



# KPMG Corporate Finance LLC

## Business Services M&A Quarterly

**Q2 2017**

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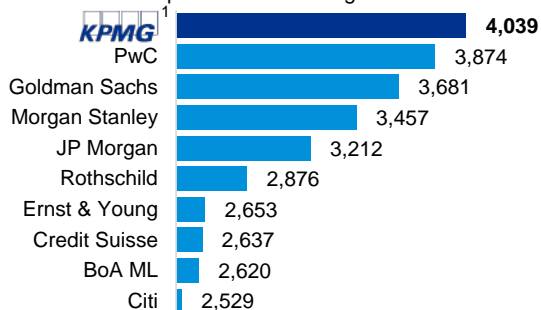


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<p><b>Singapore</b>  <i>Singapore</i>                      Vishal Sharma</p>	<p><b>Sri Lanka</b>  <i>Colombo</i>                      Shiluka                      Goonewardene</p>	<p><b>Argentina</b>  <i>Buenos Aires</i>                      Marcelo R Ceballos</p>	<p><b>China</b>  <i>Shanghai</i>                      Andy Qiu                      Rainbow Wang</p>	<p><b>India</b>  <i>India</i>                      KV Kuchimanchi                      Ramanand K V                      Anand Vermani                      Divya Seth                      Sachin Bansal</p>
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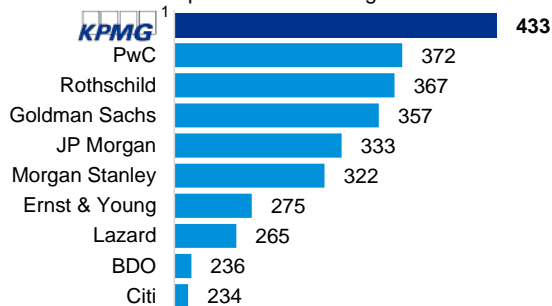
### M&A League Tables – Trailing 10 Years

Number of Transactions (<\$500mm)  
 Thompson Reuters<sup>2</sup> League Tables



### M&A League Tables – FY 2016

Number of Transactions (<\$500mm)  
 Thompson Reuters<sup>2</sup> League Tables



<sup>1</sup> Refers to the global Corporate Finance practices of KPMG International's network of independent member firms.

<sup>2</sup> Thomson Reuters SDC; each set of figures is taken from the league table press releases issued for that year. Middle market is defined as deals less than US\$500 million.

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# M&A Sector Highlights

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## Consulting & Professional Services

- Specialty Consulting
- Customer Engagement / Call Center Management
- IT Consulting
- HR Staffing & Professional Services

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## Engineering & Construction

- Diversified Engineering & Construction Providers
- Specialty Engineering & Construction Firms
- Construction Contractors

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## Facilities Management & Maintenance Services

- Environmental Related Services
- Facilities Management
- Security Services

17

## Media & Marketing Services

- Advertising Agencies
- Data & Information Services – Diversified
- Data & Information Services – Financial and Market Data & Media
- Diversified Media

22

## Transportation & Logistics

- Trucking
- Marine
- Rail and Rail Services
- Logistics Providers

## GROUP OVERVIEW

KPMG Corporate Finance is a leading Middle Market investment bank to the business services market, serving domestic and international clients. Our Business Services team offers a full range of investment banking and advisory services. Our experience covers a broad range of end markets including:

- Consulting & Professional Services
- Facilities Management & Services
- Engineering & Construction
- Staffing & HRO
- Outsourcing & BPO
- Education & Training
- Marketing Services
- Information Services
- Consumer Services
- Industrial Services

## Deal Spotlight

KPMG

EPL  
ARCHIVES

has been acquired by

VWR  
INTERNATIONAL

March 2017

*KPMG Corporate Finance LLC served as the exclusive advisor to EPL Archives on its sale to VWR International. EPL is a leading biorepository services organization providing outsourced storage and archiving services to pharmaceutical companies. The company specializes in archive sample, document storage, logistics, and other ancillary services. EPL has several locations in Northern Virginia and Carros, France where it operates facilities totaling over 190,000 square feet of storage space that includes temperature controlled, humidity controlled, and ambient storage environments.*

KPMG



# Consulting & Professional Services

Sector Update | Q2 2017



# Consulting & Professional Services



Q2'17  
\$18.8bn

Q1'17  
\$11.2bn

During Q2'17, aggregate **Global** deal value in the sector increased by 67.8%, however the deal volume decreased by 6.1% compared to Q1'17



