

Sectorwatch: IT Consulting

January 2020

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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.



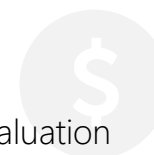
Public Basket Performance

- 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

↓ -0.5%

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

↓ -0.5%

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

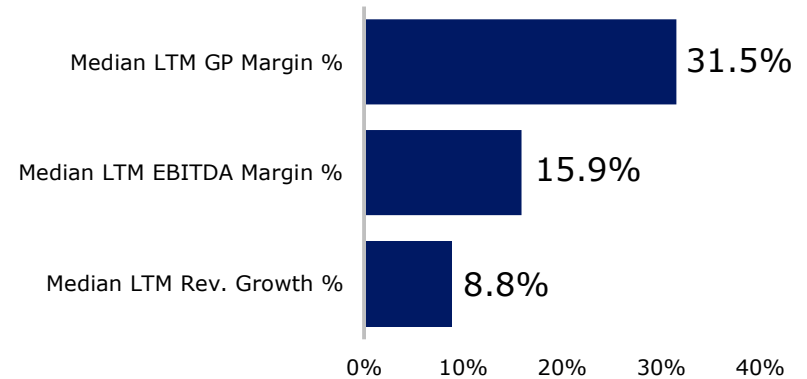
Profitability Momentum

↑ 0.6%

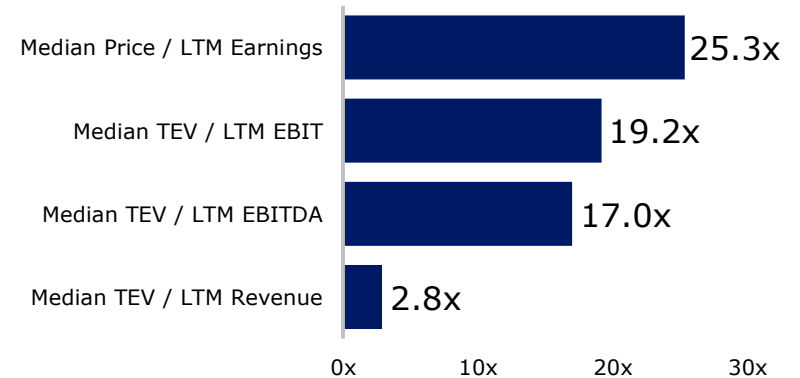
1 - year EBITDA % compared to EBITDA % average for last 3 years

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



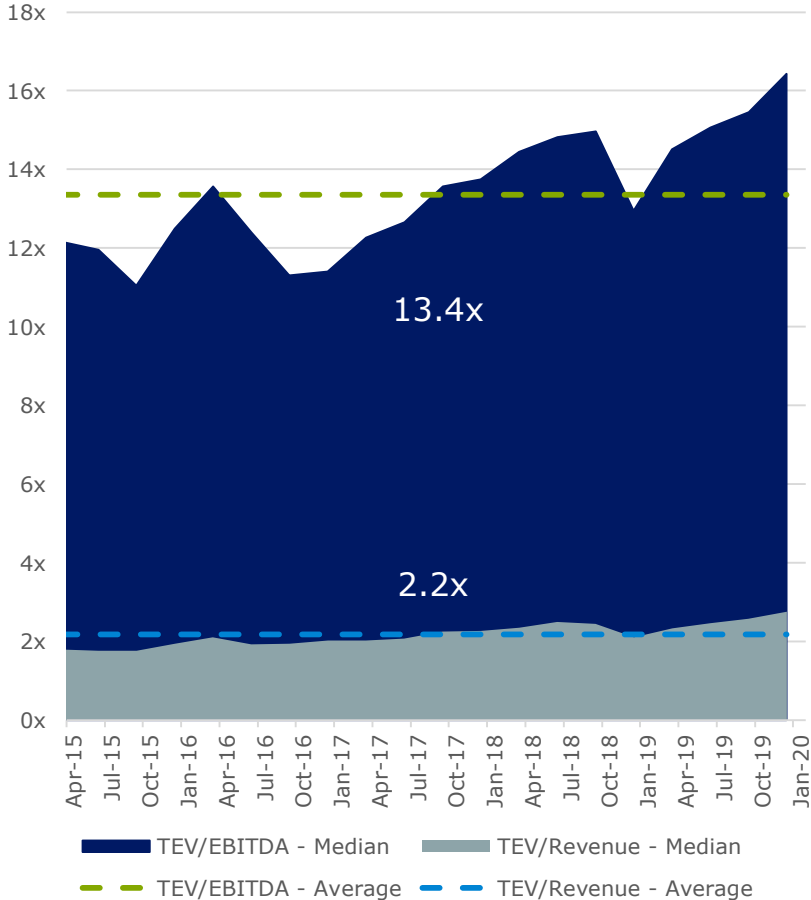
Public Basket



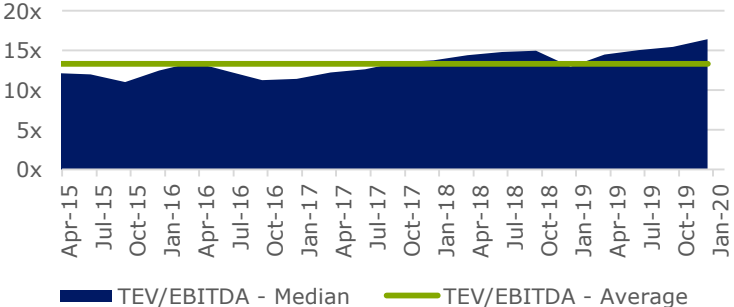
Company	TEV \$m	LTM Rev \$m	Rev Growth YoY	GP %	EBITDA %	TEV / Rev X	TEV / EBITDA X	# FTEs	Rev / FTE \$k
Perficient, Inc.	1,734	552	10%	37%	13%	3.1	23.9	3,060	180
Reply S.p.A.	3,145	1,283	17%	15%	13%	2.5	19.8	7,606	169
EPAM Systems, Inc.	11,890	2,166	25%	35%	16%	5.5	35.0	30,156	72
CGI Inc.	24,735	9,149	5%	31%	17%	2.7	15.5	77,500	118
Capgemini SE	24,927	15,632	8%	27%	13%	1.6	12.7	211,313	74
NTT DATA Corporation	25,041	20,526	5%	25%	15%	1.2	8.3	123,884	166
Cognizant Technology Solutions Corporation	32,802	16,628	5%	37%	19%	2.0	10.4	281,600	59
Infosys Limited	44,305	12,642	10%	32%	24%	3.5	14.7	228,123	55
Tata Consultancy Services Limited	110,730	21,780	10%	44%	26%	5.1	19.6	424,285	51
Accenture plc	130,443	43,968	5%	31%	16%	3.0	18.5	492,000	89
Average	40,975	14,433	10%	32%	17%	3.0	17.8	187,953	103
Median	24,984	14,137	9%	32%	16%	2.8	17.0	167,599	82

