

7 Mile Advisors



Sectorwatch: Management Consulting

March 2021



Management Consulting

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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.

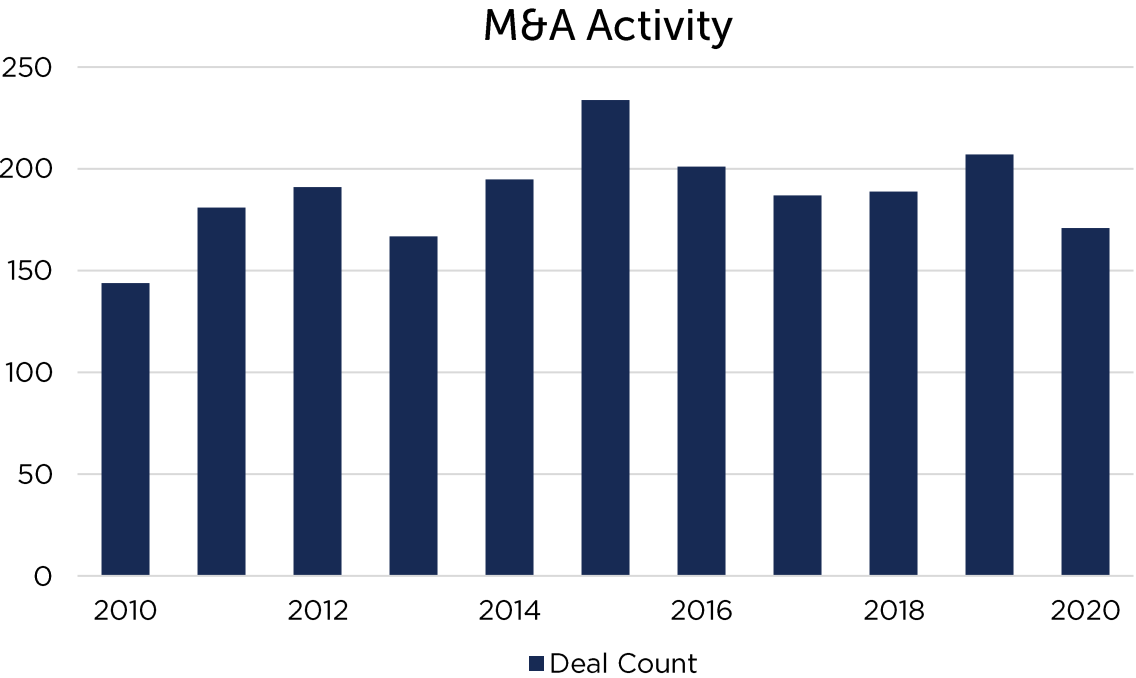
RECENT DEALS

- The most recently announced deals in the sector

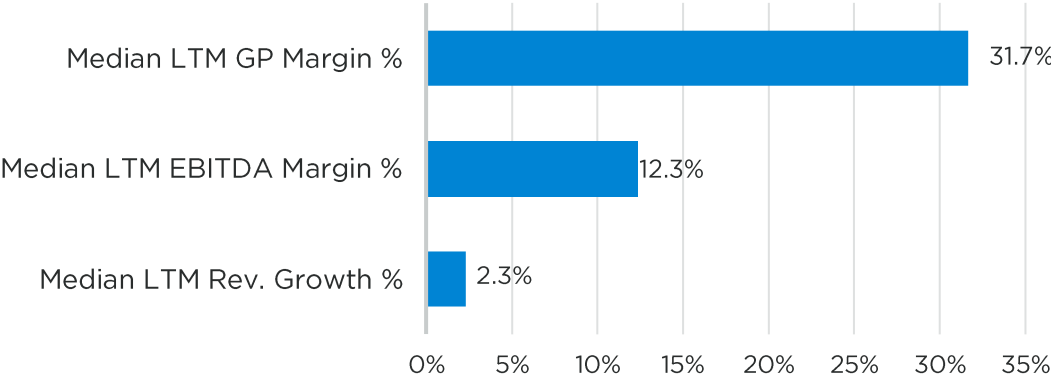
Dashboard

REVENUE GROWTH MOMENTUM ↓ -4.7%

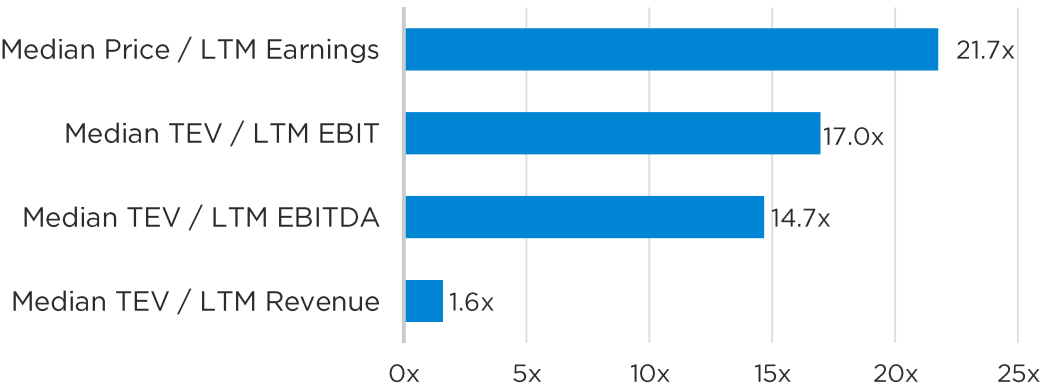
1 - year revenue growth compared to revenue growth average for last 3 years - Current revenue growth rate is less than the average of the last 3 years, indicating that the market may be flattening or declining