**U.S.** deal value for the quarter decreased from \$7.4bn to \$7.0bn, compared to Q1'17, while total deal volume in the **U.S.** decreased 13.1%



**40.2%**  
U.S. share of global  
M&A volume Q2'17

U.S. M&A volume accounted for 40.2% of global M&A activity during Q2'17, a decline from 43.5% in Q1'17

## Notable Recent U.S. Sector Transactions

(\$MM)

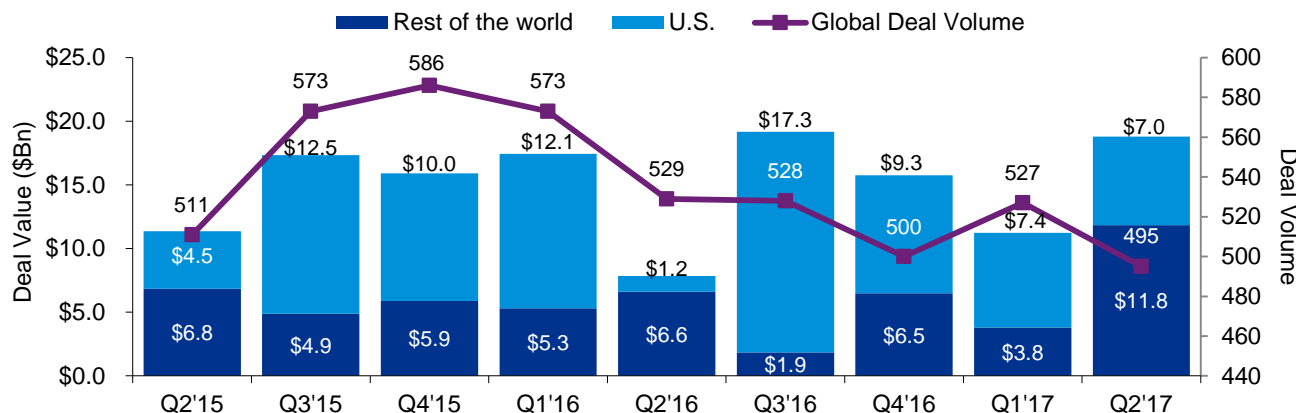
Announced / Closed	Target	Target Business Description	Acquirer	TV	EV	LTM	
						EV / Revenue	EV / EBITDA
Closed 13-April	Global HR Research	Provides pre-hire intelligence solutions	Renovo Capital, LLC	\$30	\$30	NA	NA
Closed 5-April	CEB Inc.	A practice insight and technology company	Gartner, Inc.	\$3,816	\$3,681	3.88x	18.4x
Closed 20-April	Advanced Technology Solutions, Inc.	Operates as an information technology consulting company	IMAGINiT Technologies Inc. (Parent: Rand Worldwide, Inc.)	NA	NA	NA	NA
Closed 5-June	Lux Research, Inc.	Provides strategic advice and ongoing intelligence on emerging technologies	Bregal Sagemount	NA	NA	NA	NA
Closed 8-June	CMF Associates	Offers M&A advisory, financial consulting, and executive search services	CBIZ, Inc.	NA	NA	NA	NA
Announced 13-June	TMG Health, Inc.	Provides technology-enabled BPO services for healthcare market	Cognizant Technology Solutions Corporation	NA	NA	NA	NA
Closed 13-June	FCi Federal, Inc.	Provides operations management and professional services to federal government agencies	Pacific Architects and Engineers Incorporated	NA	NA	NA	NA
Announced 19-June	CareerBuilder	Provides HR Software as a Service solutions that connect job seekers and employers	Apollo Global Management; Ontario Teachers' Pension Plan Board	\$475	\$627	0.88x	NA
Closed 5-June	NES Associates	Provides information technology services to federal government agencies	CSRA Inc.	\$105	\$105	NA	NA

Source: S&P Capital IQ. Consulting & Professional Services is defined by an internally originated list of subsectors viewed as best representing the industry. Deal values represents aggregate deal value for disclosed transactions only.

