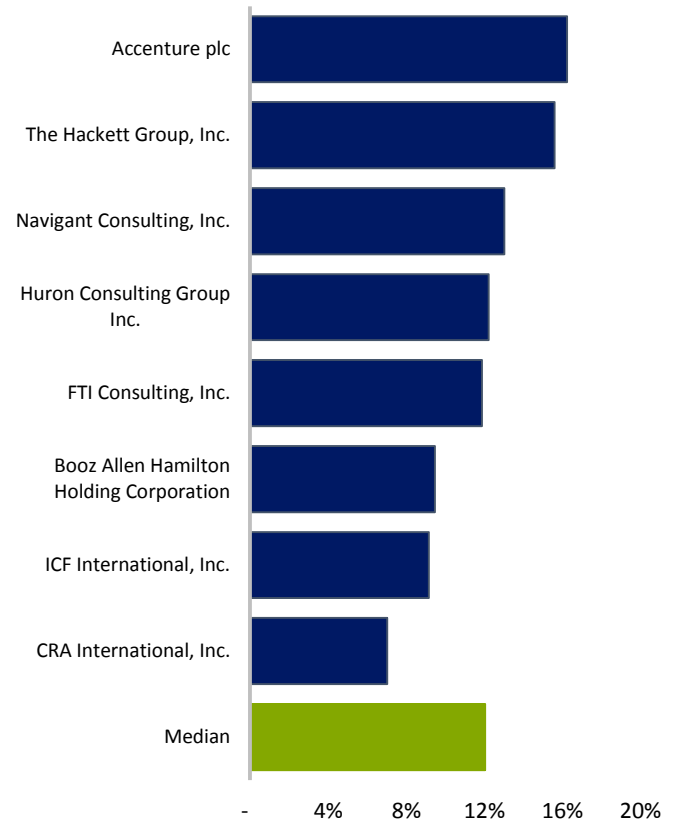
Operational Metrics



LTM Gross Profit Margin %



LTM EBITDA %



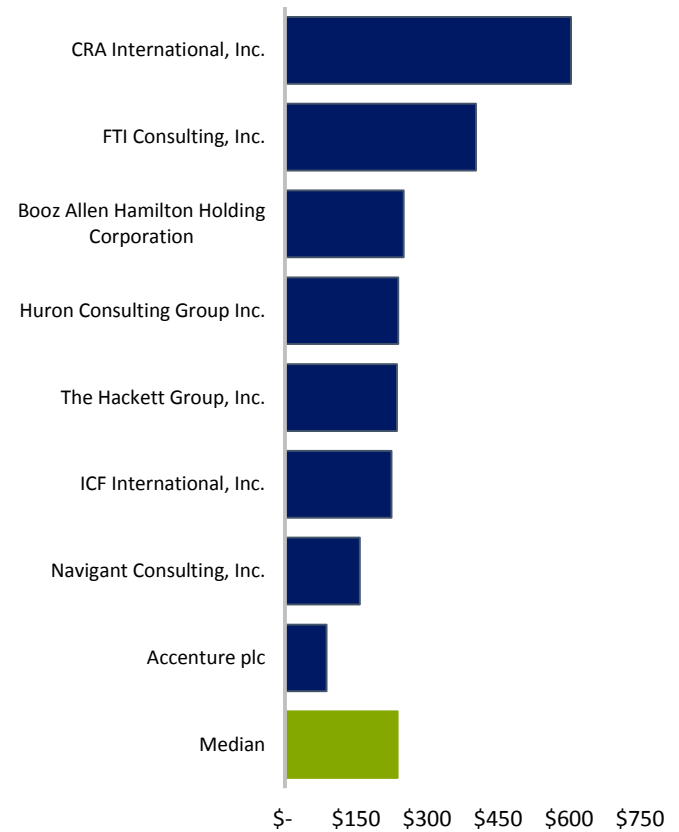
Operational Metrics



LTM Revenue Growth %



LTM Revenue per Full Time Employee x 000's



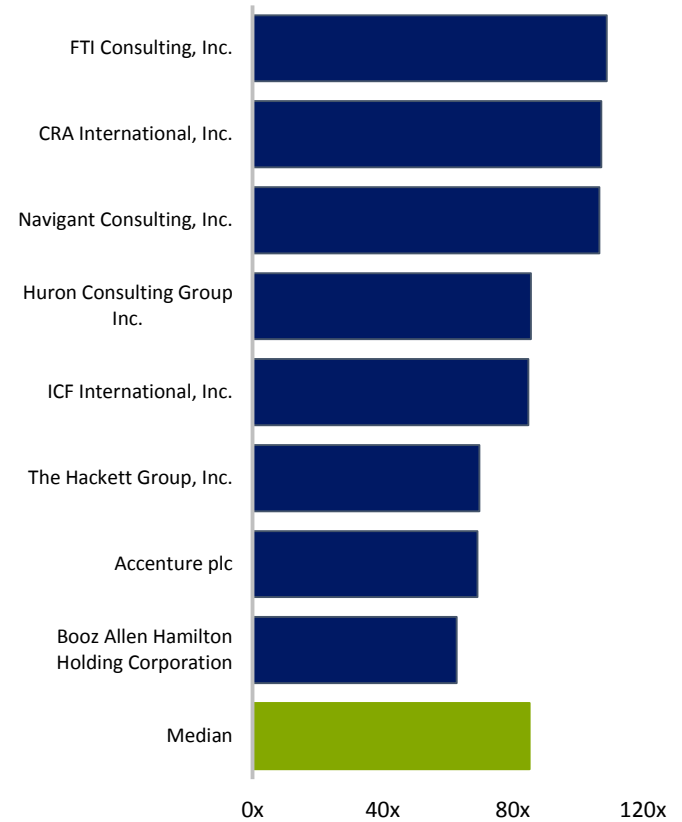
Operational Metrics



Accounts Receivable Turnover