Operating Metrics



Valuation



Public Basket Overview



Commercial Services

IT Services

**The Hackett Group**
World Class Defined and Enabled











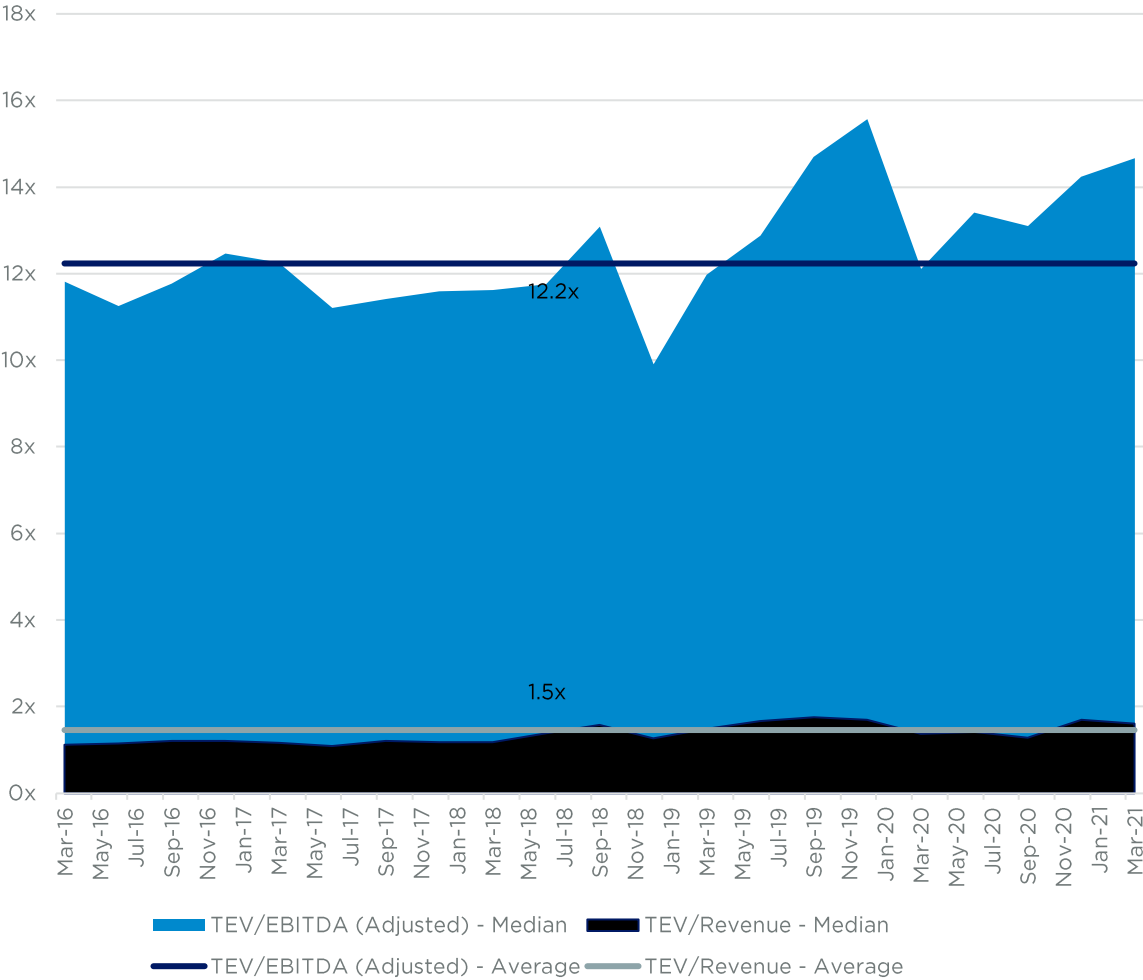
Booz | Allen | Hamilton

Public Basket

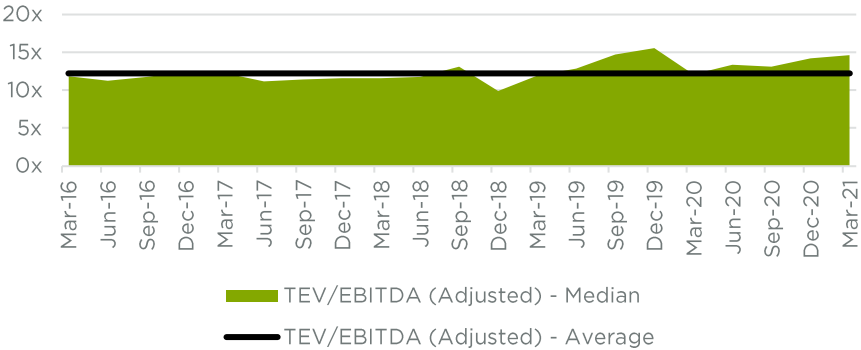
Company	TEV \$m	LTM EBITDA \$m	LTM Rev \$m	Rev Growth YoY	GP %	EBITDA %	TEV / Rev X	TEV / EBITDA X	# FTEs	Rev / FTE \$k
Accenture	172,528	7,278	45,677	2.3%	31.7%	15.9%	3.8x	23.7x	513,000	89
Booz Allen	12,568	801	7,849	7.9%	53.6%	10.2%	1.6x	15.7x	27,200	289
FTI Consulting	5,003	338	2,461	4.6%	32.0%	13.7%	2.0x	14.8x	5,743	429
ICF International	2,097	143	1,507	1.9%	35.5%	9.5%	1.4x	14.7x	7,000	215
Huron Consulting Group	1,340	101	871	-9.8%	28.9%	11.6%	1.5x	13.3x	3,750	232
Charles River Associates	640	63	508	12.6%	27.1%	12.3%	1.3x	10.2x	799	636
The Hackett Group	445	33	239	-15.2%	30.5%	14.0%	1.9x	13.3x	1,143	210
Average	27,803	1,251	8,445	0.6%	34.2%	12.5%	1.9x	15.1x	79,805	300
Median	2,097	143	1,507	2.3%	31.7%	12.3%	1.6x	14.7x	5,743	232