share price as of 25Jan20

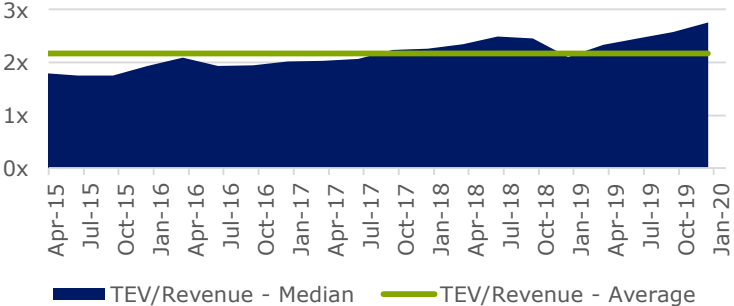
Public Basket Valuation Trends



Public EBITDA Multiples over Time



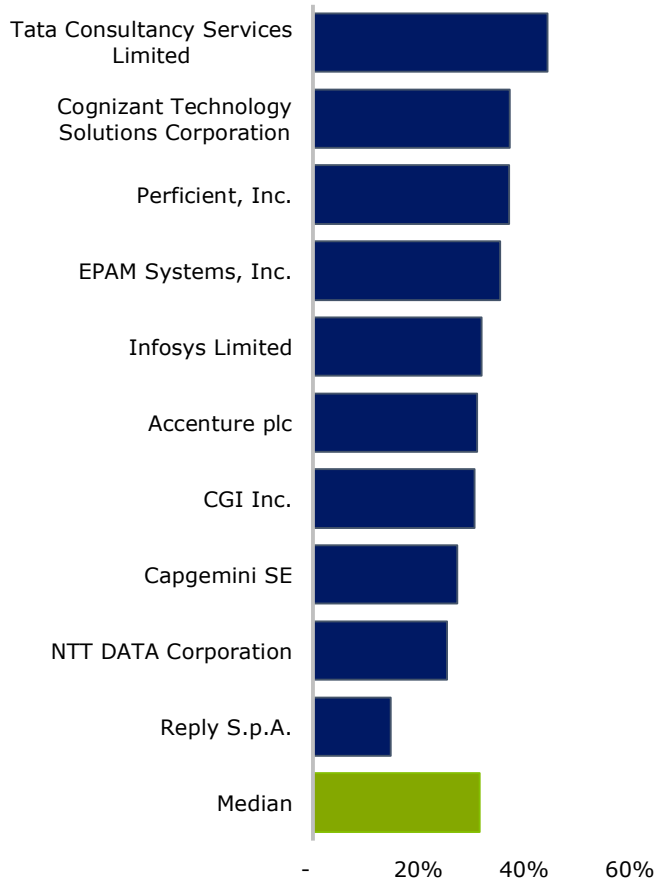
Public Revenue Multiples over Time



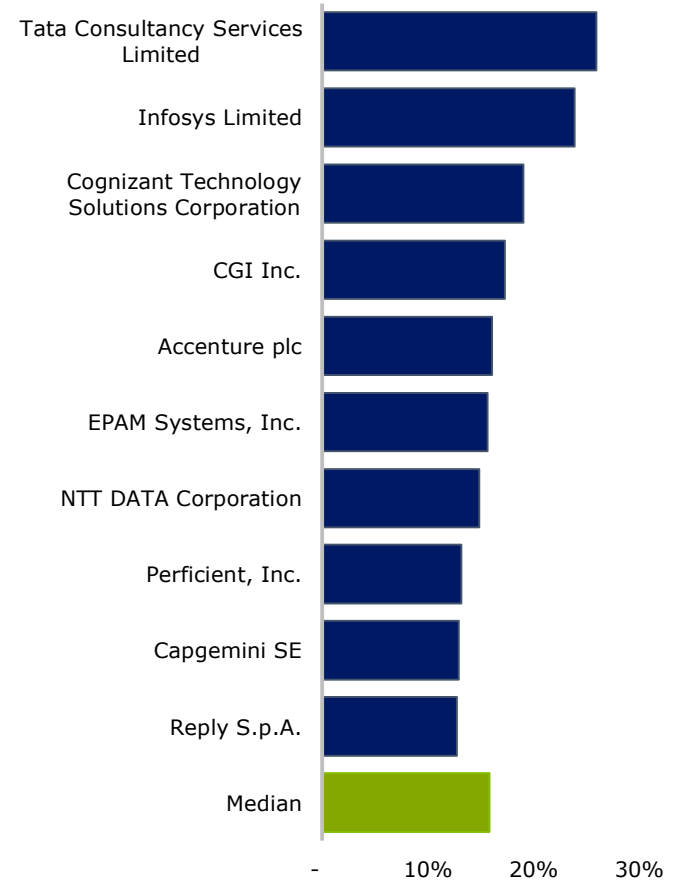
Operational Metrics



LTM Gross Profit Margin %



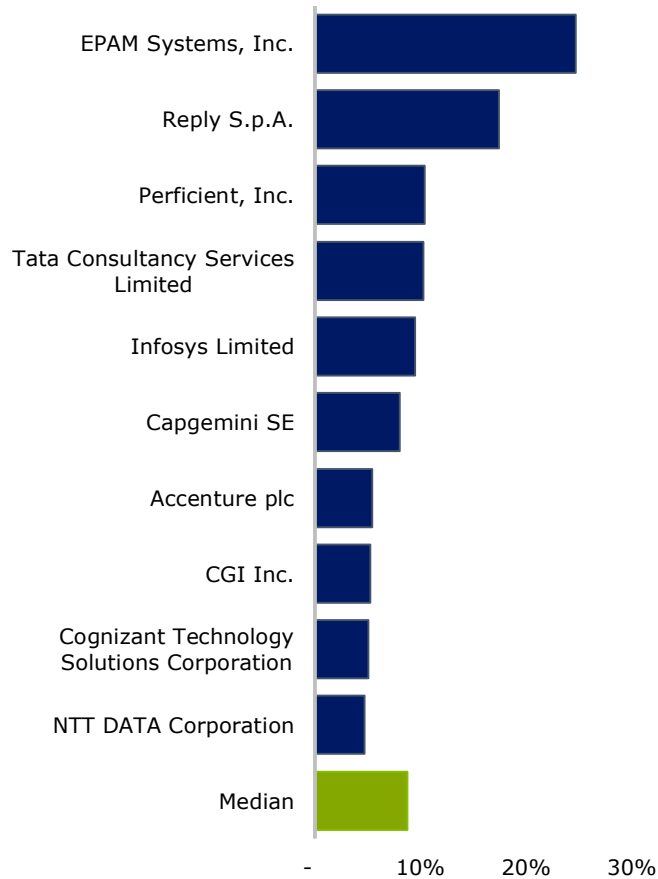
LTM EBITDA %



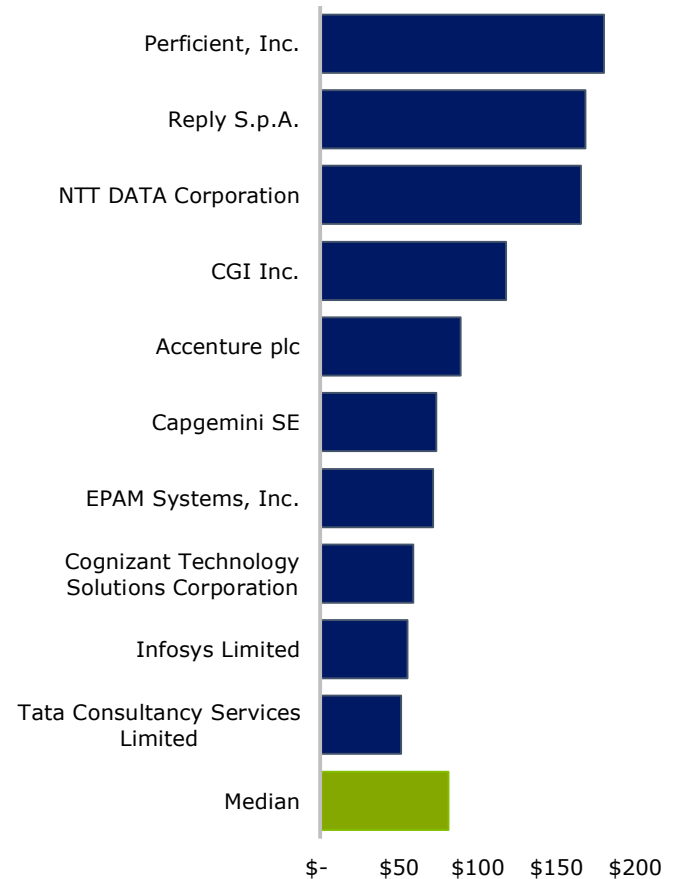
Operational Metrics



LTM Revenue Growth %



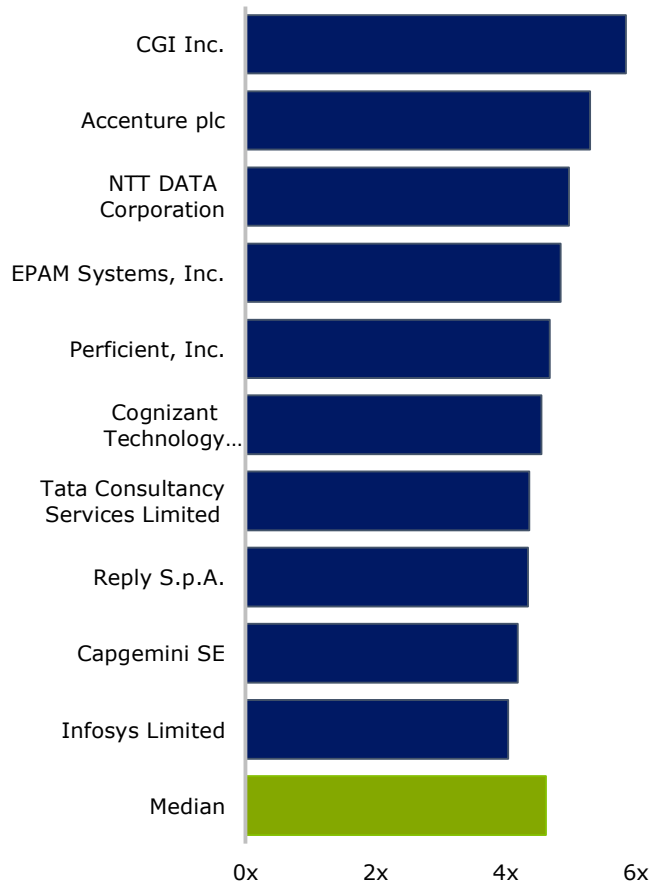
LTM Revenue per Full Time Employee x 000's