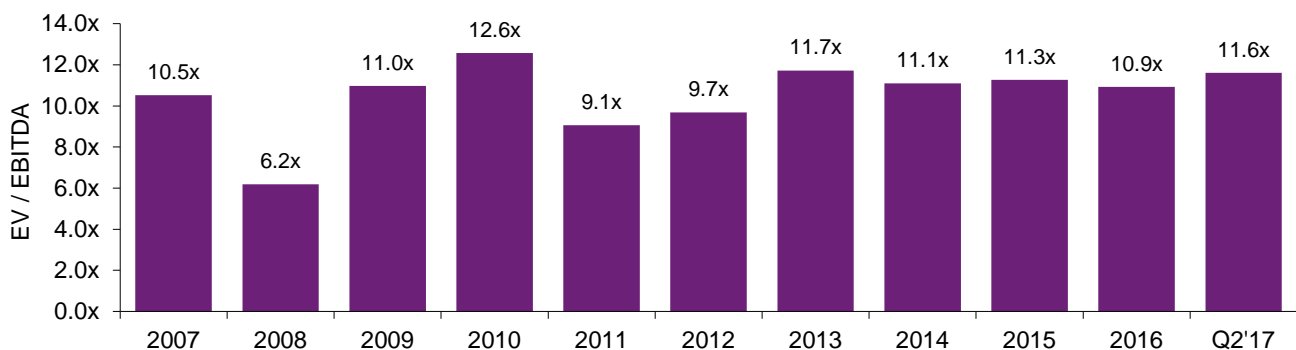
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# Consulting & Professional Services (cont.)

## M&A Activity: Q2'15 – Q2'17



## Historical Public Valuation Multiples: 2007 – Q2'17



## Performance Summary by Sub-sector

Specialty Consulting	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
Booz Allen Hamilton Holding Corporation	4,827.6	32.54	33.0%	6,273.5	5,804.3	547.6	9.4%	6.0%	1.08x	11.5x
CACI International Inc	3,058.2	125.05	78.4%	4,288.8	4,331.1	376.9	8.7%	15.7%	0.99x	11.4x
Exponent, Inc.	1,508.3	58.30	67.2%	1,353.4	300.7	66.4	22.1%	0.7%	4.50x	20.4x
FTI Consulting, Inc.	1,328.1	34.96	15.0%	1,609.9	1,786.5	165.1	9.2%	(2.3%)	0.90x	9.8x
Navigant Consulting, Inc.	933.6	19.76	32.0%	1,102.8	951.5	142.7	15.0%	7.7%	1.16x	7.7x
Huron Consulting Group Inc.	917.5	43.20	15.7%	1,327.1	734.6	128.8	17.5%	1.3%	1.81x	10.3x
The Hackett Group, Inc.	452.9	15.50	32.0%	444.9	263.0	40.3	15.3%	8.8%	1.69x	11.0x
CRA International, Inc.	311.4	36.32	77.1%	296.3	332.0	27.5	8.3%	8.4%	0.89x	10.8x
Learning Tree International, Inc.	26.4	2.00	48.1%	21.5	77.4	(3.0)	(3.9%)	(11.2%)	NM	NM
<b>Mean</b>			<b>44.3%</b>				<b>11.3%</b>	<b>3.9%</b>	<b>1.63x</b>	<b>11.6x</b>
<b>Median</b>			<b>33.0%</b>				<b>9.4%</b>	<b>6.0%</b>	<b>1.12x</b>	<b>10.9x</b>

### Notes:

- Market Capitalization amounts are based on closing share prices as of June 30, 2017.
  - Share prices and market capitalizations may be based on foreign exchange listed stocks and have been converted into USD.
  - Enterprise Value (EV) is defined as Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents.
  - EBITDA is defined as Earnings before Interest, Taxes, Depreciation, and Amortization.
- Source: S&P Capital IQ. Consulting & Professional Services is defined by an internally originated list of subsectors viewed as best representing the industry. Deal values represents aggregate deal value for disclosed transactions only.  
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# Consulting & Professional Services (cont.)

## Performance Summary by Sub-sector (cont.)

(\$MM)

	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM						
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA	
<b>Customer Engagement / Call Center Management</b>											
Teleperformance SE	7,244.2	127.95	82.0%	9,157.5	3,852.0	545.1	14.2%	1.2%	2.38x	16.8x	
Nuance Communications, Inc.	5,008.1	17.41	61.2%	6,806.1	1,971.3	414.4	21.0%	1.3%	3.45x	16.4x	
NICE Ltd.	4,852.8	80.18	82.0%	4,990.5	1,095.2	232.5	21.2%	15.4%	4.56x	21.5x	
Verint Systems Inc.	2,550.9	40.70	69.7%	2,968.6	1,077.7	102.9	9.5%	(2.6%)	2.75x	NM	
Convergys Corporation	2,238.3	23.78	33.7%	2,394.2	2,919.0	366.9	12.6%	0.4%	0.82x	6.5x	
West Corporation	1,985.7	23.32	47.2%	4,968.3	2,293.7	651.2	28.4%	(0.1%)	2.17x	7.6x	
TeleTech Holdings, Inc.	1,861.2	40.80	88.6%	1,983.6	1,301.1	163.5	12.6%	2.6%	1.52x	12.1x	
Sykes Enterprises, Incorporated	1,410.2	33.53	89.4%	1,390.4	1,523.3	171.6	11.3%	13.6%	0.91x	8.1x	
LivePerson, Inc.	642.9	11.00	85.4%	595.1	218.2	7.9	3.6%	(6.0%)	2.73x	NM	
<b>Mean</b>			<b>71.0%</b>				<b>14.9%</b>	<b>2.9%</b>	<b>2.37x</b>	<b>12.7x</b>	
<b>Median</b>			<b>82.0%</b>				<b>12.6%</b>	<b>1.2%</b>	<b>2.38x</b>	<b>12.1x</b>	