share price as of 30Mar21

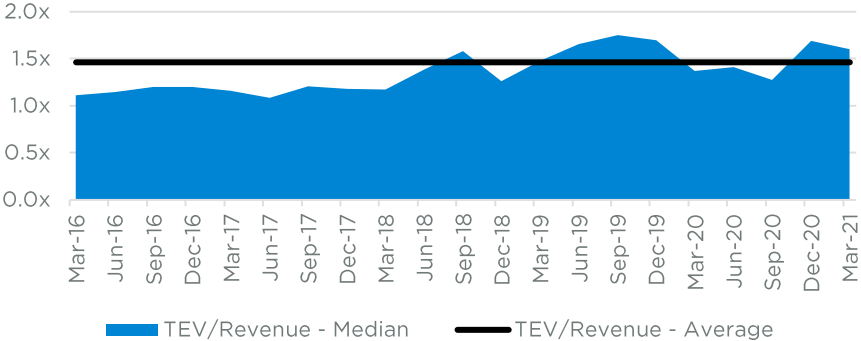
Public Basket



Public EBITDA Multiples over Time

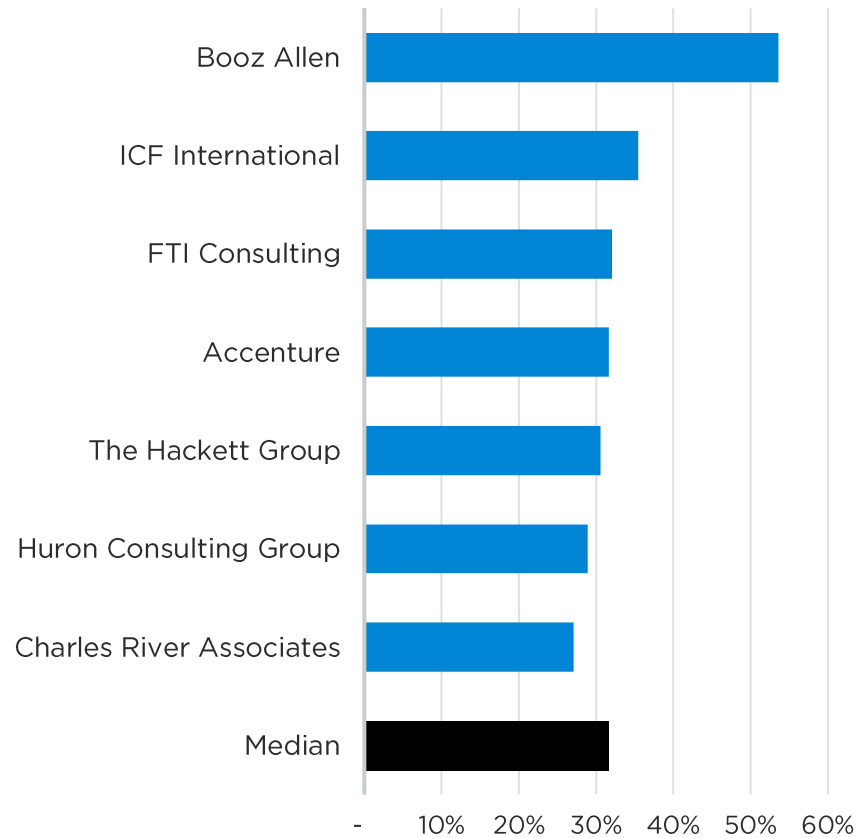


Public Revenue Multiples over Time

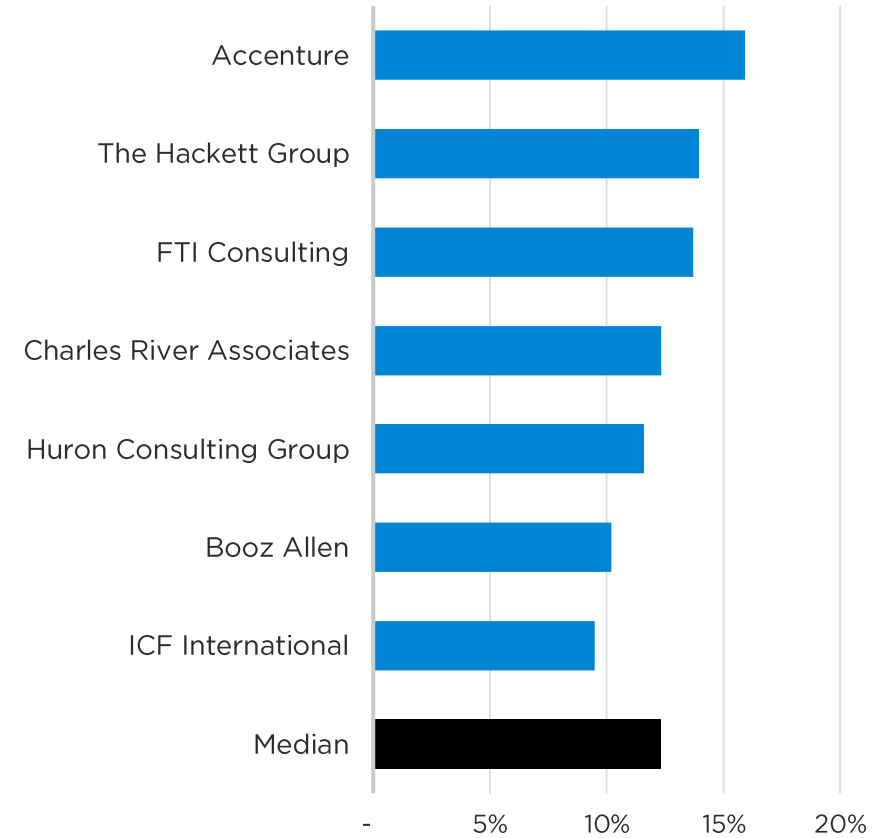


Operational Metrics

LTM Gross Profit Margin %

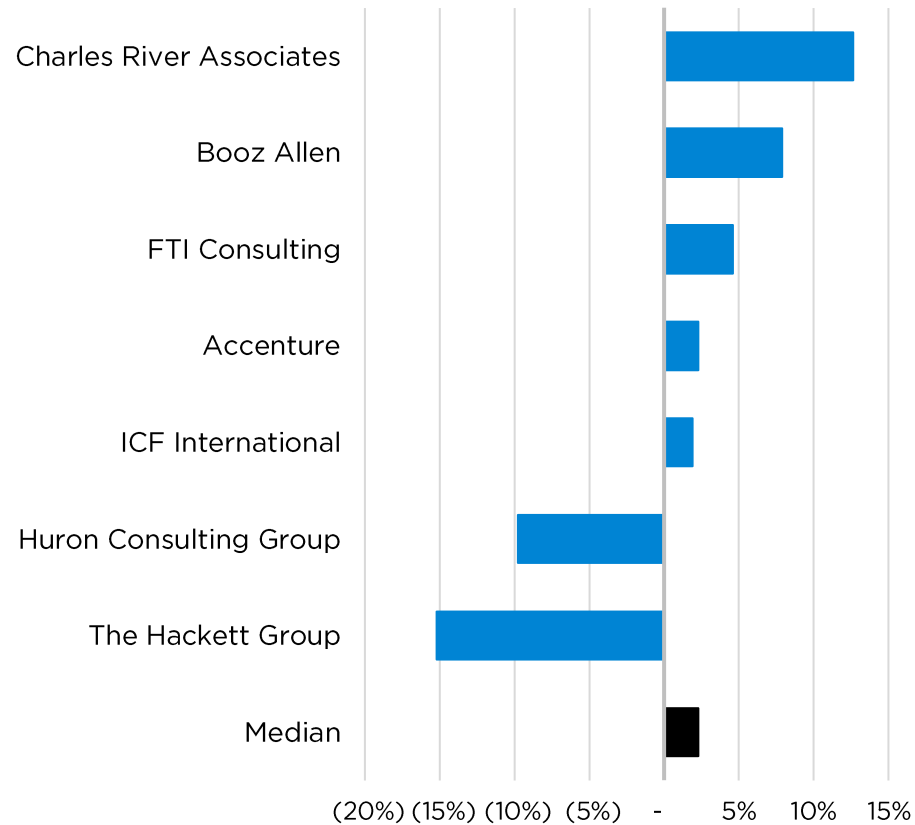


LTM EBITDA %

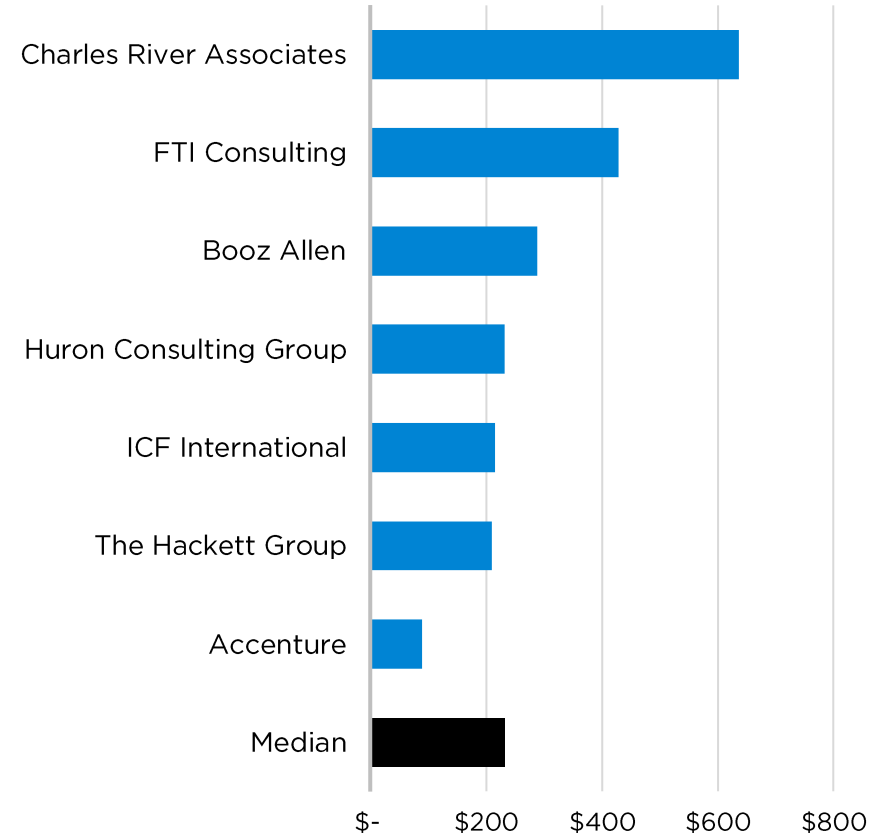


Operational Metrics

LTM Revenue Growth %

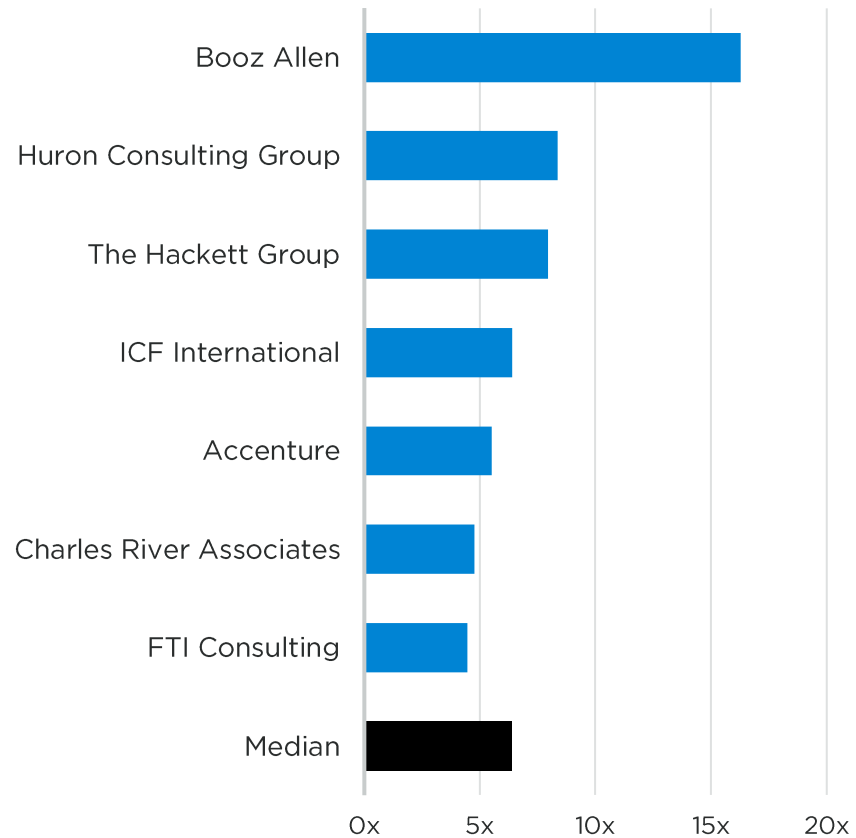


LTM Revenue per Full Time Employee x 000's

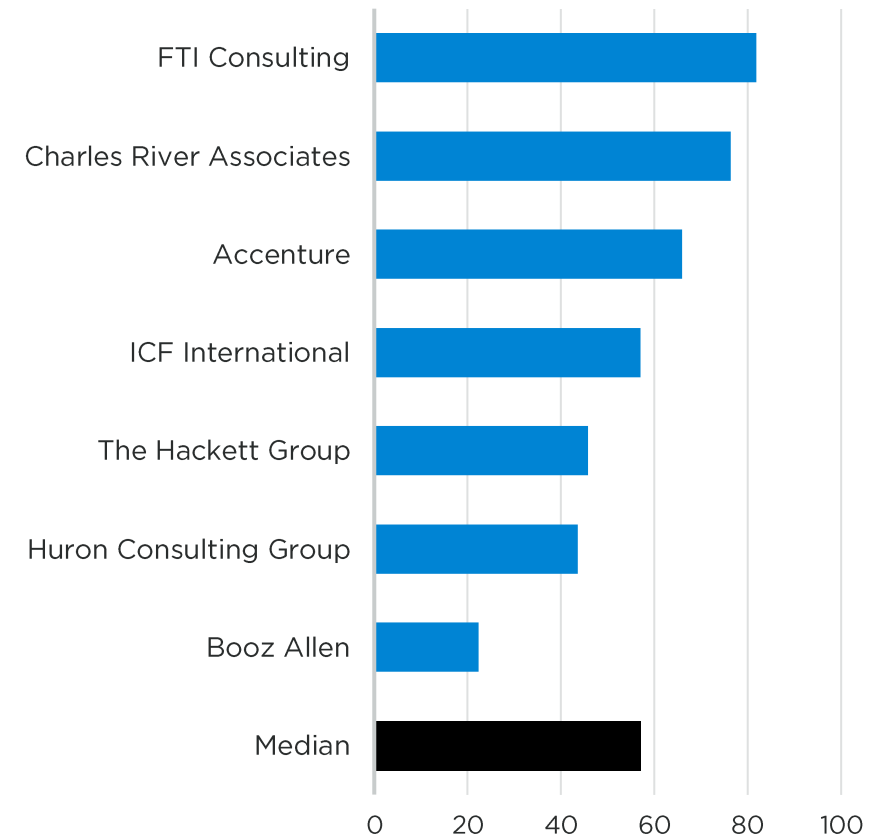


Operational Metrics

Accounts Receivable Turnover

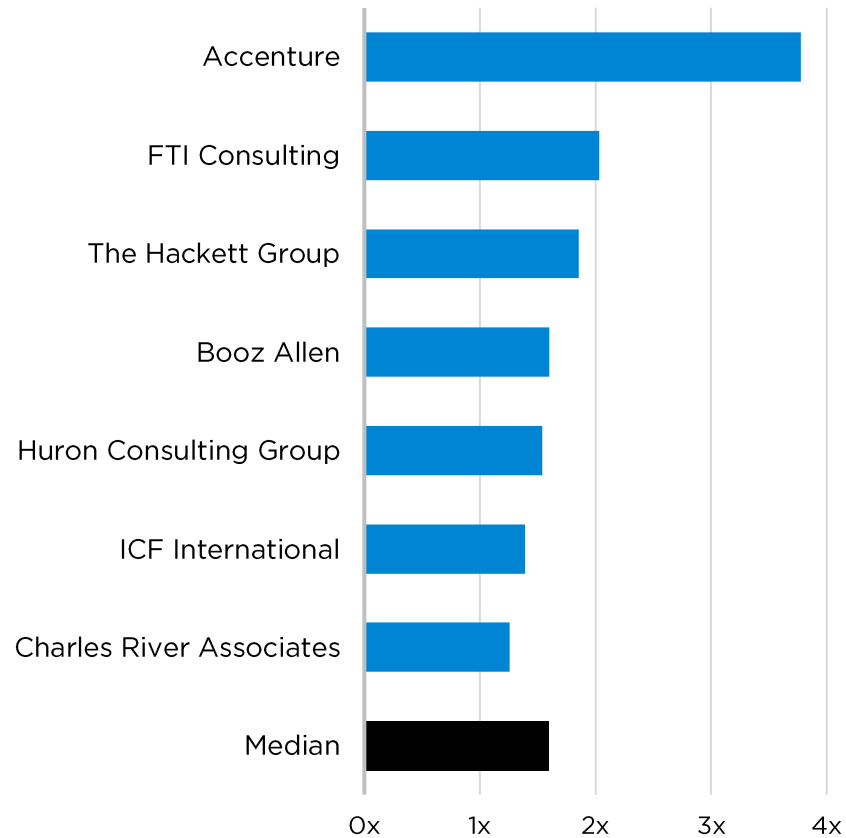


Average Days Sales Outstanding

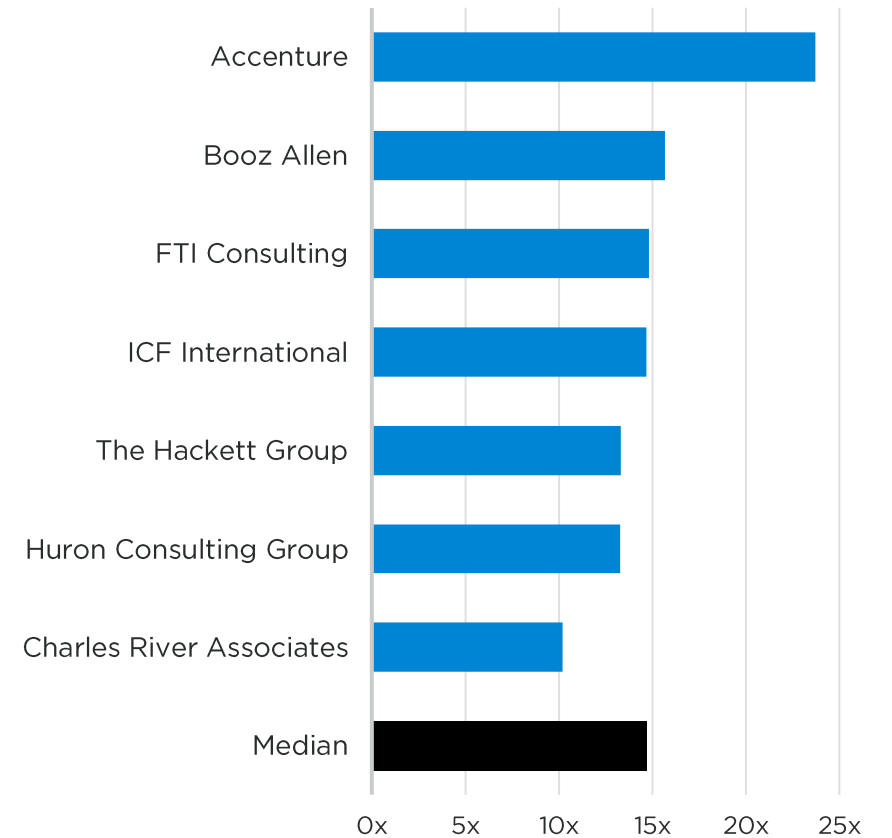


Valuation

TEV / LTM Revenue

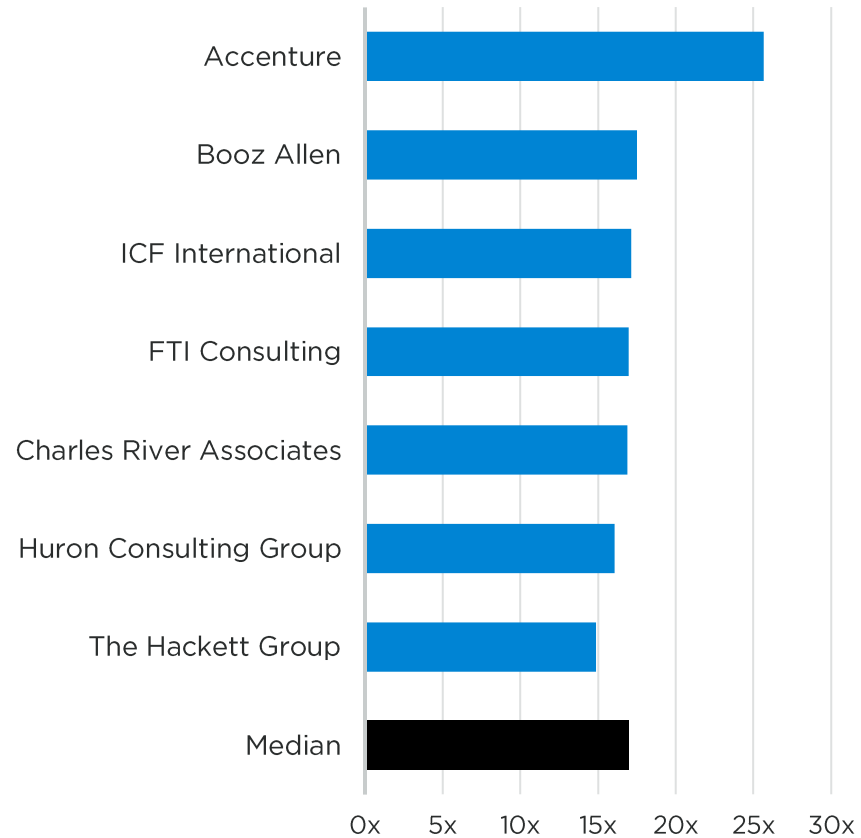


TEV / LTM EBITDA