Average Days Sales Outstanding



Valuation



TEV / LTM Revenue



TEV / LTM EBITDA



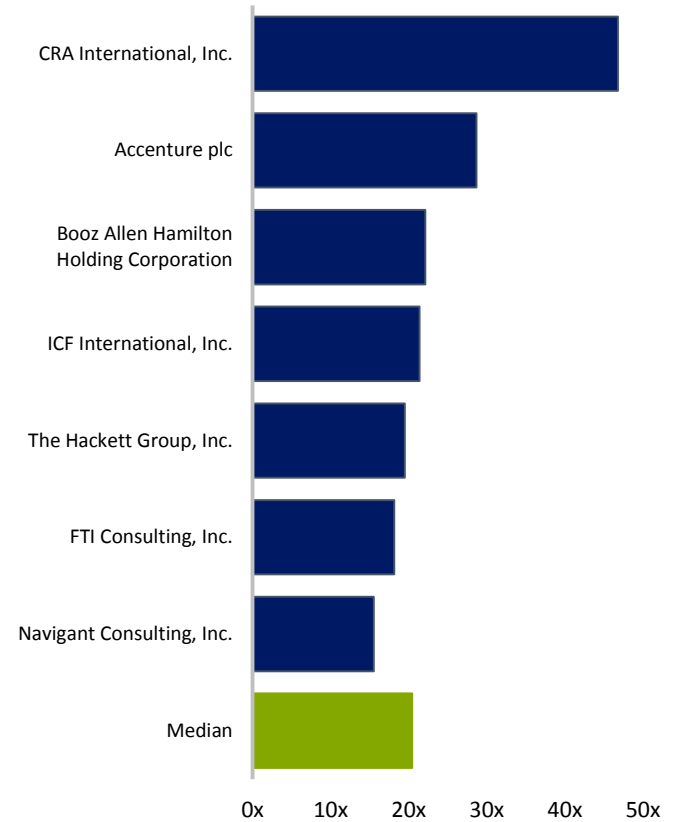
Valuation



TEV / LTM EBIT



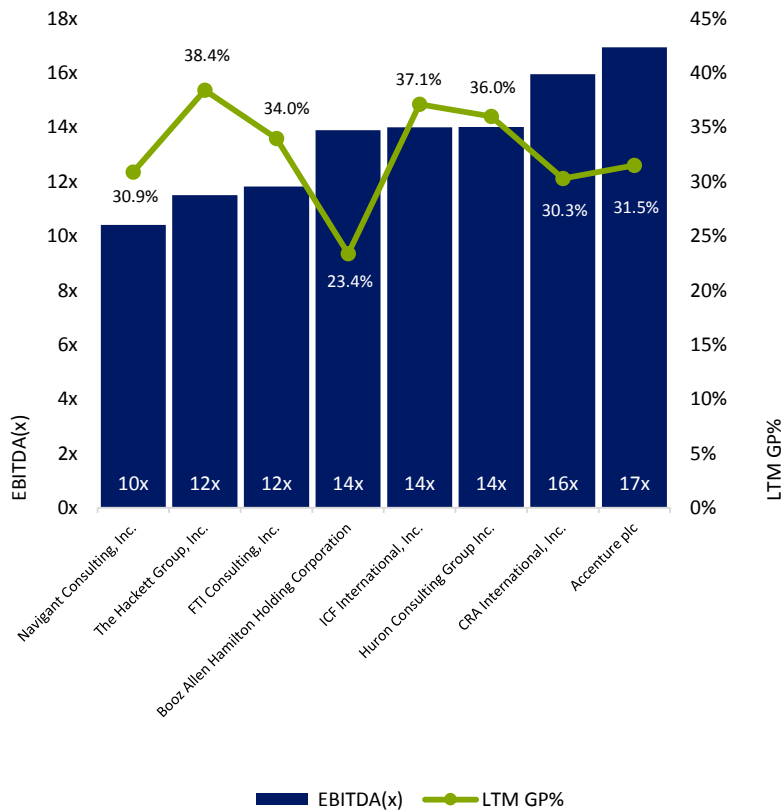
Price / LTM Earnings



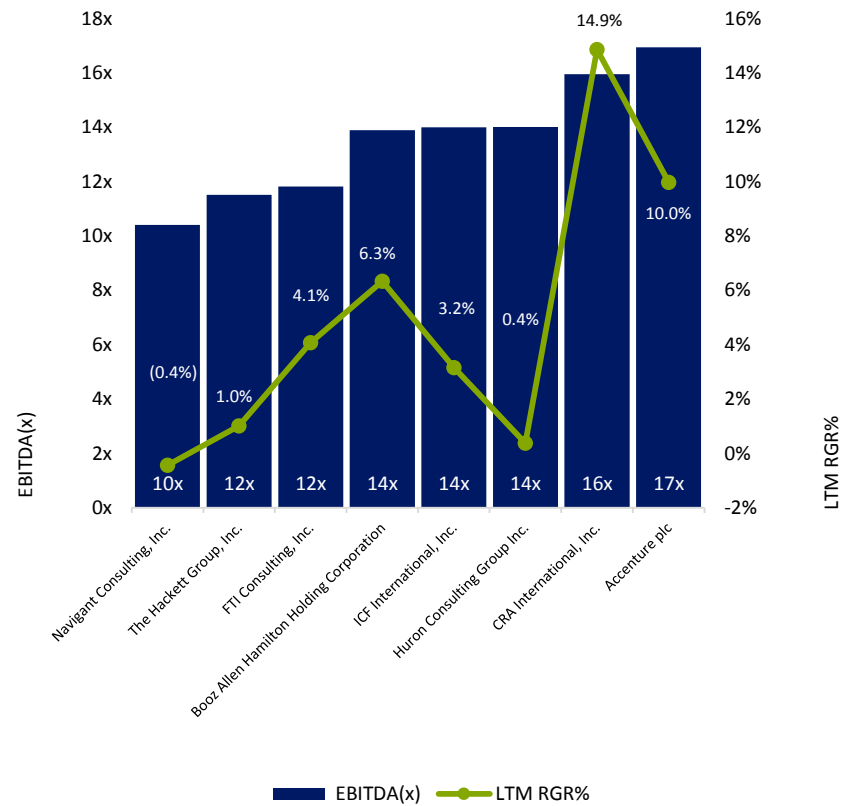
Valuation



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
30Apr18	Newcomb Anderson McCormick, Inc.	Willdan Group, Inc.	-	-	-	-
16Apr18	Lenati, LLC	ProKarma Inc.	-	-	-	-
28Mar18	Ideas at Work (nka:BDO Ideas at Work)	BDO Belgium	-	-	-	-
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	436.24	377.96	1.1x	14.3x
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	-	-	-