	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
<b>IT Consulting</b>										
Accenture plc	76,432.6	123.68	75.6%	73,784.7	34,189.5	5,804.2	17.0%	5.9%	2.16x	12.7x
Tata Consultancy Services Limited	72,028.5	36.55	44.8%	65,057.8	18,206.0	4,989.3	27.4%	9.5%	3.57x	13.0x
Cognizant Technology Solutions Corporation	39,109.4	66.40	92.2%	36,044.4	13,831.0	2,714.0	19.6%	6.5%	2.61x	13.3x
Infosys Limited	33,088.5	14.48	11.6%	28,048.3	10,208.0	2,765.0	27.1%	4.7%	2.75x	10.1x
DXC Technology Company	21,838.0	76.72	68.6%	23,817.0	7,607.0	640.0	8.4%	7.1%	3.13x	NM
Wipro Limited	19,373.5	4.00	64.2%	16,281.5	8,494.5	1,684.2	19.8%	9.1%	1.92x	9.7x
HCL Technologies Limited	18,788.8	13.17	70.6%	17,320.9	6,975.2	1,556.3	22.3%	8.7%	2.48x	11.1x
Capgemini SE	16,915.6	103.23	73.9%	18,721.6	13,236.6	1,670.0	12.6%	(5.1%)	1.41x	11.2x
CGI Group Inc.	14,889.9	50.98	79.4%	16,066.9	7,991.5	1,360.0	17.0%	(2.9%)	2.01x	11.8x
Atos SE	14,747.6	140.22	84.4%	14,791.3	12,369.4	1,614.1	13.0%	(2.7%)	1.20x	9.2x
Alliance Data Systems Corporation	14,291.5	256.69	87.2%	33,095.4	3,286.1	1,453.3	44.2%	(3.3%)	NM	22.8x
Tech Mahindra Limited	5,765.9	5.91	15.1%	4,739.7	4,497.4	645.8	14.4%	12.0%	1.05x	7.3x
Genpact Limited	5,364.1	27.83	92.3%	6,069.3	2,584.0	427.9	16.6%	3.2%	2.35x	14.2x
Teradata Corporation	3,859.9	29.49	56.5%	3,256.9	2,268.0	337.0	14.9%	(8.1%)	1.44x	9.7x
ExlService Holdings, Inc.	1,871.7	55.58	92.6%	1,699.2	702.0	99.8	14.2%	5.3%	2.42x	17.0x
WNS (Holdings) Limited	1,718.4	34.36	96.9%	1,653.4	602.5	89.1	14.8%	4.6%	2.74x	18.6x
Syntel, Inc.	1,418.5	16.96	3.5%	1,791.0	951.0	259.1	27.2%	(4.5%)	1.88x	6.9x
Unisys Corporation	645.2	12.80	60.8%	631.4	2,818.4	187.2	6.6%	(4.3%)	NM	3.4x
<b>Mean</b>			<b>65.0%</b>				<b>18.7%</b>	<b>2.5%</b>	<b>2.20x</b>	<b>11.9x</b>
<b>Median</b>			<b>72.2%</b>				<b>16.8%</b>	<b>4.7%</b>	<b>2.25x</b>	<b>11.2x</b>

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# Consulting & Professional Services (cont.)