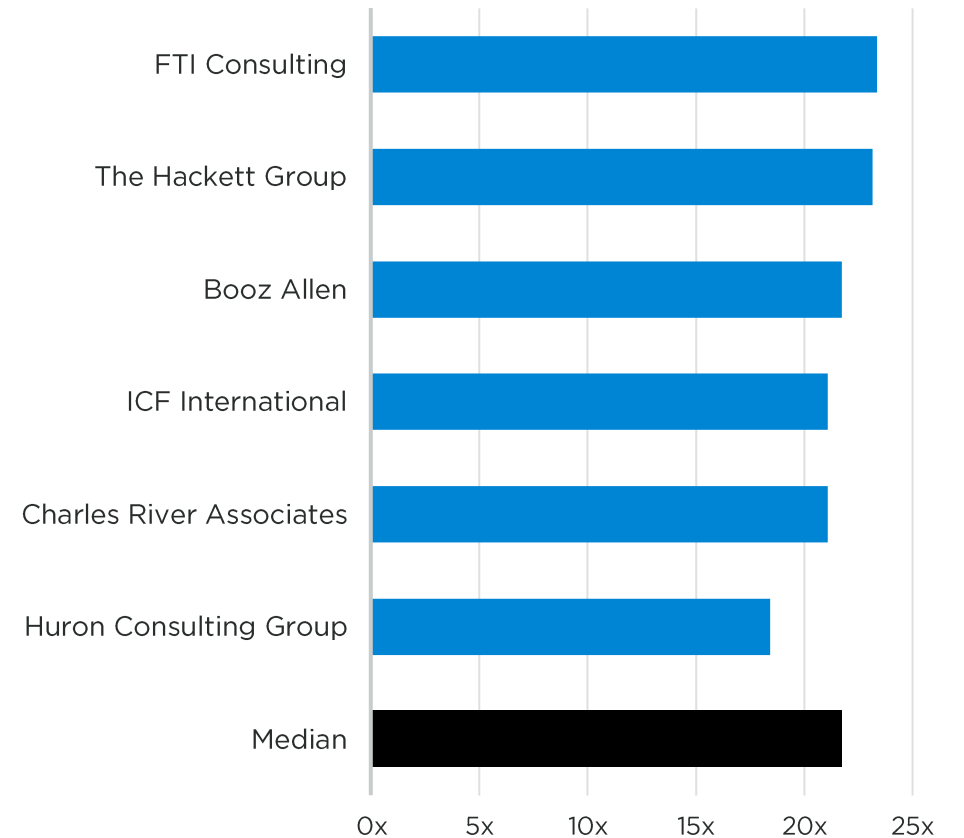


Valuation

TEV / LTM EBIT

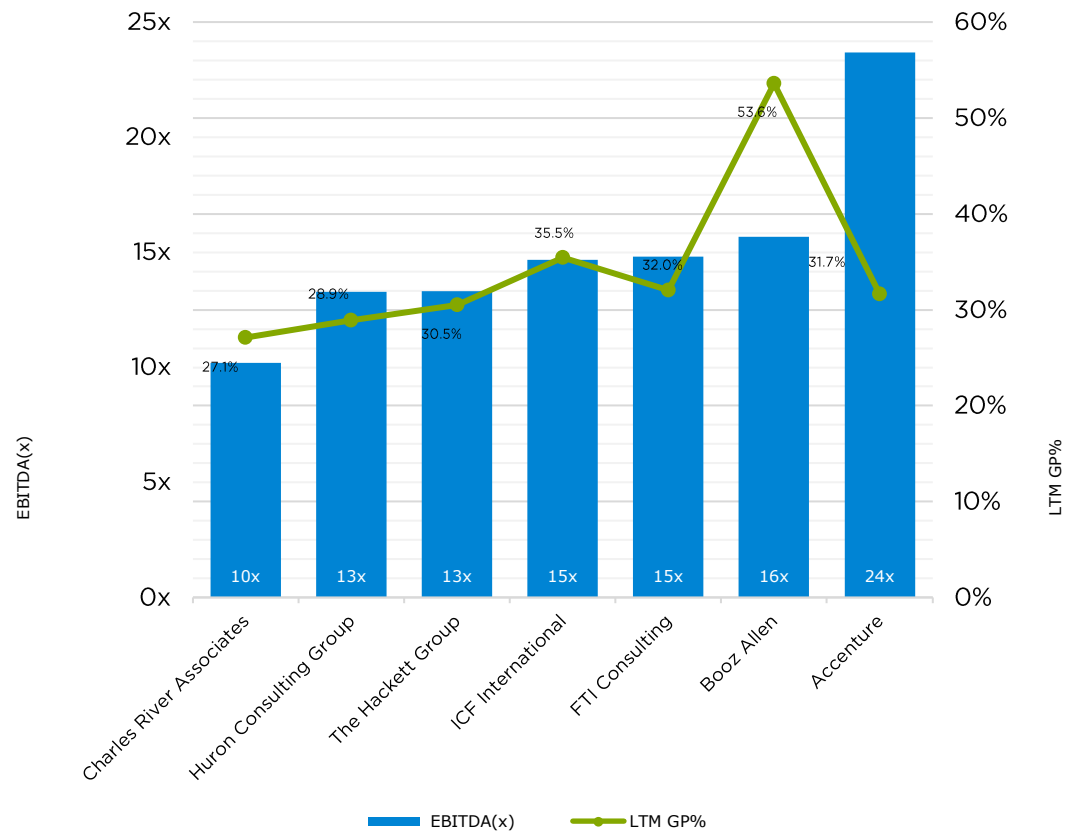


Price / LTM Earnings

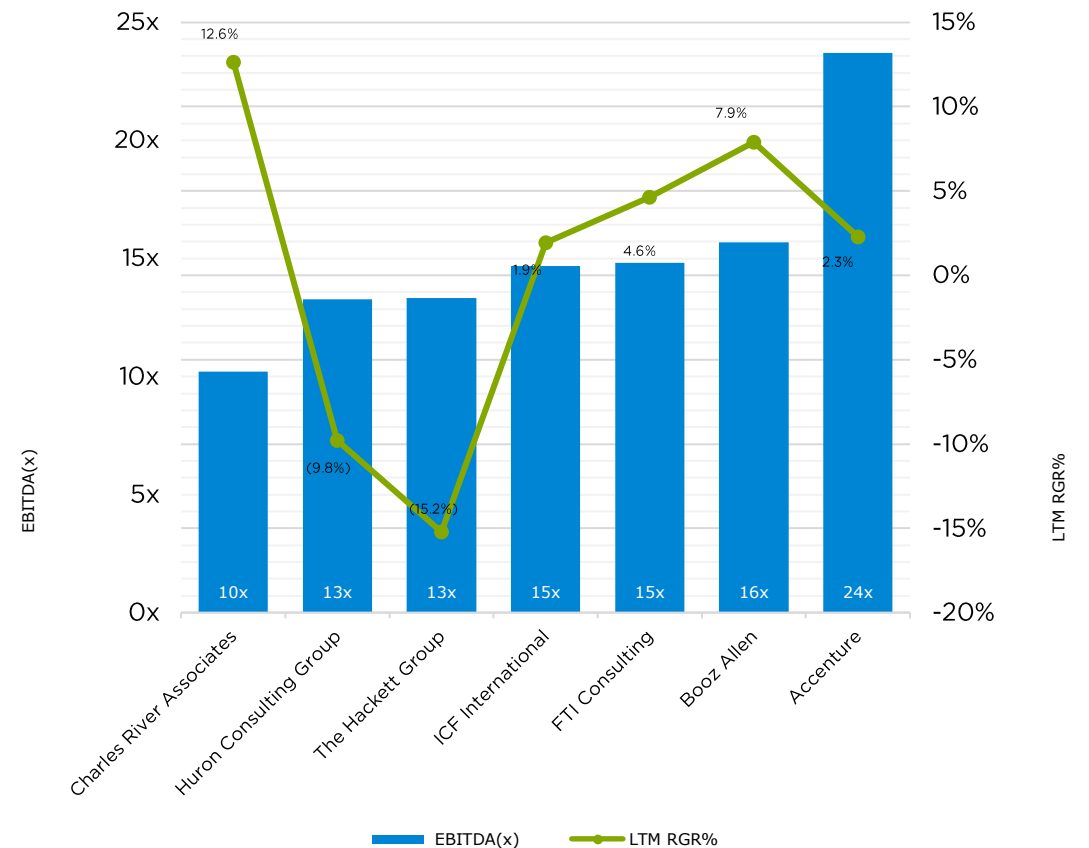


Valuation

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
19-Mar-21	Kynetec	Paine Schwartz Partners	-	-	-	-
18-Mar-21	Comma Group	GoAmplifi	-	-	-	-
17-Mar-21	Ortega Group	Capital Southwest	-	-	-	-
16-Mar-21	KCI The Engineers	Egeria	-	10.26	-	-
11-Mar-21	Anser Advisory	Sterling Investment Partners	-	-	-	-
02-Mar-21	Ambit Group	AE Industrial Partners	-	-	-	-
02-Mar-21	Astrum Accountants	GS Verde Group	-	-	-	-
01-Mar-21	Attain	Maximus	430.00	-	-	-
01-Mar-21	Ccea	Gofore	7.74	-	1.38	6.50
01-Mar-21	R&B Partners	Ardian	-	-	-	-
25-Feb-21	Peritus (Belgium)	Konsilanto	-	-	-	-
24-Feb-21	ERA Consulting	Auctus Capital Partners	-	-	-	-