Management Consulting

June 2018

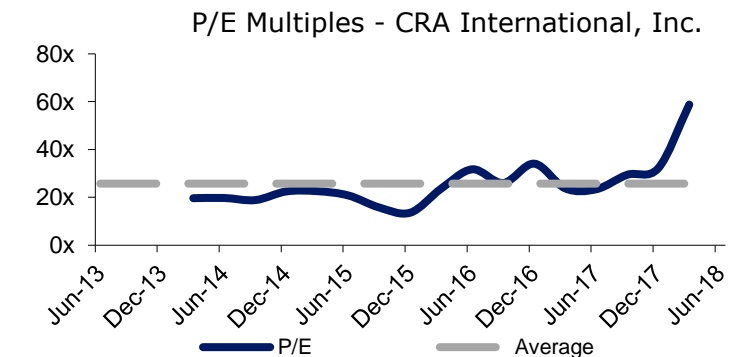
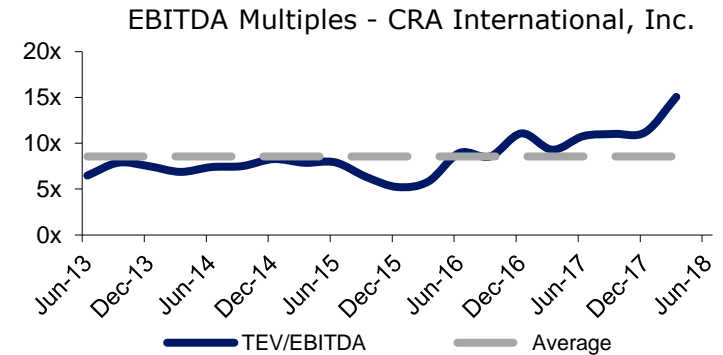
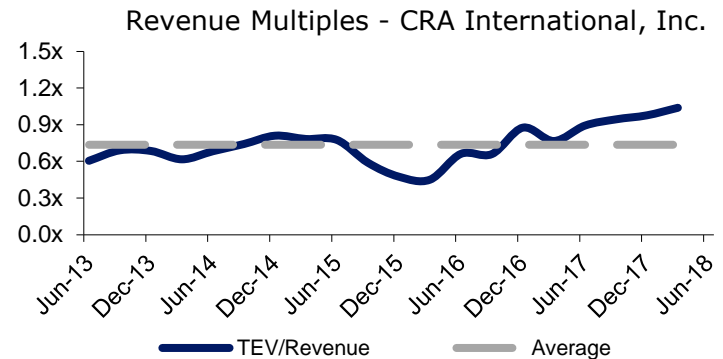
APPENDIX:
Public Basket
Constituents

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.

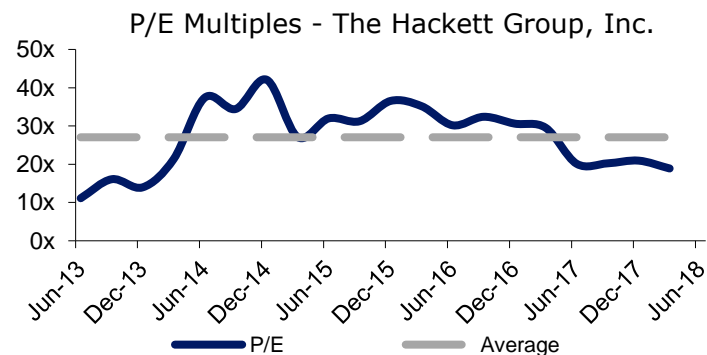
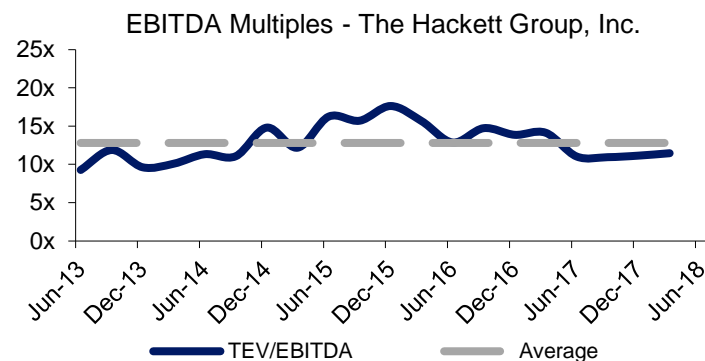
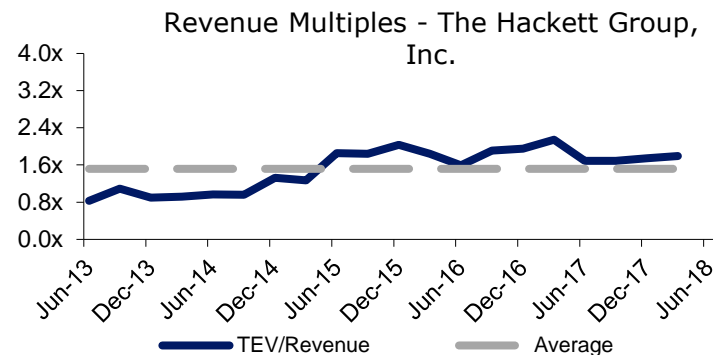


Public Basket



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's benchmarking services conduct studies in the areas of selling, general and administrative, finance, human resources, information technology, procurement, enterprise performance management, shared service centers, and working capital management. The company was founded in 1991 and is headquartered in Miami, Florida.