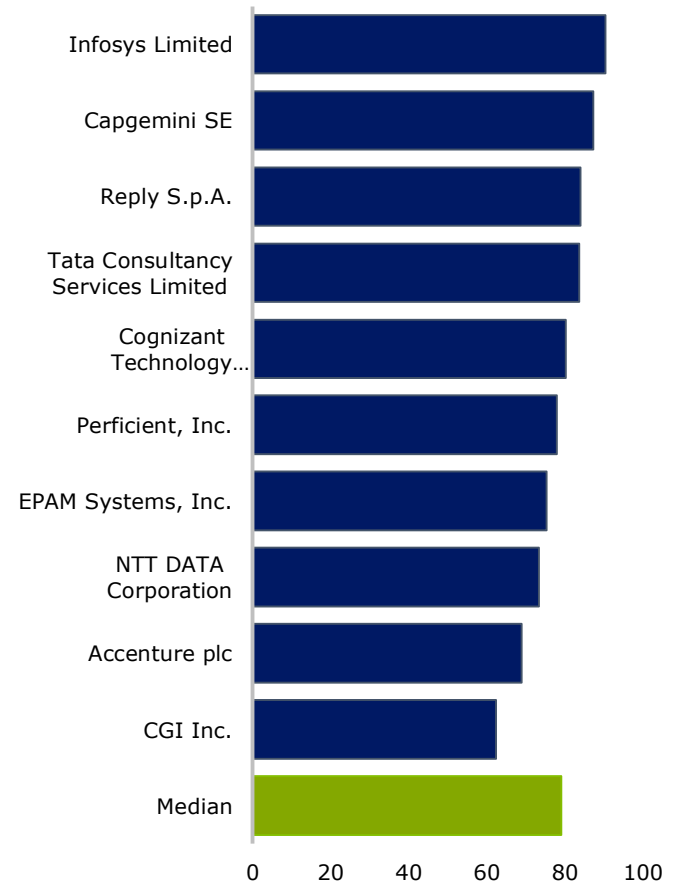
Operational Metrics



Accounts Receivable Turnover



Average Days Sales Outstanding



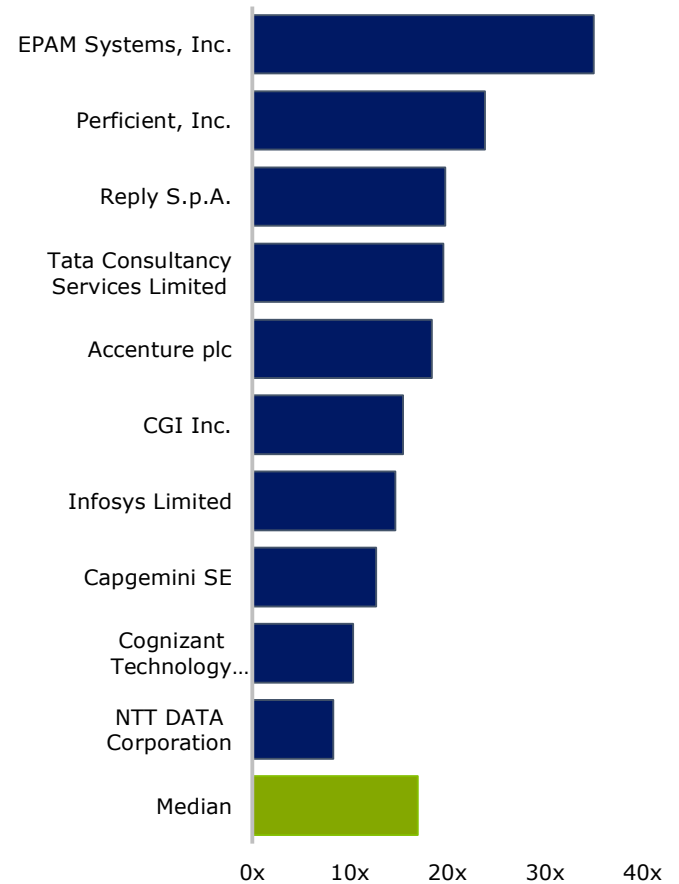
Valuation



TEV / LTM Revenue



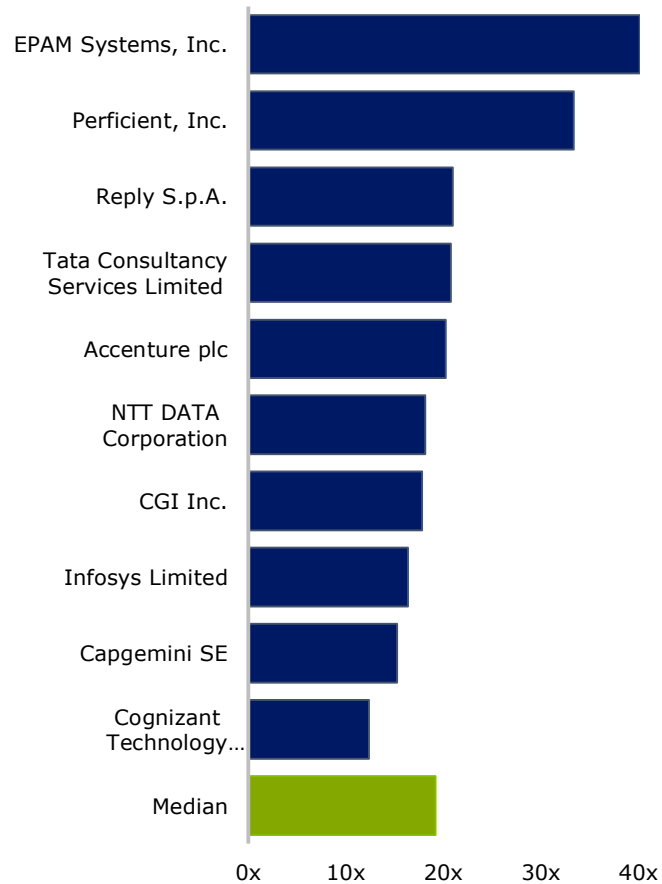
TEV / LTM EBITDA



Valuation



TEV / LTM EBIT



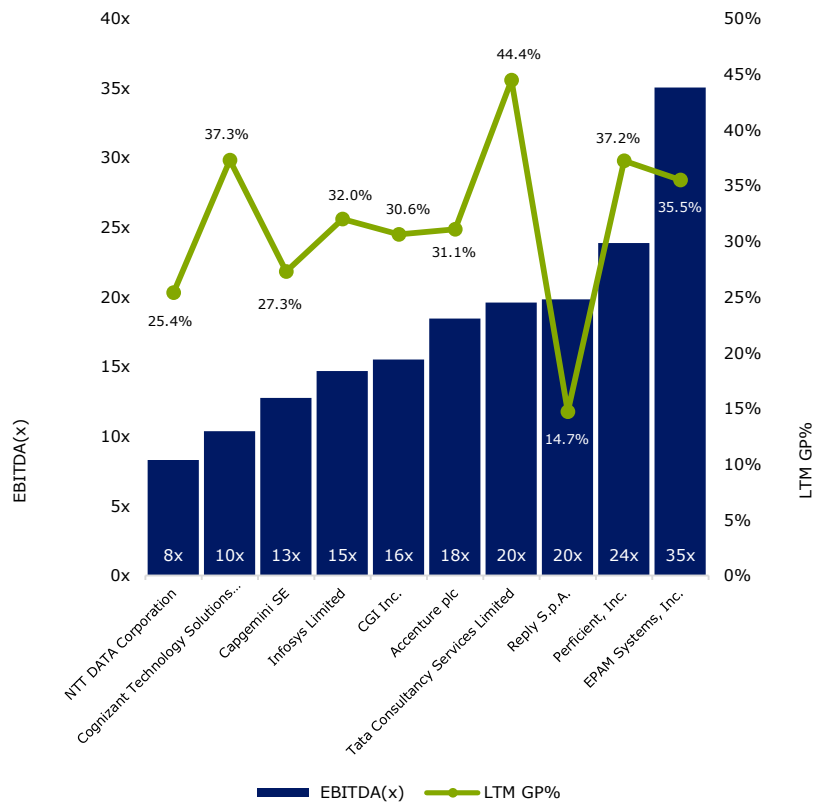
Price / LTM Earnings



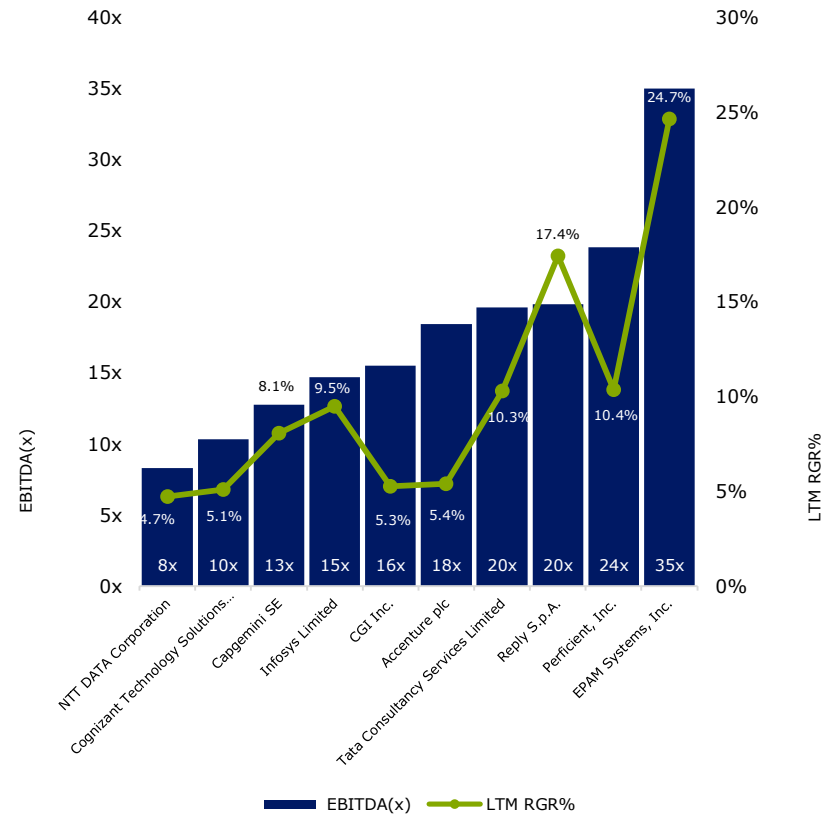
Valuation



Historical Valuation Multiples versus Gross Profit



Historical Valuation Multiples versus Revenue Growth Rate



Recent Transactions



<u>Date</u>	<u>Target</u>	<u>Buyer / Investor</u>	<u>Total Transaction Value</u>	<u>Target Revenue</u>	<u>TEV / Revenue</u>	<u>TEV / EBITDA</u>
19Jan20	Pactera Technology International Ltd.	China Electronics Corporation	-	-	-	-
8Jan20	Sistemas Informáticos Abiertos, S.A.	Indra Sistemas, S.A.	-	-	-	-
7Jan20	BZW Consulting Group, Inc.	The Pinnacle Group	-	-	-	-
6Jan20	NEF, Inc.	CBRE Group, Inc.	-	-	-	-
6Jan20	All the Assets Of MedTouch LLC	Perficient, Inc.	-	13.00	-	-
12Dec19	Source Support Services, Inc.	Capitala Group	-	-	-	-
14Nov19	Codalis SA	Bechtle AG	-	10.13	-	-
31Oct19	Yotabites Consulting LLC	ProKarma Inc.	-	-	-	-
8Nov19	Virtual Clarity Limited	DXC Technology Company	-	-	-	-
5Nov19	Naya Pai Technologies Ltd	EPAM Systems, Inc.	-	-	-	-
31Oct19	Backbone Enterprises, Inc.	CynergisTek, Inc.	11.00	-	-	-
30Oct19	Statêra, Inc	Navint Partners, LLC	-	-	-	-
6Sep19	iC-1 Solutions, LLC	Swift Group Holdings, LLC	25.50	-	-	-
24Oct19	DYNARDO (Dynamic Software and Engineering) GmbH	ANSYS, Inc.	33.29	-	-	-
23Oct19	Global IT SOS	SmartSource, Inc.	-	-	-	-
21Oct19	pernexas GmbH	Alfresco Software, Inc.	-	-	-	-