22-Feb-21	KSM Consulting	Investcorp Strategic Capital Group	-	-	-	-
22-Feb-21	Profit4SF	Atos	-	-	-	-
01-Mar-21	Ccea	Gofore	7.74	-	1.38	6.50
17-Feb-21	Borderless Coverage	Reliance Partners	-	-	-	-
17-Feb-21	Decisive Data	Calligo	-	-	-	-
16-Feb-21	Scientific Commercialization	NaviMed Capital	-	-	-	-
16-Feb-21	Whitney, Bradley and Brown	Serco (USA)	295.00	-	1.39	10.17
15-Feb-21	EPS Customer Solutions	Becht Engineering Co.	-	-	-	-
02-Feb-21	Future State	Accenture	-	-	-	-
02-Feb-21	Hawkins Point Partners	Lightview Capital	-	-	-	-
01-Feb-21	Aspect Plus	Quantuma	-	-	-	-
01-Feb-21	Bluvault	CrossCountry Consulting	-	-	-	-
01-Feb-21	Fourkind	Altamir	-	-	-	-
01-Feb-21	Service Leadership	ConnectWise	-	-	-	-
01-Feb-21	Vigour and Vice	Edition Capital	-	-	-	-
28-Jan-21	Alcée	Capitem Partenaires	-	-	-	-
26-Jan-21	9Gauge Partners	E78 Partners	-	-	-	-