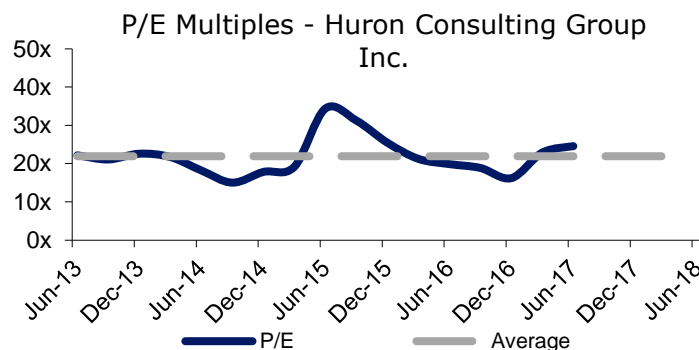
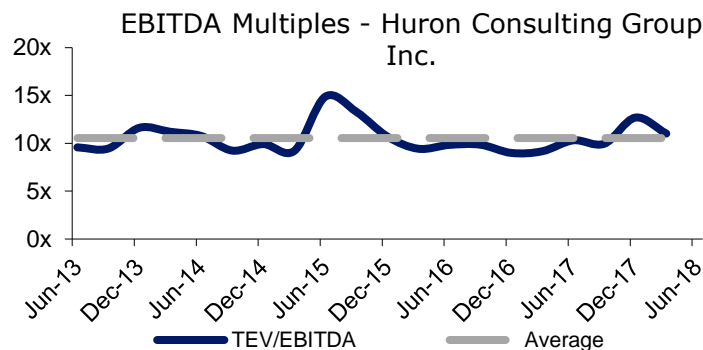
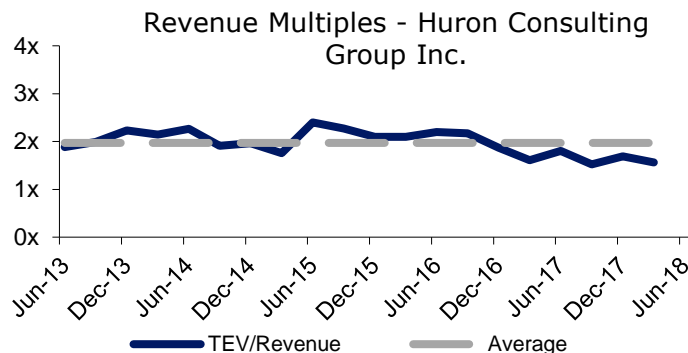
Date	Key Development Headline
11/7/17	Hackett Group Seeks Acquisitions

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.