14Oct19	PeopleWare ICT Solutions B.V.	Proact IT Group AB (publ)	18.73	30.86	0.6x	-
24Sep19	Locus Telecommunication Inc., Ltd.	NTT DATA Asia Pacific Pte. Ltd.	-	-	-	-
10Sep19	Pragsis Technologies S.L.	Accenture plc	-	-	-	-
26Aug19	Beijing Transtrue Technology Inc.	Suzhou Longyue Holdings Co., Ltd.	62.54	117.23	1.3x	26.5x
28Aug19	BASS Systems S.R.L.	S&T AG	6.36	-	-	-
9Aug19	Belatrix Global Corporation S.A.	Globant S.A.	65.00	35.00	-	-
1Jul19	Phoenix Austec Group Pty Ltd	Spirit Telecom Limited	1.13	-	-	4.3x
26Jun19	BCT Solutions Pty Ltd	Accenture plc	13.97	-	-	-
26Jun19	Oxygen Systems	Oracle Corporation	-	-	-	-
13Jun19	Sovereign CRM, LLC	Ness Technologies Inc.	-	-	-	-

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APPENDIX: Public Basket Constituents

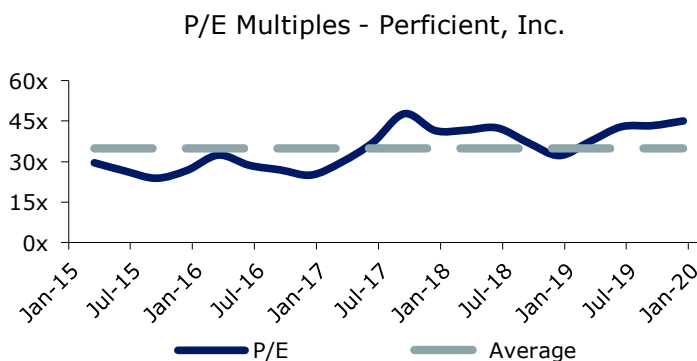
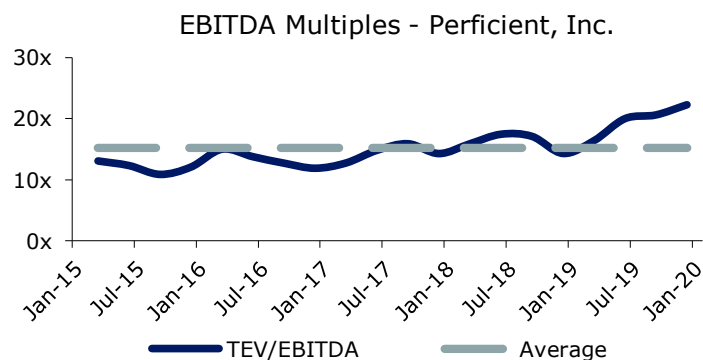
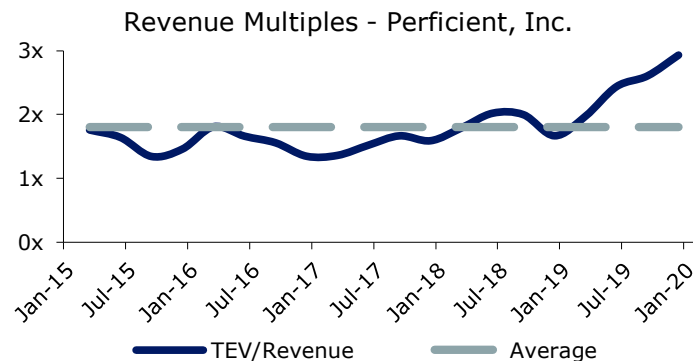
Public Basket



Perficient, Inc.

Perficient, Inc. provides information technology and management consulting services in the United States. The company designs, builds, and delivers solutions using middleware software products developed by third-party vendors. Its solutions include portals and collaboration, such as searchable data systems, collaborative systems for process improvement, transaction processing, unified and extended reporting, and other services; and platform implementations services, including application server selection, architecture planning, installation and configuration, clustering for availability, performance assessment and issue remediation, security, and technology migrations. Perficient, Inc. was founded in 1997 and is headquartered in St. Louis, Missouri.