## Performance Summary by Sub-sector (cont.)

(\$MM)

HR Staffing & Professional Services	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
Automatic Data Processing, Inc.	45,841.7	102.46	84.1%	44,845.5	11,823.3	2,770.6	23.4%	4.7%	3.79x	16.2x
Marsh & McLennan Companies, Inc.	40,175.5	77.96	86.2%	45,223.5	13,378.0	3,187.0	23.8%	1.6%	3.38x	14.2x
Aon plc	34,858.8	132.95	86.5%	40,660.8	11,710.0	2,469.0	21.1%	5.9%	3.47x	16.5x
Adecco Group AG	12,957.5	76.09	84.8%	13,885.1	24,707.0	1,304.5	5.3%	(0.6%)	0.56x	10.6x
Randstad Holding NV	10,687.6	58.32	72.7%	11,976.7	23,031.9	1,048.0	4.6%	4.8%	0.52x	11.4x
ManpowerGroup Inc.	7,489.4	111.65	99.2%	7,685.3	19,823.6	845.0	4.3%	1.5%	NM	9.1x
The Ultimate Software Group, Inc.	6,243.0	210.06	65.7%	6,167.7	822.6	62.7	7.6%	17.6%	NM	NM
Robert Half International Inc.	6,095.6	47.93	81.6%	5,836.5	5,235.1	610.0	11.7%	(0.6%)	1.11x	9.6x
Capita plc	5,977.4	8.98	41.0%	8,762.8	6,061.3	754.9	12.5%	(8.4%)	1.45x	11.6x
Hays plc	3,110.9	2.16	87.9%	3,048.7	5,768.5	378.6	6.6%	2.5%	0.53x	8.1x
On Assignment, Inc.	2,860.0	54.15	95.7%	3,453.1	2,484.9	256.1	10.3%	6.2%	1.39x	13.5x
51job, Inc.	2,736.1	44.73	88.1%	1,967.6	352.4	103.7	29.4%	7.8%	NM	19.0x
Cornerstone OnDemand, Inc.	2,031.3	35.75	31.2%	1,981.7	435.4	(41.8)	(9.6%)	11.8%	4.55x	NM
Korn/Ferry International	1,966.1	34.53	90.5%	1,811.4	1,565.5	183.7	11.7%	21.2%	1.16x	9.9x
PageGroup plc	1,910.5	6.18	85.4%	1,790.0	1,476.8	134.5	9.1%	0.0%	1.21x	13.3x
AMN Healthcare Services, Inc.	1,870.6	39.05	68.7%	2,195.1	1,929.4	226.9	11.8%	11.7%	1.14x	9.7x
Insperty, Inc.	1,495.9	71.00	22.2%	1,294.6	3,021.6	120.4	4.0%	8.5%	0.43x	10.8x
TrueBlue, Inc.	996.1	26.50	82.0%	1,049.7	2,672.9	142.5	5.3%	(5.0%)	NM	7.4x
Kelly Services, Inc.	859.0	22.45	66.4%	813.0	5,217.4	91.7	1.8%	(5.9%)	NM	8.9x
CBIZ, Inc.	802.7	15.00	84.1%	1,014.2	817.1	92.3	11.3%	5.7%	1.24x	11.0x
Kforce Inc.	494.6	19.60	33.2%	627.5	1,331.5	73.8	5.5%	0.4%	0.47x	8.5x
Cross Country Healthcare, Inc.	470.4	12.91	40.6%	493.7	844.5	39.2	4.6%	7.6%	0.58x	12.6x
GP Strategies Corporation	441.6	26.40	65.4%	486.7	497.3	38.7	7.8%	1.3%	0.98x	12.6x
Barrett Business Services, Inc.	415.5	57.29	65.8%	400.6	859.6	27.6	3.2%	9.2%	0.47x	14.5x
Heidrick & Struggles International, Inc.	407.5	21.75	49.2%	364.2	592.2	56.8	9.6%	5.4%	0.61x	6.4x
Resources Connection, Inc.	406.3	13.70	17.5%	409.6	587.3	46.3	7.9%	(1.9%)	0.70x	8.9x
DHI Group, Inc.	144.2	2.85	5.9%	196.3	220.9	44.2	20.0%	(10.3%)	0.89x	4.4x
CDI Corp.	109.3	5.85	21.0%	116.8	818.4	(8.2)	(1.0%)	(13.1%)	NM	NM
Computer Task Group, Incorporated	86.7	5.59	70.0%	76.6	316.0	7.1	2.3%	(11.7%)	NM	10.8x
RCM Technologies, Inc.	60.4	5.05	19.9%	72.8	175.6	6.2	3.5%	(5.0%)	0.41x	11.8x
Hudson Global, Inc	42.3	1.34	24.1%	39.0	424.9	(0.4)	(0.1%)	(1.3%)	NM	NM
<b>Mean</b>			<b>61.8%</b>				<b>8.7%</b>	<b>2.3%</b>	<b>1.35x</b>	<b>11.1x</b>
<b>Median</b>			<b>68.7%</b>				<b>7.6%</b>	<b>1.6%</b>	<b>0.98x</b>	<b>10.8x</b>
<b>Total Mean</b>			<b>61.5%</b>				<b>12.6%</b>	<b>2.7%</b>	<b>1.79x</b>	<b>11.6x</b>
<b>Total Median</b>			<b>68.7%</b>				<b>11.7%</b>	<b>2.5%</b>	<b>1.43x</b>	<b>11.0x</b>

### Notes:

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2. Share prices and market capitalizations may be based on foreign exchange listed stocks and have been converted into USD.