Appendix

*Public Basket
Contact Information*



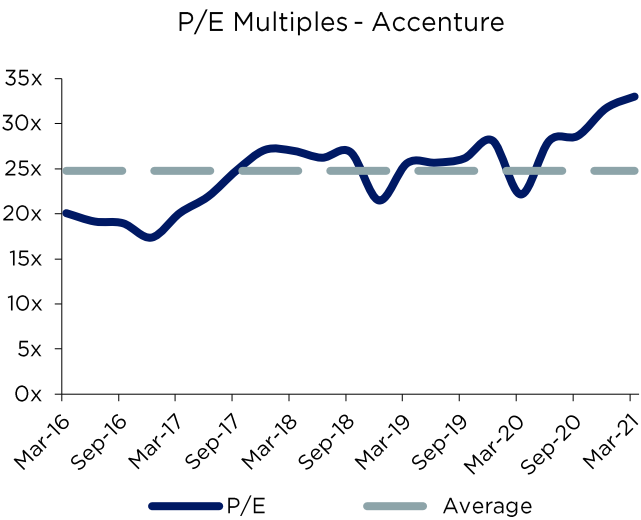
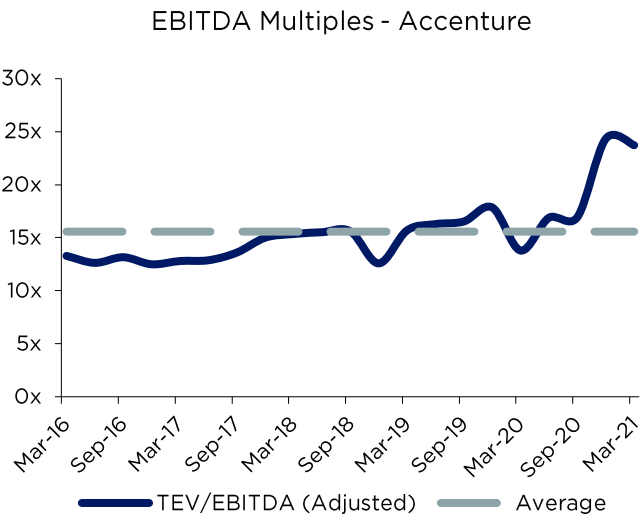
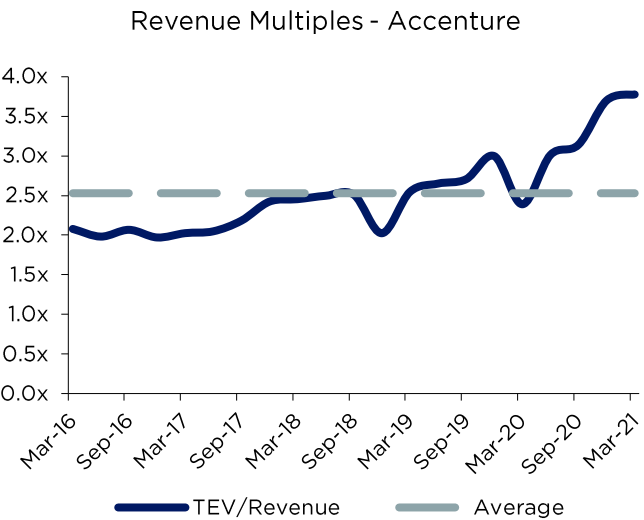
Accenture

Accenture is a leading global IT services firm that provides consulting, strategy, and technology and operational services.

These services run the gamut from aiding enterprises with digital transformation, to procurement services, to software system integration. The company provides its IT offerings to a variety of sectors, including communications, media and technology, financial services, health and public services, consumer products, and resources. Accenture employs just under 500,000 people throughout 200 cities in 51 countries.

Public Basket

Accenture



Company Name	Date	Deal Synopsis
Cygni	29-Mar-21	The company reached a definitive agreement to be acquired by Accenture (NYS: ACN) for an undisclosed amount on March 29, 2021. The acquisition will enhance the global capabilities of Accenture Cloud First while also strengthening its ability to help clients use the cloud and technology innovation to act faster, operate sustainably and deliver exceptional new experiences.
Fable+	10-Mar-21	The company was acquired by Accenture (NYS: ACN) for an undisclosed amount on March 10, 2021. The acquisition will expand Accenture's analytics-driven transformation and workplace culture capabilities.

Booz Allen

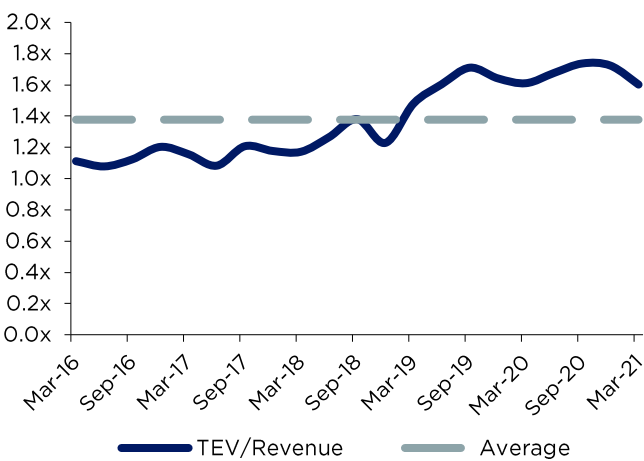
Booz Allen Hamilton Holding Corp is a provider of management consulting services to the U.S.

government. Other services offered include technology, such as cloud computing and cybersecurity consulting, and engineering consulting. The consulting services are focused on defense, intelligence, and civil markets. In addition to the U.S. government, Booz Allen Hamilton provides its management and technology consulting services to large corporations, institutions, and nonprofit organizations. The company assists clients in long-term engagements around the globe.

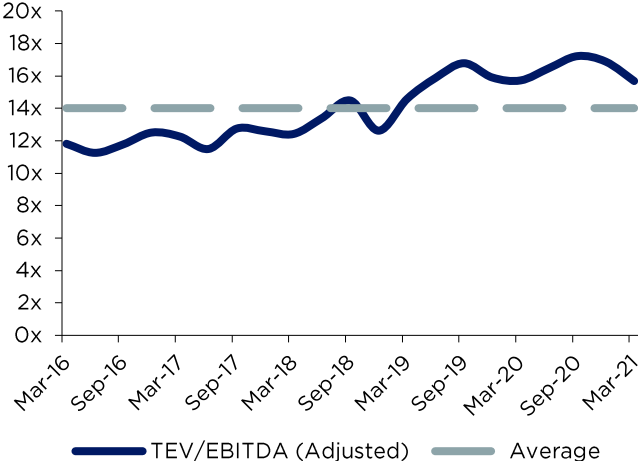
Public Basket

Booz Allen

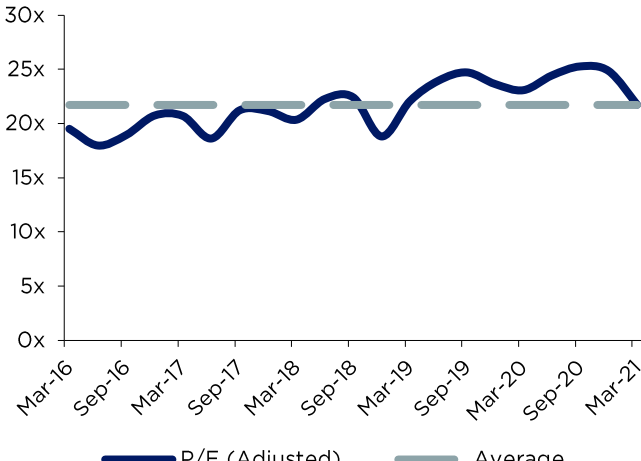
Revenue Multiples - Booz Allen



EBITDA Multiples - Booz Allen



P/E Multiples - Booz Allen



Company Name	Date	Deal Synopsis
Tracepoint (Consulting Services (B2B))	08-Jan-21	The company received an undisclosed amount of financing from Booz Allen on January 8, 2021.
Morphick	02-Nov-17	The company was acquired by Booz Allen (NYS: BAH) for an undisclosed amount on November 2, 2017. The acquisition bolsters Booz Allen's growth strategy in its United States commercial business, where the focus is on expanding clients' access to scalable and on-demand managed threat services.

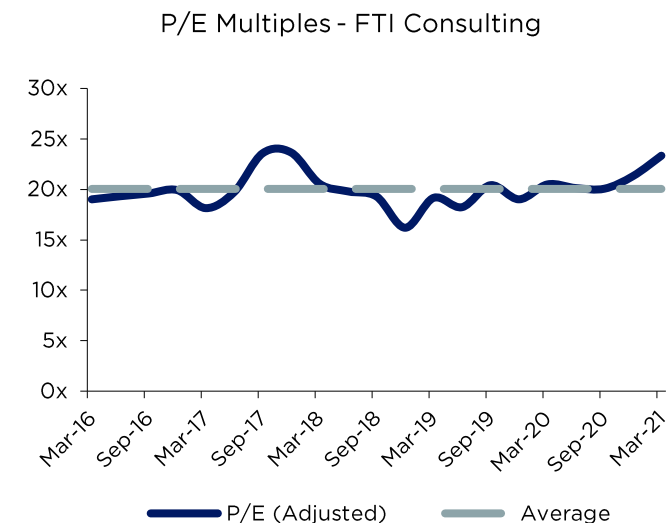
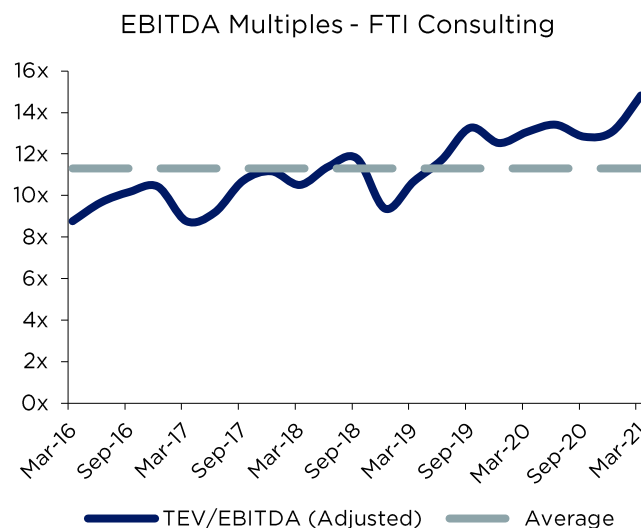
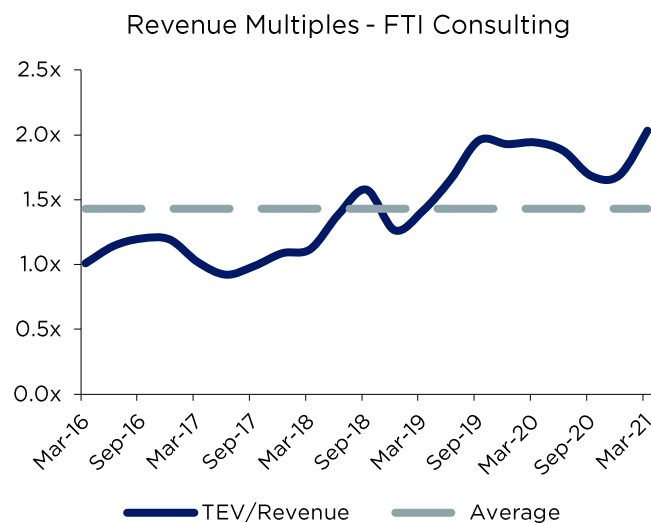
FTI Consulting

FTI Consulting Inc is a U.S.-based firm that generates its sales from providing professional business advisory services to customers.