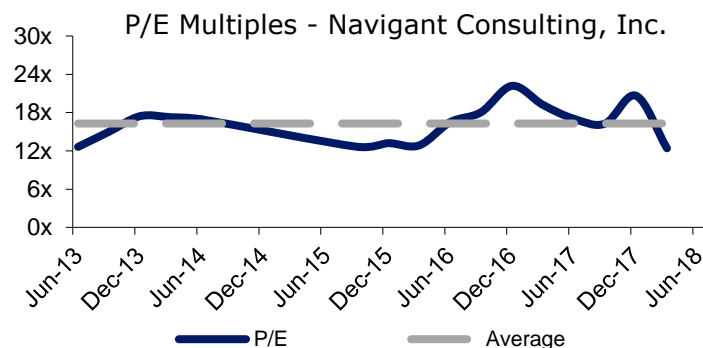
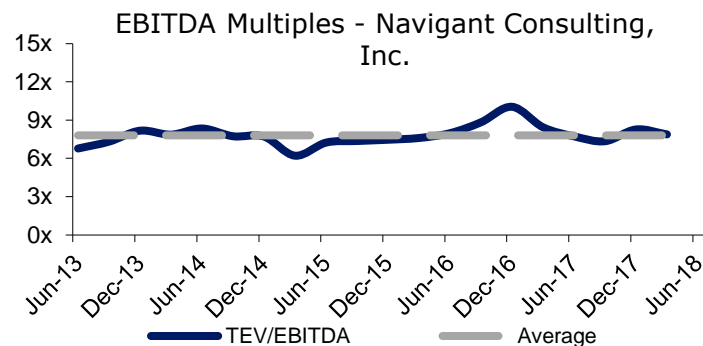
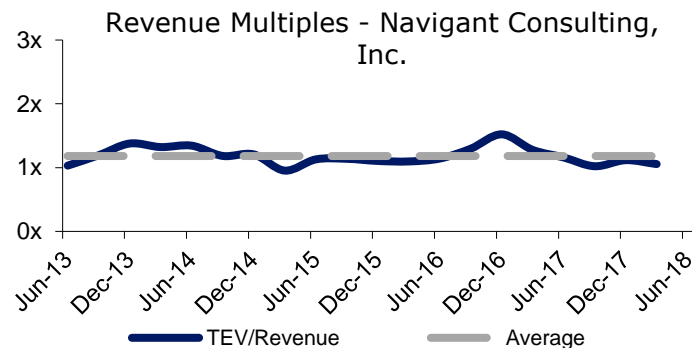
Date	Key Development Headline
2/21/18	Huron Announces Collaboration with the Joint Commission Center for Transforming Healthcare to Improve Consumer Safety and Quality of Care

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

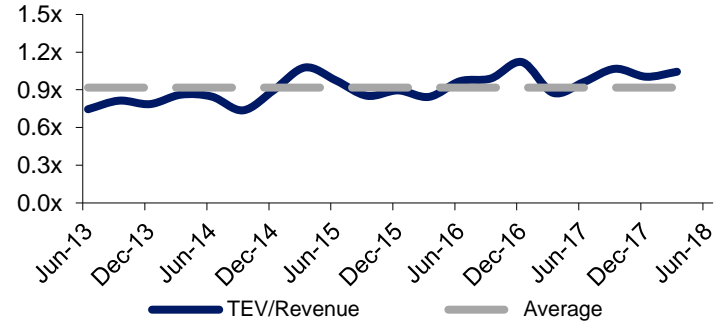
Public Basket



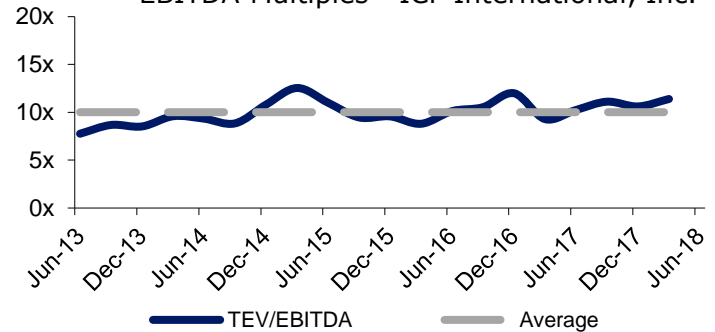
ICF International, Inc.

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.

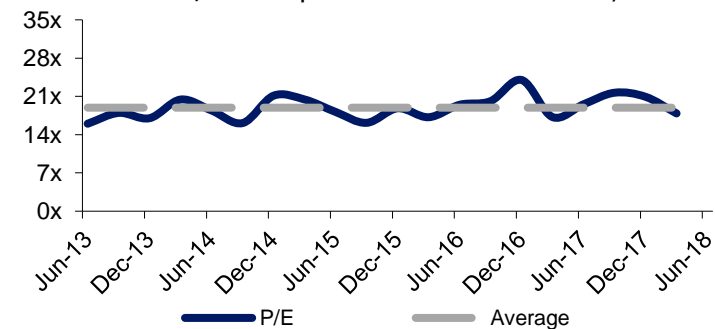
Revenue Multiples - ICF International, Inc.



EBITDA Multiples - ICF International, Inc.



P/E Multiples - ICF International, Inc.