3. Enterprise Value (EV) is defined as Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents.

4. EBITDA is defined as Earnings before Interest, Taxes, Depreciation, and Amortization.

Source: S&P Capital IQ. Consulting & Professional Services is defined by an internally originated list of subsectors viewed as best representing the industry.

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# Engineering & Construction

Sector Update | Q2 2017



# Engineering & Construction



Q2'17  
\$1.5bn  
Q1'17  
\$5.2bn

**Global E&C** aggregate deal value declined to \$1.5bn in Q2'17, a 71.2% fall compared to Q1'17. Deal volume also declined from 216 reported deals in Q1'17 to 176 in Q2'17, a decline of 18.5%



**U.S. E&C** deal value decreased by 67.6%, to \$431.4m in Q2'17 compared to Q1'17. The total number of **U.S.** transactions also decreased to 35 in Q2'17, compared to 55 in the prior quarter



The U.S. accounted for 19.9% of global E&C M&A activity in Q2'17, a decline from 25.5% in Q1'17

## Notable Recent U.S. Sector Transactions

(\$MM)

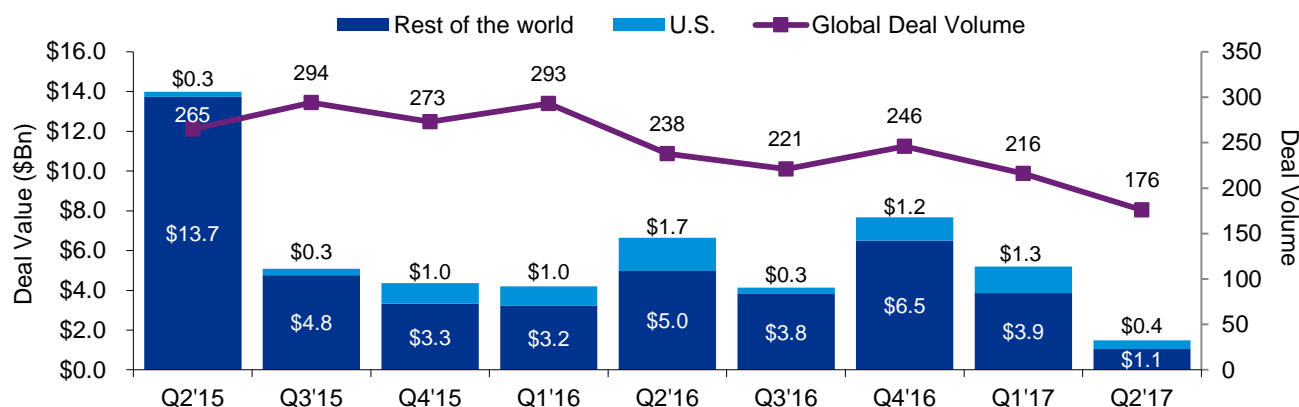
Announced / Closed	Target	Target Business Description	Acquirer	TV	EV	LTM	
						EV / Revenue	EV / EBITDA
Closed 1-April	BCH Holdings, Inc.	Offers mechanical contract services	Comfort Systems USA, Inc.	\$100	\$100	NA	NA
Closed 1-April	Caltrop Corporation	Provides professional program and project and construction management consulting services	TRC Companies, Inc. (Parent: New Mountain Capital)	\$26	\$26	NA	NA
Closed 3-April	Tealstone Residential Concrete & Tealstone Commercial	Provides concrete construction services for commercial buildings, elevated slabs, multi-family, and residential housing foundation	Sterling Construction Company, Inc.	\$102	\$102	NA	NA
Closed 14-April	Bock & Clark Corporation	Provides commercial real estate due diligence services	NV5 Global, Inc.	\$42	\$42	1.08x	NA
Closed 20-April	Benchmark Builders, Inc.	Provides construction management, program management and other related construction-related services	FTE Networks, Inc.	\$90	\$90	0.23x	NA
Closed 30-April	Layne Christensen Company, Heavy Civil Business	Offers heavy civil construction services	Reycon Partners	\$10	\$10	0.07x	NA
Closed 1-May	Lochrane Engineering, Inc.	Offers civil engineering and surveying services in Florida	NV5 Global, Inc.	\$5	\$5	0.76x	NA
Closed 21-June	TRC Companies, Inc.	Provides engineering, consulting, and construction management services	New Mountain Capital	\$688	\$681	1.29x	13.9x

Source: S&P Capital IQ. Engineering & Construction is defined by an internally originated list of subsectors viewed as best representing the industry. Deal values represents aggregate deal value for disclosed transactions only.