The company operates through five segments, namely corporate finance and restructuring, forensic and litigation consulting, economic consulting, technology, and strategic communications. Customers of the company come from a wide array of sectors, including construction, energy and power, environmental, financial institutions, healthcare and life science, insurance, real estate and infrastructure, retail and consumer products, telecom, media, and technology. The majority of the company's revenue is derived from serving customers in the United States.

Public Basket

FTI Consulting



Company Name	Date	Deal Synopsis
The Rhodes Group	29-Mar-21	The company reached a definitive agreement to be acquired by FTI Consulting (NYS: FCN) for an undisclosed amount on March 29, 2021. The acquisition will further enhance FTI Consulting's leading construction advisory, dispute resolution and expert testimony capabilities in North America and provide The Rhodes Group's existing clients with access to FTI Consulting's global, diversified platform.
Delta Partners Group	01-Jul-20	The company was acquired by FTI Consulting (NYS: FCN) for an undisclosed amount on July 1, 2020. The acquisition will extend FTI Consulting's business transformation and transactions and FTI Capital Advisors offerings to a truly global presence.

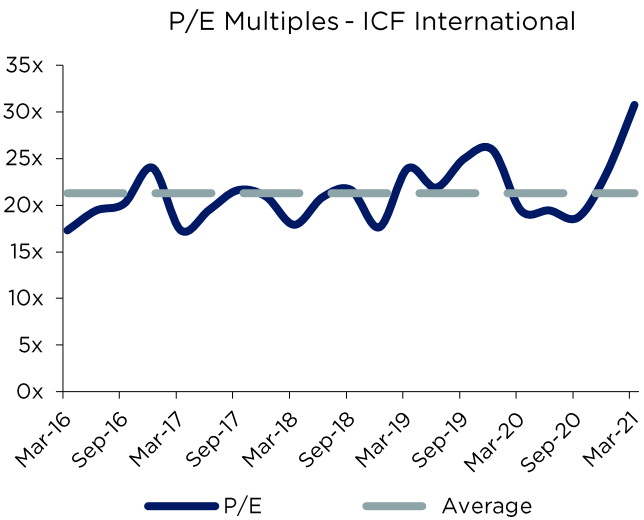
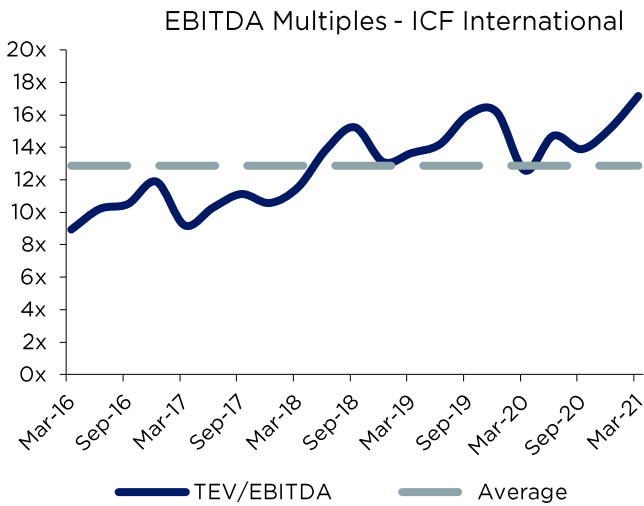
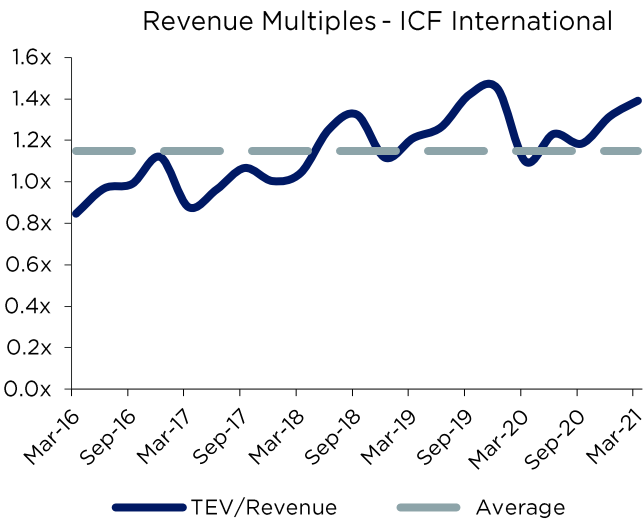
ICF International

ICF International Inc provides professional services and technology-based solutions to government and commercial clients, including management, marketing, technology, and policy consulting and implementation services.

Its services primarily support clients that operate in four key markets that include Energy, Environment, and Infrastructure, Health, Education, and Social Programs, Safety and Security and Consumer and Financial. The Company's major clients are United States federal government departments and agencies.

Public Basket

ICF International



Company Name	Date	Deal Synopsis
Incentive Technology Group	31-Jan-20	The company was acquired by ICF International (NAS: ICFI) for \$255 million on January 31, 2020. The acquisition significantly expands ICF's IT modernization services to U.S. federal government clients
We are Vista	04-Oct-18	The company was acquired by ICF (NAS: ICFI) for an undisclosed amount on October 4, 2018. This acquisition will enhance the support acquirer offer both their public and private sector clients in Europe.

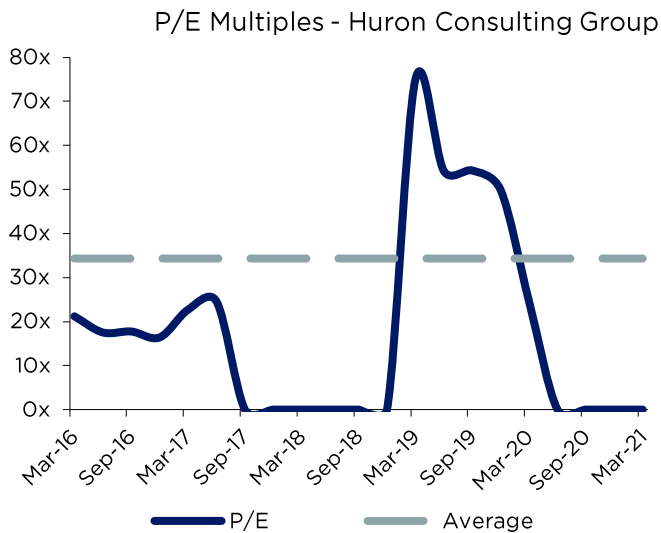
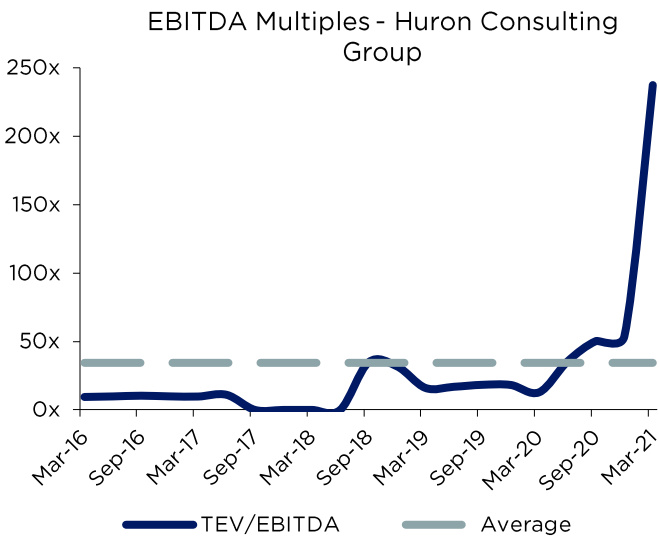
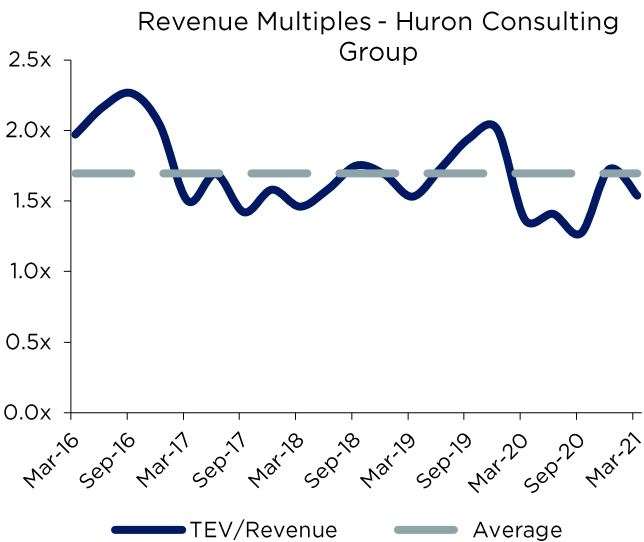
Huron Consulting Group

Huron Consulting Group Inc is a professional services firm.