Date	Key Development Headline
5/21/19	Perficient, Inc. (NasdaqGS:PRFT) completed the acquisition of the assets of Sundog Interactive, Inc.
5/12/19	Perficient, Inc. (NasdaqGS:PRFT) entered into a purchase agreement to acquire the assets of Sundog Interactive, Inc for \$14 million.
10/28/18	Perficient Inc. (NASDAQ:PRFT) acquired Elixiter Inc. for \$11.7 million.
7/15/18	Perficient, Inc. (NasdaqGS:PRFT) acquired substantially all of the assets of Substantially All of the Assets of Stone Temple Consulting Corporation for \$13.8 million.



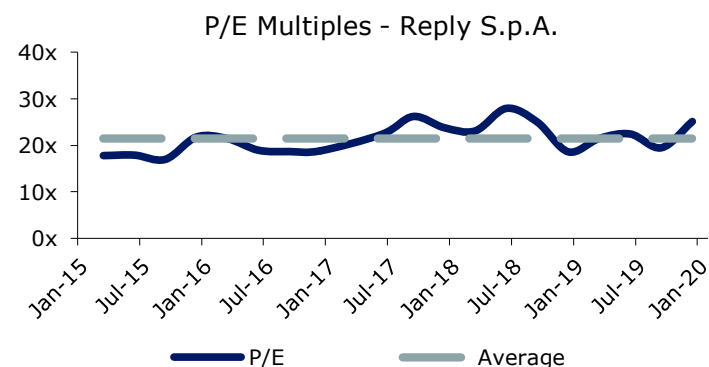
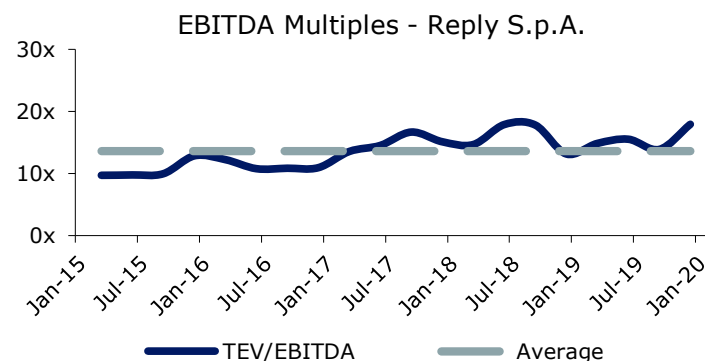
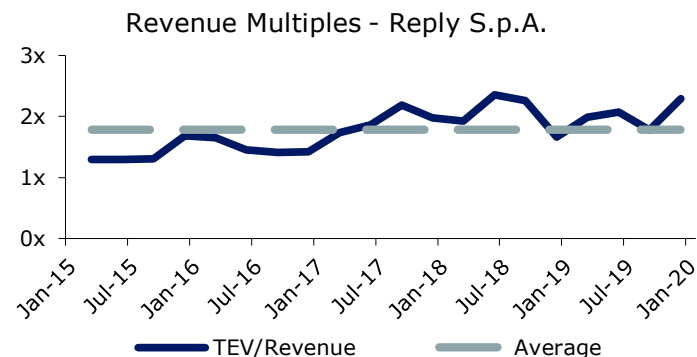
Public Basket



Reply S.p.A.

Reply S.p.A. provides consulting, system integration, application management, and business process outsourcing services in Italy and internationally. The company implements solutions based on communication channels and digital media. It provides Brick Reply, a manufacturing operations management platform for the management and control of a smart factory; Click Reply, a supply chain execution platform; Definio Reply, a technological platform for collection, analysis, control, processing, and distribution of financial data; Discovery Reply, a platform for the digital media management projects; and Gaia Reply platform for use in the field of mobility and multimedia. The company also offers Hi engage, a commercial contextual marketing solution; Pay Reply platform that provides mobile payment solutions, as well as helps banks, financial institutions and telecommunications companies, utilities, and retailers to create and deliver remote and proximity payment services; SideUp Reply, a software application for warehouse management; Starbytes, an online employment service for freelancers and ICT specialists; The company was founded in 1996 and is headquartered in Turin, Italy.

Date	Key Development Headline
2/28/19	Deutsche Telekom Partners with Reply to Develop Open-Source Backhaul System
4/9/18	Reply S.p.A. (BIT:REY) acquired a majority stake in Valorem Consulting Group, LLC.



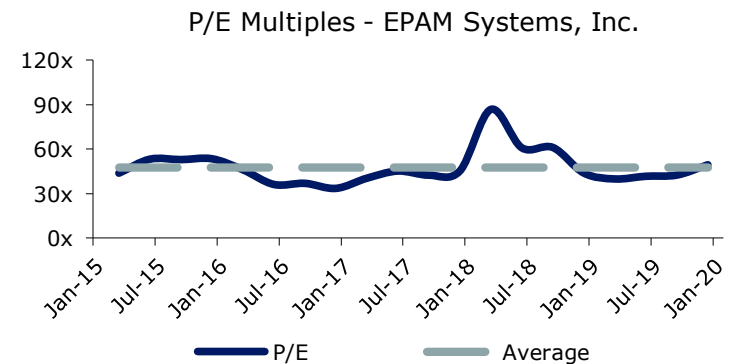
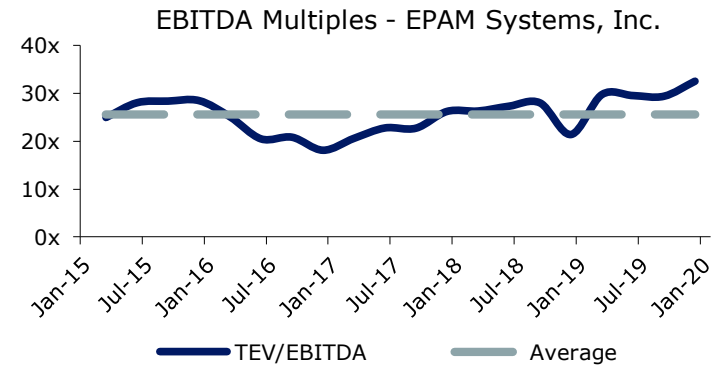
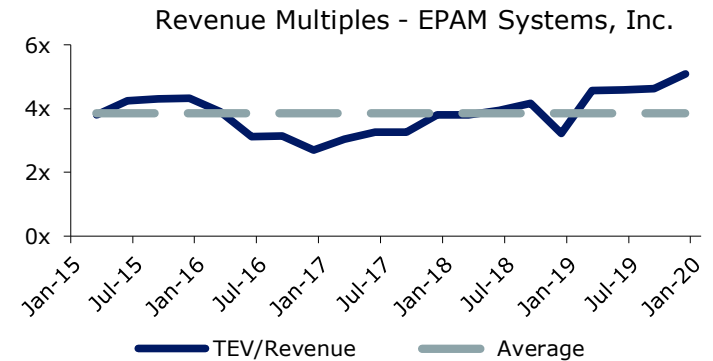
Public Basket



EPAM Systems, Inc.

EPAM Systems, Inc. provides software product development and digital platform engineering services primarily in North America, Europe, Asia, and Australia. It offers software product development services, including product research, customer experience design, prototyping, program management, component design and integration, lifecycle software testing, product deployment, end-user customization, performance tuning, product support and maintenance, managed services, and porting and cross-platform migration. The company provides custom application development services, such as business and technical requirement analysis, user experience design, solution architecture creation and validation, development, component design and integration, quality assurance and testing, deployment, performance tuning, support and maintenance, legacy applications re-engineering/refactoring, porting and cross-platform migration, and documentation. The company was founded in 1993 and is headquartered in Newtown, Pennsylvania.

Date	Key Development Headline
11/4/19	EPAM Systems, Inc. (NYSE:EPAM) acquired NAYA Technologies.
7/1/19	EPAM Systems, Inc. acquired Competentum Group.
5/9/19	EPAM To Seek Investments
5/8/19	EPAM Systems, Inc. (NYSE:EPAM) acquired testCloud.de GmbH for approximately \$17.3 million.