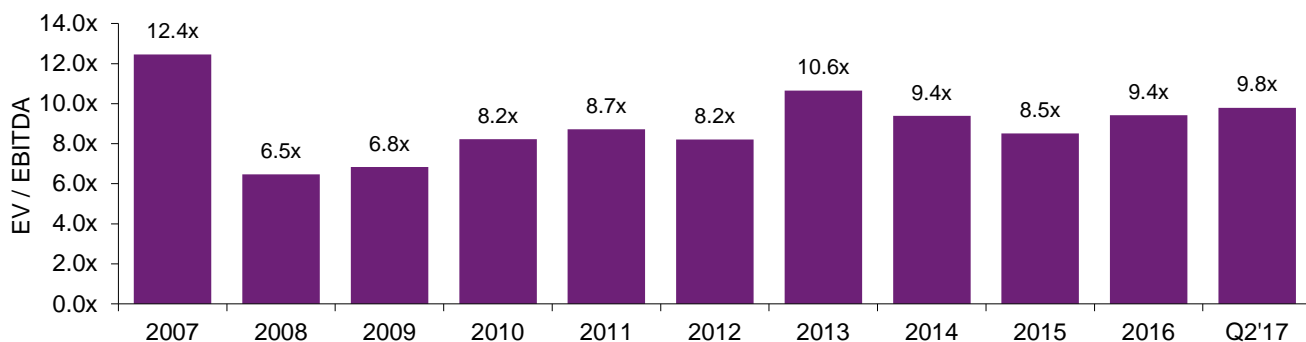
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# Engineering & Construction (cont.)

## M&A Activity: Q2'15 – Q2'17



## Historical Public Valuation Multiples: 2007 – Q2'17



## Performance Summary by Sub-sector

	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk EV <sup>(3)</sup>	LTM						
				Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA	
<b>Diversified Engineering and Construction</b>										
HOCHTIEF Aktiengesellschaft	11,764.8	183.11	78.0%	12,336.5	22,073.2	964.9	4.4%	1.0%	0.56x	12.8x
Jacobs Engineering Group Inc.	6,549.9	54.39	40.9%	6,272.8	10,188.6	630.5	6.2%	(12.6%)	0.62x	9.9x
SNC-Lavalin Group Inc.	6,489.8	43.14	62.0%	6,200.4	6,063.7	421.3	6.9%	(12.0%)	1.02x	14.7x
Fluor Corporation	6,399.2	45.78	14.5%	6,048.8	19,448.5	784.8	4.0%	7.8%	NM	7.7x
AECOM	5,034.9	32.33	41.2%	8,696.4	17,517.4	821.9	4.7%	(1.7%)	0.50x	10.6x
Quanta Services, Inc.	5,007.1	32.92	63.7%	5,326.3	8,115.8	580.5	7.2%	10.5%	0.66x	9.2x
Stantec Inc.	2,869.7	25.12	48.2%	3,521.5	2,509.0	266.1	10.6%	25.6%	1.40x	13.2x
Balfour Beatty plc	2,387.1	3.51	72.4%	2,705.3	8,547.8	(45.7)	(0.5%)	(12.4%)	NM	NM
Amec Foster Wheeler plc	2,366.2	6.07	30.4%	3,759.8	6,716.7	371.6	5.5%	(10.3%)	0.56x	10.1x
KBR, Inc.	2,178.8	15.22	48.1%	2,450.8	4,378.0	15.0	0.3%	2.2%	0.56x	NM
ARCADIS NV	1,555.1	18.05	80.2%	2,127.6	3,513.9	209.3	6.0%	(7.1%)	0.61x	10.2x
URSUS Spółka Akcyjna	78.7	1.33	69.8%	119.8	71.2	1.4	2.0%	(1.9%)	1.68x	NM
<b>Mean</b>			<b>54.1%</b>				<b>4.8%</b>	<b>(0.9%)</b>	<b>0.82x</b>	<b>10.9x</b>
<b>Median</b>			<b>55.1%</b>				<b>5.1%</b>	<b>(1.8%)</b>	<b>0.61x</b>	<b>10.2x</b>

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# Engineering & Construction (cont.)