The company provides expertise in strategy, technology, operations, advisory services, & analytics through three operating segments namely Healthcare, Education, and Business Advisory. Healthcare segment helps the firms to transform and innovate the delivery model to focus on patient wellness by improving quality outcomes, minimizing care variation and fundamentally improving patient and population health, Education segment provides management consulting and technology solutions, and Business Advisory segment provides services to large and middle-market organizations, not-for-profit organizations, and private equity firms. It generates a majority of its revenue from the Healthcare Segment.

Public Basket

Huron Consulting Group



Company Name	Date	Deal Synopsis
Unico Solution	02-Feb-21	The company was acquired by Huron Consulting Group (NAS: HURN) for an undisclosed amount on February 2, 2021. The acquisition expands Huron's data management and governance capabilities to help clients better manage their data to optimize their operations and drive cloud adoption.
ForcelQ	02-Nov-20	The company was acquired by Huron Consulting Group (NAS: HURN) for an undisclosed amount on November 2, 2020. The acquisition expands Huron's industry-specific cloud software capabilities and also accelerates Huron's commitment to helping its clients better compete in disruptive and highly competitive markets.

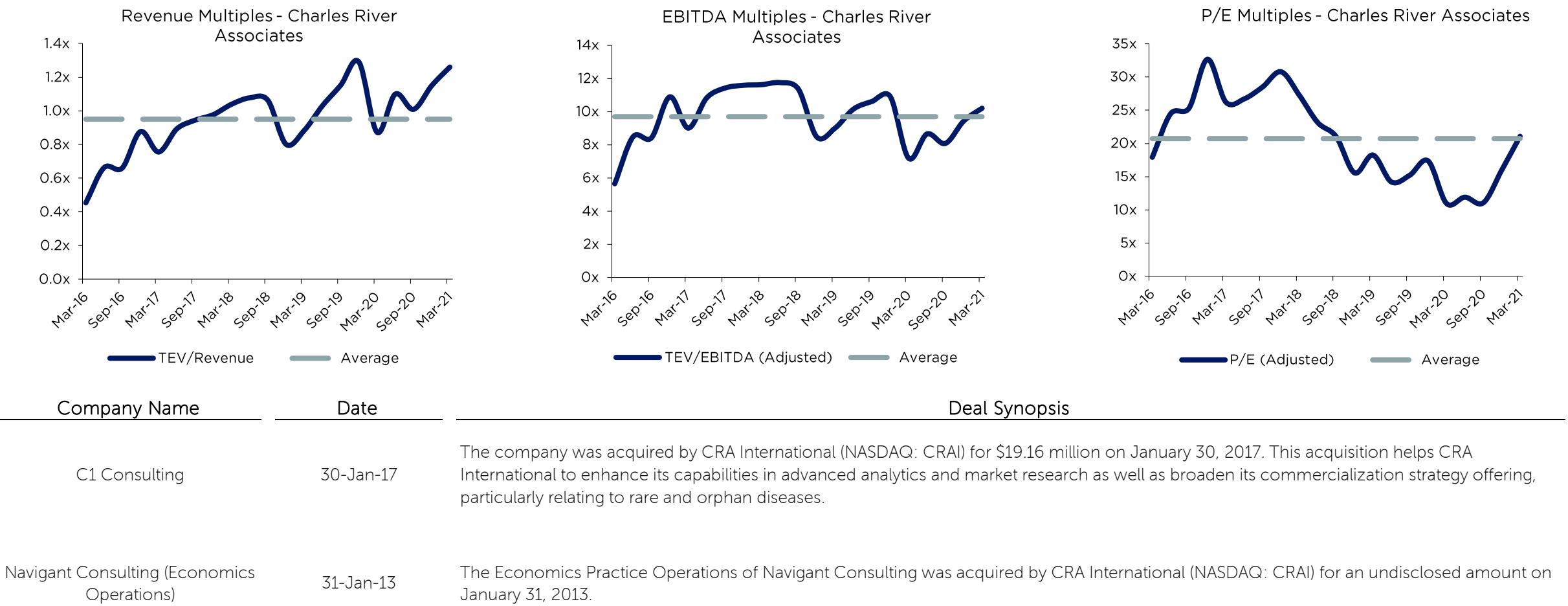
Charles River Associates

CRA International Inc is a U.S.-based advisory firm

The company advises clients on economic and financial issues relating to litigation and regulatory proceedings, and helps businesses set important business strategies and solve performance-related issues. The company's clients include domestic and foreign companies, government agencies, public and private utilities, and national and international trade associations. In addition, CRA International owns a majority stake in NetScout, a company that develops and markets neutral network software tools and related application consultancy services. CRA International generates almost all its revenue from the United States and United Kingdom.

Public Basket

Charles River Associates



The Hackett Group

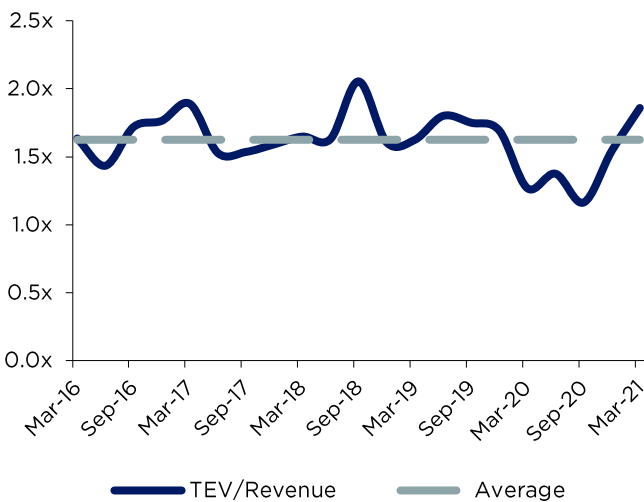
The Hackett Group Inc is a United States based advisory firm.

The company's offerings include executive advisory programs, benchmarking, business transformation, and technology advisory services. The company's executive and practices advisory programs offer performance metrics, peer-learning opportunities, and practice implementation practices. The benchmarking services help organizations measure and assess internal efficiency and effectiveness. The business transformation programs help customers develop strategies to improve performance. The company's technology advisory services help clients improve decision-making capabilities and deploy software applications. The Hackett Group generates the majority of its revenue in the United States.

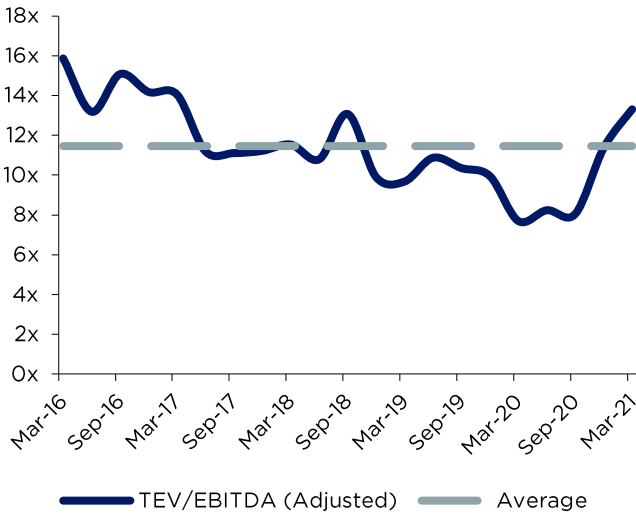
Public Basket

The Hackett Group

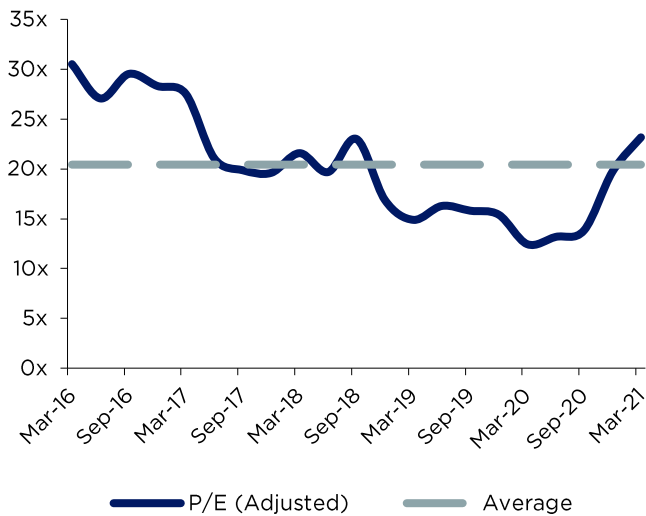
Revenue Multiples - The Hackett Group



EBITDA Multiples - The Hackett Group



P/E Multiples - The Hackett Group



Company Name	Date	Deal Synopsis
Jibe Consulting	01-May-17	The company was acquired by The Hackett Group (NAS: HCKT) for an undisclosed amount on May 1, 2017. The acquisition will enable the acquirer to expand its technology consulting services.
Aecus	06-Apr-17	The company was acquired by The Hackett Group (NASDAQ:HCKT) for an undisclosed amount on April 6, 2017. The acquisition strongly complements the global strategy and business transformation offerings of the Hackett Group.

Contact Info

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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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