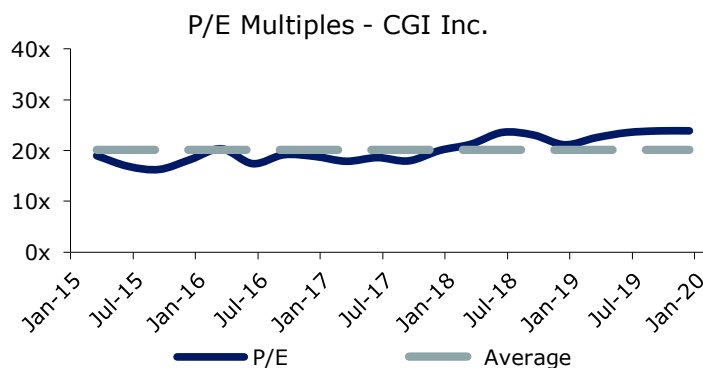
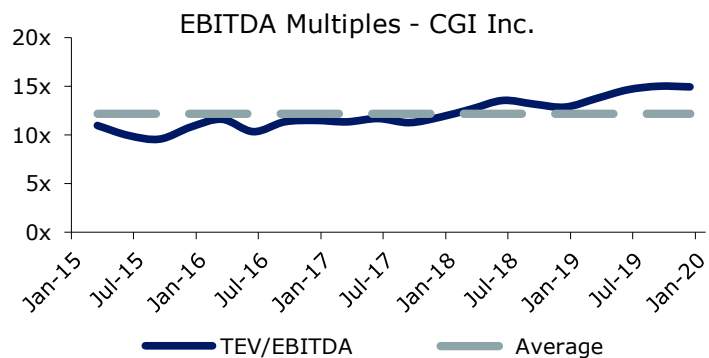
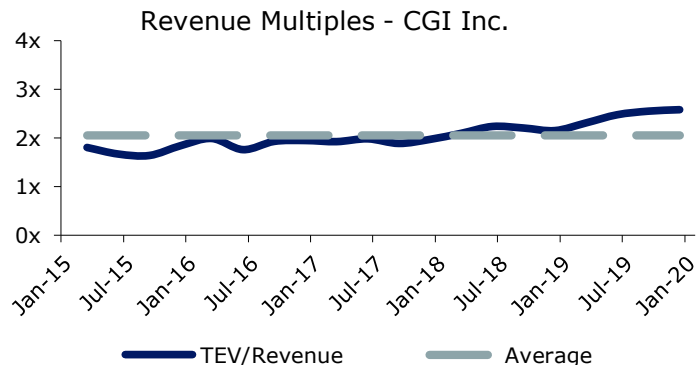
Public Basket



CGI Group Inc.

CGI Group Inc. provides information technology and business process services in Canada and internationally. It offers application development and maintenance, portfolio management, quality assurance and testing, modernization, and migration services; agile, business transformation, change management, CIO advisory, cybersecurity, data analytics, digital enterprise, project management, and industry-specific business consulting services; business-to-business and customer operations support, purchase management, revenue management, and supplier payment services; and data center facilities and management, technical service desk, printing and document management, remote infrastructure, transformation, storage as a service, data vaulting, disaster recovery and archiving as a service, bottomless edge-to-core storage, and file sync and share as a service, as well as infrastructure solutions and consulting services. The company was founded in 1976 and is headquartered in Montreal, Canada.

Date	Key Development Headline
11/4/19	CGI Inc. (TSX:GIB.A) acquired the remaining 3.9% stake in Acando AB (publ.) for \$23.1 million.
9/2/19	CGI Inc. (TSX:GIB.A) acquired Annams Systems Corporation, Inc.
4/15/19	CGI Inc. (TSX:GIB.A) completed the acquisition of 77.37% stake in Acando AB (publ.) (OM:ACAN B).
4/15/19	CGI Inc. (TSX:GIB.A) completed the acquisition of 21.9% stake in Acando AB (publ.) (OM:ACAN B) from Svolder AB (publ) (OM:SVOL B), Svedulf Fastighets AB and Bjursund Invest AB.



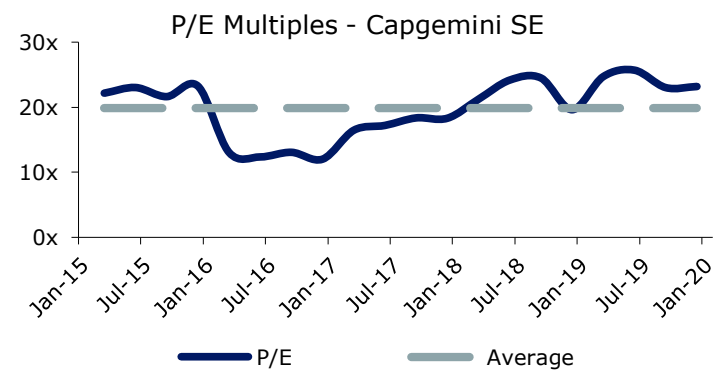
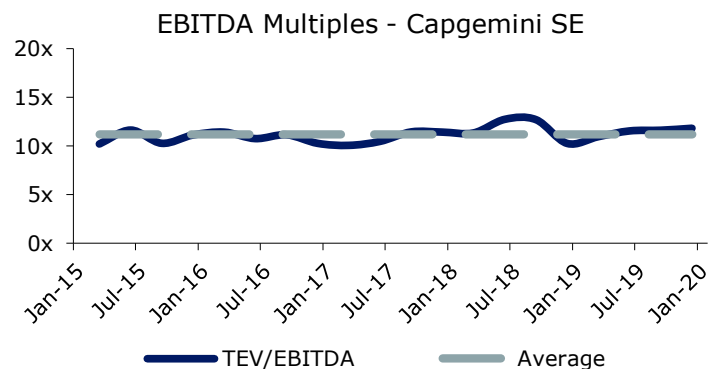
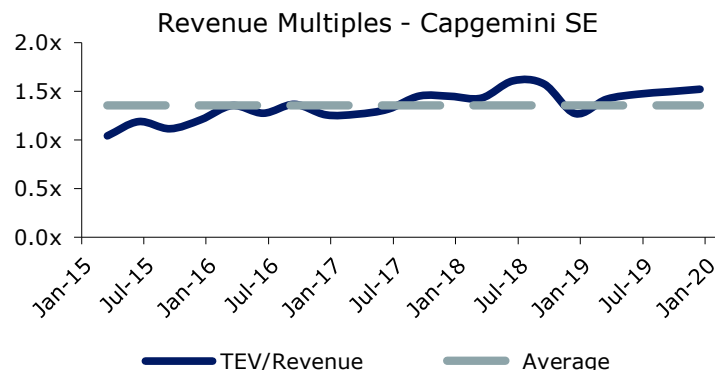
Public Basket



Capgemini SE

Capgemini SE provides consulting, technology, outsourcing, and other managed services. The company's Consulting Services segment offers services to enhance the performance of organizations based on the knowledge of client industries and processes. Its Technology & Engineering Services segment provides assistance and support to internal IT teams of client companies. The company's Application Services segment designs, develops, implements, and maintains IT applications, including system integration and application maintenance services. Its Other Managed Services segment integrates, manages, and/or develops client's IT infrastructure systems, as well as provides transaction, on-demand, and/or business process outsourcing services. Capgemini SE was founded in 1967 and is based in Paris, France.

Date	Key Development Headline
6/24/19	Altran Technologies S.A., Capgemini SE - M&A Call
2/20/19	Capgemini SE (ENXTPA:CAP) completed the acquisition of Leidos Cyber, Inc. from Leidos Intermediate Holdings, Inc. and others.
2/14/19	Capgemini To Seek Acquisitions



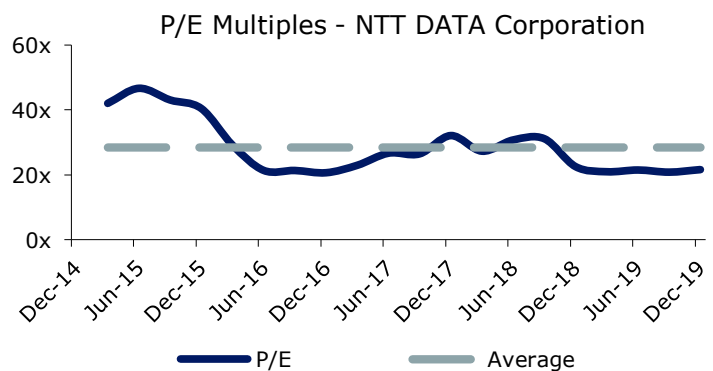
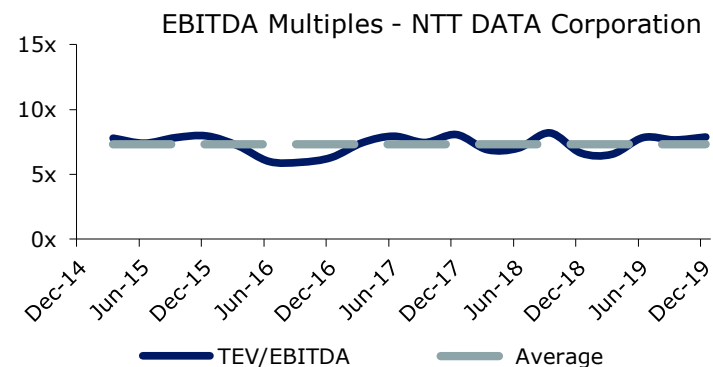
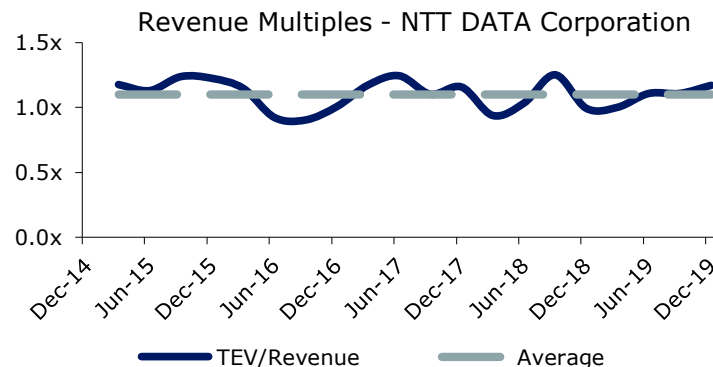
Public Basket