Date	Key Development Headline
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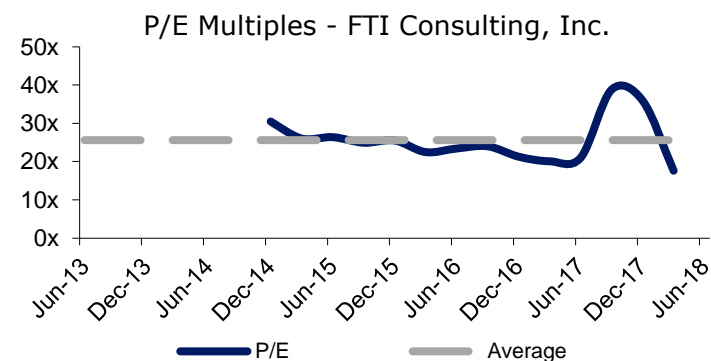
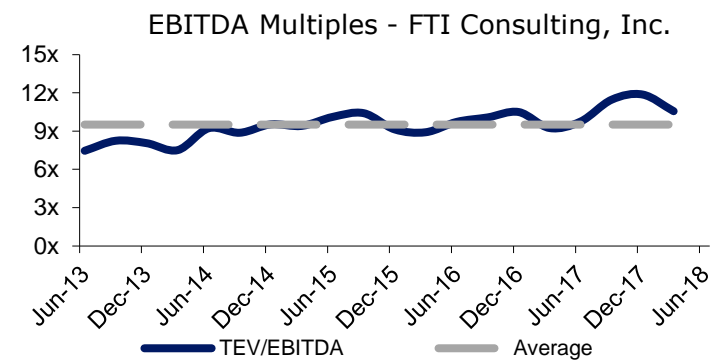
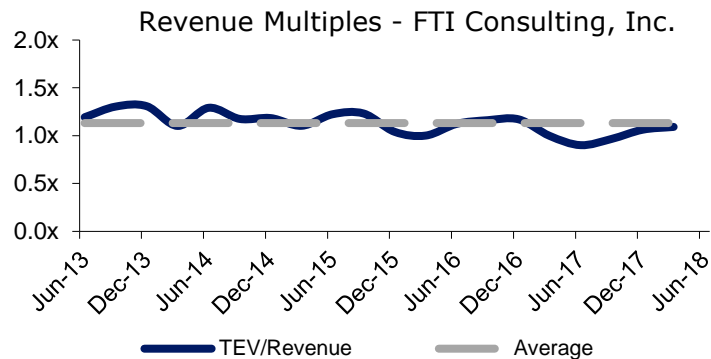
2/27/18	ICF International, Inc. Mulls Acquisitions
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Public Basket



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.



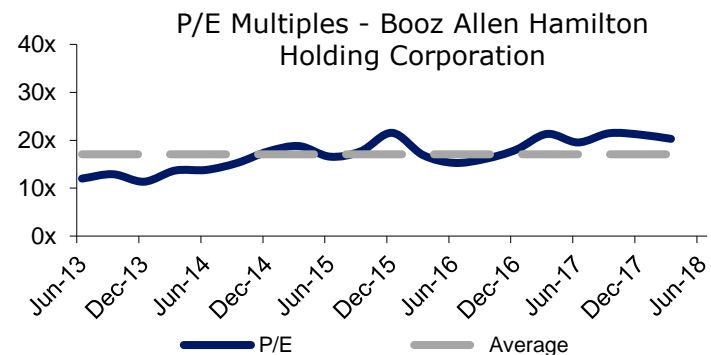
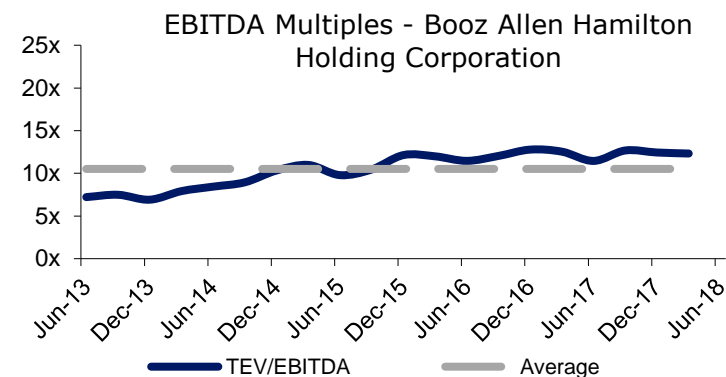
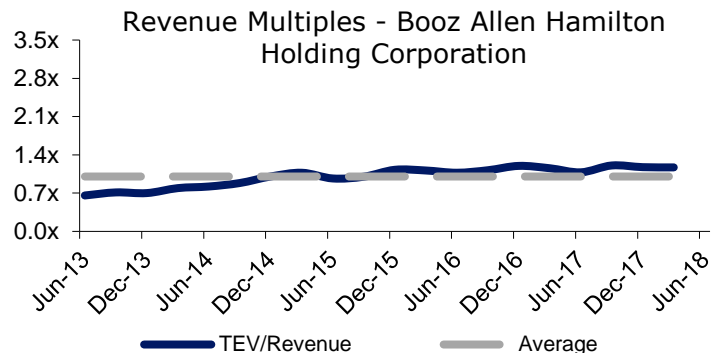
Date	Key Development Headline
5/18/18	Rex Energy Initiates Sale Process
3/5/18	FTI Consulting May Look At Potential Acquisitions
11/13/17	FTI Consulting, Inc. Seeks Acquisitions
7/5/17	FTI Consulting, Inc. (NYSE:FCN) acquired CDG Group, LLC.