NTT DATA Corporation

NTT DATA Corporation provides consulting, system development, and business information technology (IT) outsourcing services worldwide. The company operates through four segments: Public & Social Infrastructure, Financial, Enterprise & Solutions, and Global. It offers business consulting services, such as business strategy, business process optimization, and organizational change management; and IT consulting services, including IT strategy and governance, information and knowledge management, and program management office consulting services. NTT DATA Corporation is a subsidiary of Nippon Telegraph and Telephone Corporation.

Date	Key Development Headline
9/23/19	Japan Exchange Group, Inc. (TSE:8697) completed the acquisition of 97.2% stake in Tokyo Commodity Exchange, Inc. from a group of sellers for ¥5.2 billion.
6/3/19	MagicCube to Form Partnership with NTT DATA Corporation to Secure Next Generation Payments, Acceptance, and Accelerate PCI Certification for Their Joint Customers
4/24/19	TRI-AD, Maxar Technologies and NTT DATA Corporation to Build High-Definition Maps for Autonomous Vehicles from Space
4/2/19	CP ALL Public Company Limited (SET:CPALL) completed the acquisition of 27.36% stake in Thai Smart Card Co., Ltd. from True Corporation Public Company Limited (SET:TRUE), Krungthai Card Public Company Limited (SET:KTC), Government Savings Bank, NTT DATA Corporation (TSE:9613), SVOA Public Company Limited (SET:SVOA) and Loxley Public Company Limited.



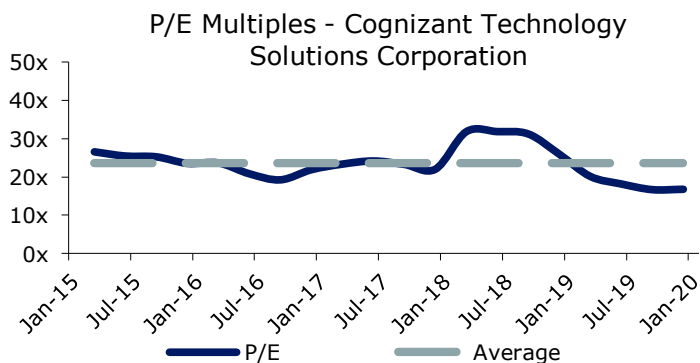
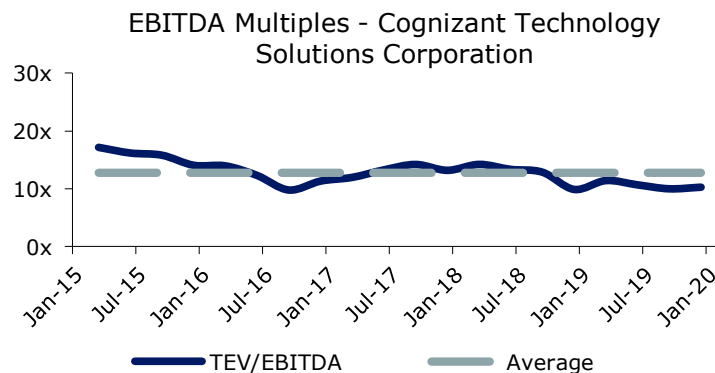
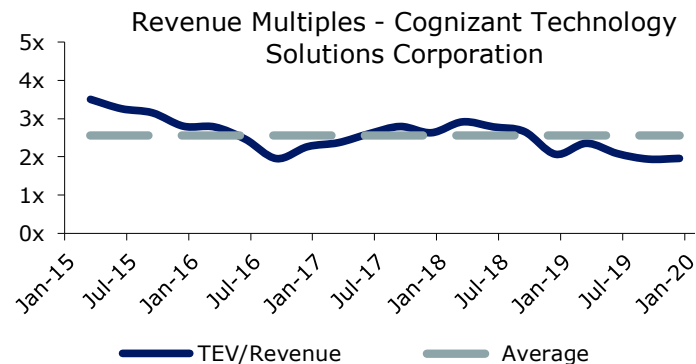
Public Basket



Cognizant Technology Solutions Corporation

Cognizant Technology Solutions Corporation, a professional services company, provides consulting and technology, and outsourcing services worldwide. The company operates through four segments: Financial Services; Healthcare; Products and Resources; and Communications, Media and Technology. It offers business, process, operations, and technology consulting services; application design and development, and systems integration services; application testing, consulting, and engineering services; and enterprise information management services. The company was founded in 1994 and is headquartered in Teaneck, New Jersey.

Date	Key Development Headline
10/15/19	Cognizant Technology Solutions Corporation (NasdaqGS:CTSH) entered into an agreement to acquire Contino LTD from Columbia Capital, L.P., Top Tier Capital Partners, LLC and others.
8/12/19	Cognizant Technology Solutions To Seek Acquisitions
7/30/19	Cognizant Technology Solutions Corporation (NasdaqGS:CTSH) completed the acquisition of Zenith Technologies Ltd. from GE UK Group and other shareholders.
6/17/19	Cognizant Technology Solutions Corporation (NasdaqGS:CTSH) agreed to acquire Zenith Technologies Ltd. from GE UK Group and other shareholders for approximately €140 million.
5/7/19	AVEVA and Cognizant Expand R&D Partnership to Build Next-Gen Industrial Software



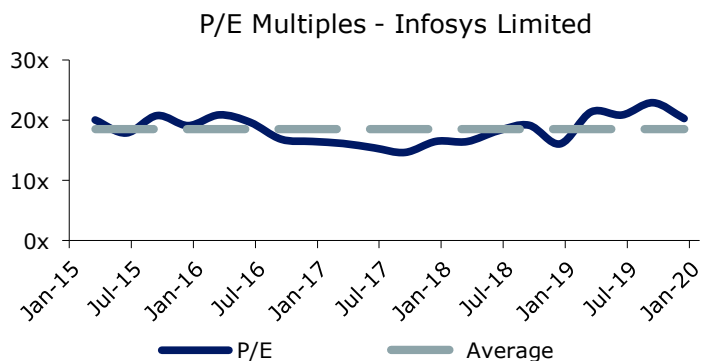
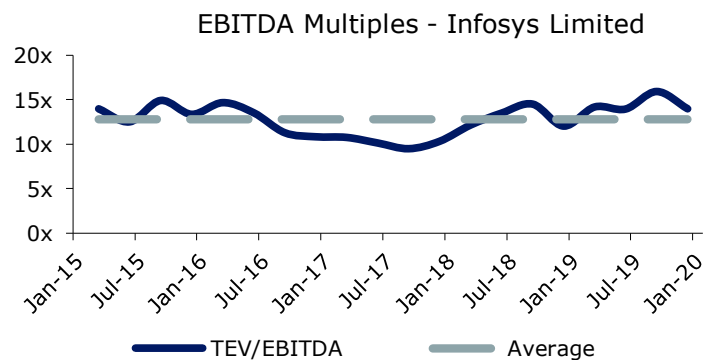
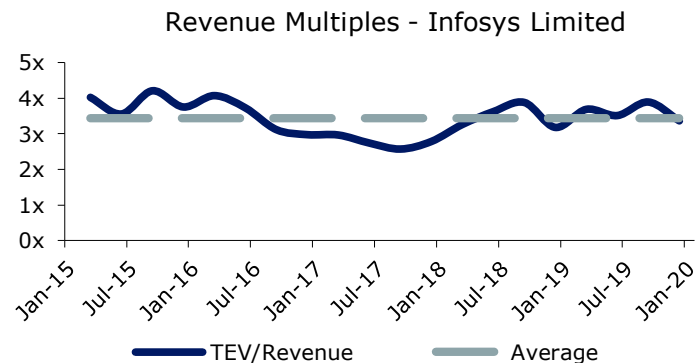
Public Basket



Infosys Limited

Infosys Limited, together with its subsidiaries, provides consulting, technology, and outsourcing services in North America, Europe, India, and internationally. It provides business information technology services, including application development and maintenance, independent validation, infrastructure management, and business process management services, as well as engineering services, such as engineering and life cycle solutions; and consulting and systems integration services comprising consulting, enterprise solutions, systems integration, and advanced technologies. Infosys Limited was founded in 1981 and is headquartered in Bengaluru, India.

Date	Key Development Headline
10/9/19	Infosys Enters into Strategic Partnership with Eishtec
8/22/19	Infosys and University of Illinois Urbana-Champaign Enter a Strategic Partnership for Precision Medicine
7/12/19	Infosys To Seek Acquisitions
5/9/19	Infosys Seeks Acquisitions
5/2/19	Infosys Seeks Acquisitions



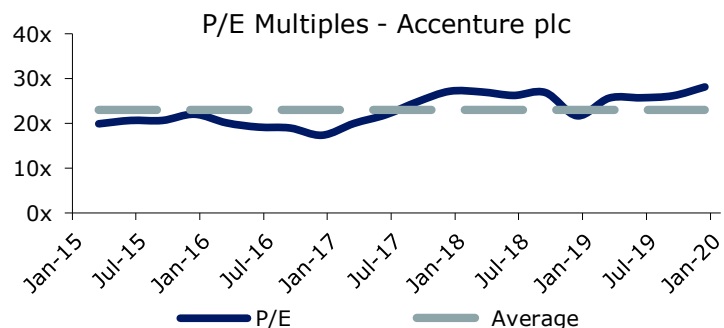
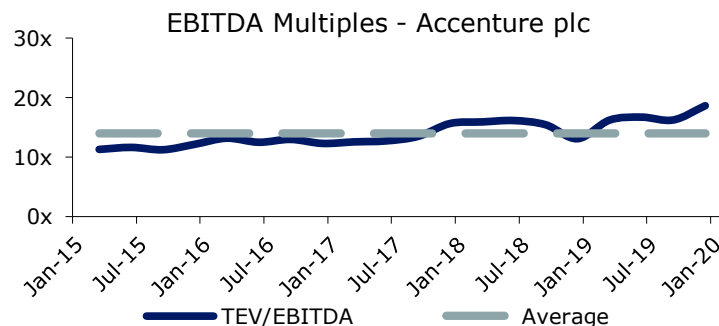
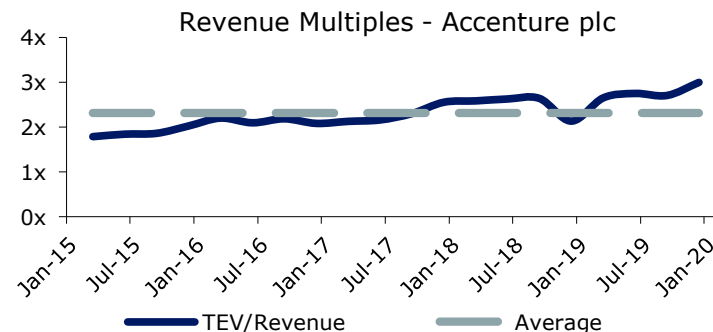
Public Basket



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
12/18/19	Accenture plc (NYSE:ACN) completed the acquisition of Silveo SAS.
12/17/19	Accenture Forms Strategic Alliance with TradeIX to Help Digitize Global Trade
12/12/19	Accenture plc (NYSE:ACN) entered into an agreement to acquire Clarity Insights.
12/1/19	Accenture plc (NYSE:ACN) acquired Apis Group Pty Limited.
11/27/19	Accenture and Snam Sign a Memorandum of Understanding to Study and Assess Solutions Based on Internet of Things (IoT) Technologies



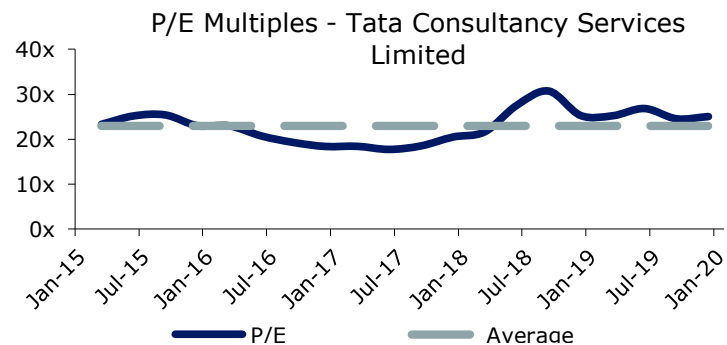
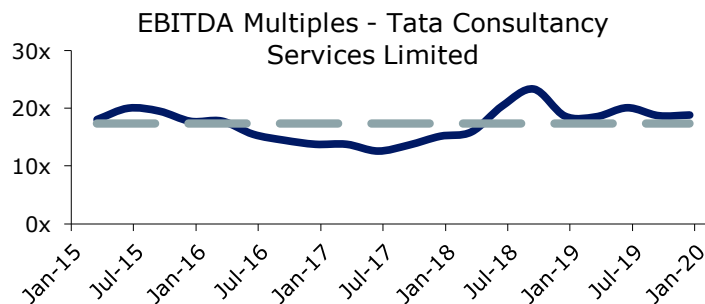
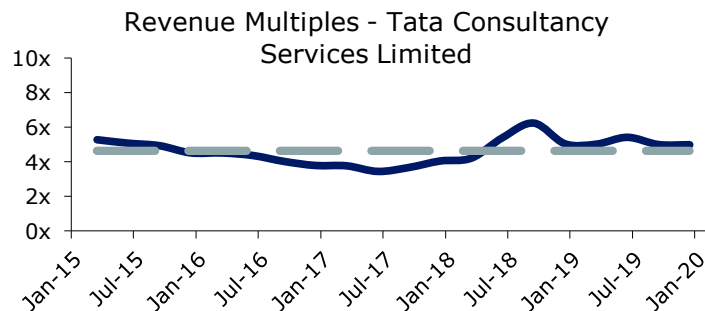
Public Basket



Tata Consultancy Services Limited

Tata Consultancy Services Limited provides information technology (IT) and IT enabled services worldwide. It offers CHROMA, a cloud-based talent management platform for enterprises to drive next generation employee experiences across the requisition-to-retain employee lifecycle; ignio, a cognitive automation system for IT operations in enterprises; iON, an assessment solution; TAP, an accounts payable platform; and TCS MasterCraft, a digital platform to automate and manage IT processes. Tata Consultancy Services Limited is a subsidiary of Tata Sons Limited.

Date	Key Development Headline
9/15/19	Tata Consultancy Services Limited (NSE:TCS) entered into an agreement to acquire Certain Assets of General Motors Technical Centre India Private Limited.
9/5/19	Posten Norge Expands Its Strategic Partnership with TCS to Enable Superior Customer Experience
4/14/19	Tata Consultancy Services To Seek Acquisitions
2/11/19	Tata Consultancy Services Announces Global Partnership with JDA Software to Build Next-Generation Cognitive Solutions
1/10/19	TCS Seeks Acquisitions



CONTACT INFO

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
Mark Landry, Managing Director	561.972.0609	mark@7mileadvisors.com
Ben Lunka, Managing Director	704.496.2995	ben@7mileadvisors.com
Neil Churman, Director	281.742.9340	neil@7mileadvisors.com
John Cooper, Director	704.973.3996	john@7mileadvisors.com
Tim Frye, Director	704.973.3994	tim@7mileadvisors.com
Kristina Sergueeva, Director	704.899.5149	kristina@7mileadvisors.com
Ben Garber, Vice President	412.626.7898	ben.garber@7mileadvisors.com
Nicholas Prendergast, Vice President	704.973.3995	nicholas@7mileadvisors.com
Ariail Barker, Director, Sales & Marketing	704.981.2908	ariail@7mileadvisors.com
Emily Halstenberg, Marketing & Sales Coordinator	704.409.9912	emily@7mileadvisors.com
Marty Johnson, Senior Associate	704.973.3999	marty@7mileadvisors.com
Sydney Scadden, Senior Associate	704.973.3998	sydney@7mileadvisors.com
Garth Martin, Senior Associate	704.973.3997	garth.martin@7mileadvisors.com
Steve Buffington, Associate	704.960.1828	steve@7mileadvisors.com
Dennis Fox, Associate	704.706.9168	dennis@7mileadvisors.com
Rory Julyan, Associate	704.981.2520	rory@7mileadvisors.com
Daniel Kim, Associate	704.912.4584	daniel@7mileadvisors.com
Olufunke Abass, Associate	704.285.8171	olufunke@7mileadvisors.com