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.



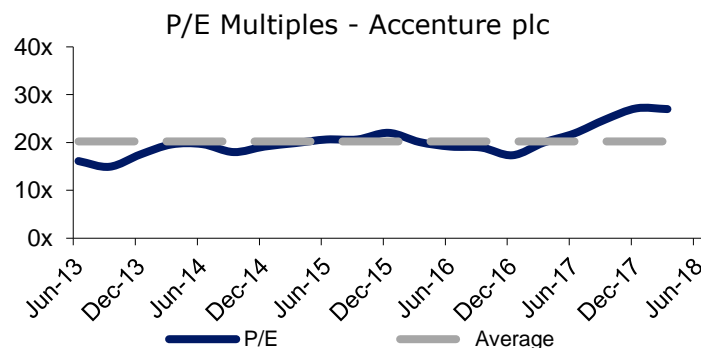
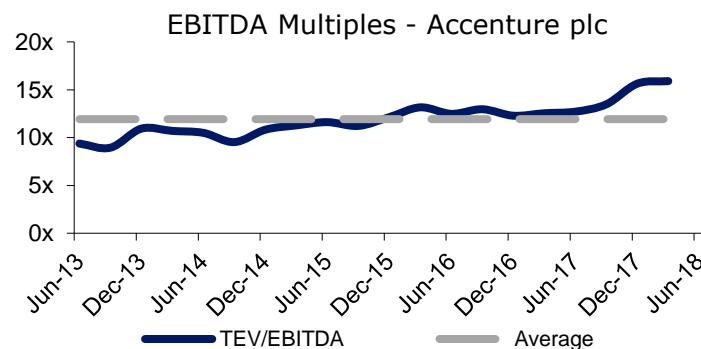
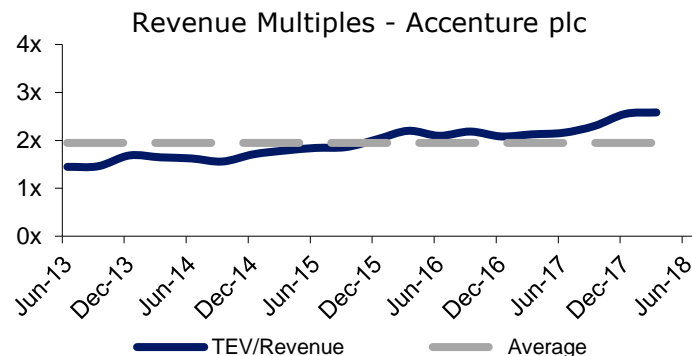
Date	Key Development Headline
5/29/18	Booz Allen Hamilton Seeks Acquisitions
3/23/18	Booz Allen Hamilton Holding Corporation Seeks Acquisitions
2/5/18	Booz Allen Hamilton Seeks Acquisitions
10/30/17	Booz Allen Hamilton Holding Corporation (NYSE:BAH) completed the acquisition of Morphick Inc.
10/19/17	Booz Allen Hamilton Holding Corporation (NYSE:BAH) acquired Morphick Inc.

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
6/7/18	Accenture plc (NYSE:ACN) entered into an agreement to acquire designaffairs GmbH.
6/4/18	SAP SE to Team with Accenture, Capgemini and Deloitte to Accelerate Customer Adoption of SAP S/4Hana(R) Cloud in Target Industries
5/22/18	Accenture plc (NYSE:ACN) agreed to acquire HO Communication.
5/8/18	Accenture plc Teams with SAP SE to Help High-Tech Companies Create Digital As-A-Service Business Models Quickly and Easily
5/7/18	Accenture plc (NYSE:ACN) completed the acquisition of Certus Solutions.

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.

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