## Performance Summary by Sub-sector (cont.)

(\$MM)

Specialty Engineering and Construction	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
Eversource Energy	19,238.1	60.71	79.4%	30,365.2	7,688.6	2,581.1	33.6%	3.2%	3.95x	11.8x
Clean Harbors, Inc.	3,194.0	55.83	68.9%	4,530.6	2,808.1	404.9	14.4%	(4.5%)	1.61x	11.2x
Dycom Industries, Inc.	2,782.2	89.52	47.6%	3,588.8	3,075.9	431.0	14.0%	24.9%	1.17x	8.3x
Tetra Tech, Inc.	2,614.9	45.75	88.7%	2,789.3	2,031.0	212.2	10.4%	11.3%	1.37x	13.1x
McDermott International, Inc.	2,035.3	7.17	70.4%	2,218.7	2,426.4	275.7	11.4%	(16.6%)	0.91x	8.0x
Chicago Bridge & Iron Company N.V.	1,989.7	19.73	25.4%	4,151.8	10,372.3	654.6	6.3%	(9.2%)	0.40x	6.3x
Primoris Services Corporation	1,282.8	24.94	67.5%	1,389.8	2,128.0	136.0	6.4%	9.7%	0.65x	10.2x
Aegion Corporation	699.6	21.88	49.5%	998.0	1,253.2	120.1	9.6%	(2.0%)	0.80x	8.3x
MYR Group Inc.	511.0	31.02	41.9%	548.3	1,189.0	73.3	6.2%	12.5%	0.46x	7.5x
Hill International, Inc.	269.8	5.20	86.7%	406.8	413.5	2.2	0.5%	(3.0%)	0.98x	NM
Orion Group Holdings, Inc.	207.6	7.47	38.9%	298.8	587.4	34.5	5.9%	3.3%	0.51x	8.7x
Layne Christensen Company	174.1	8.79	40.8%	282.8	592.8	8.3	1.4%	(5.8%)	0.48x	NM
IBI Group Inc.	158.2	5.07	69.1%	255.4	267.8	31.4	11.7%	(0.1%)	0.95x	8.1x
Willbros Group, Inc.	155.1	2.47	43.4%	205.8	696.6	(11.8)	(1.7%)	(16.3%)	NM	NM
North American Energy Partners Inc.	126.7	4.40	61.3%	195.0	170.7	38.0	22.2%	(5.5%)	1.14x	5.1x
<b>Mean</b>			<b>58.6%</b>				<b>10.2%</b>	<b>0.1%</b>	<b>1.10x</b>	<b>8.9x</b>
<b>Median</b>			<b>61.3%</b>				<b>9.6%</b>	<b>(2.0%)</b>	<b>0.93x</b>	<b>8.3x</b>

Construction Contractors	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
Skanska AB (publ)	9,703.1	23.68	49.4%	8,924.1	16,634.7	759.4	4.6%	(5.8%)	0.54x	11.8x
EMCOR Group, Inc.	3,872.7	65.38	68.7%	3,991.4	7,698.3	427.1	5.5%	7.6%	0.52x	9.3x
MasTec, Inc.	3,734.3	45.15	89.4%	4,680.1	5,318.7	532.4	10.0%	22.4%	0.88x	8.8x
Granite Construction Incorporated	1,920.8	48.24	28.8%	1,727.5	2,543.6	127.5	5.0%	4.9%	0.68x	13.5x
Bovis Homes Group PLC	1,669.5	12.41	95.3%	1,619.4	1,302.4	209.3	16.1%	(2.9%)	1.24x	7.7x
Tutor Perini Corporation	1,428.7	28.75	71.6%	2,104.7	5,005.1	274.3	5.5%	1.4%	0.42x	7.7x
Aecon Group Inc.	727.5	12.42	50.2%	1,039.0	2,399.2	112.2	4.7%	(5.0%)	0.43x	9.3x
Bird Construction Inc.	278.7	6.56	19.6%	214.5	1,171.6	21.3	1.8%	(2.2%)	NM	10.1x
Great Lakes Dredge & Dock Corporation	263.5	4.30	52.1%	660.8	775.1	76.0	9.8%	(3.0%)	0.85x	8.7x
Stuart Olson Inc.	111.2	4.10	13.0%	176.6	663.5	15.3	2.3%	(17.0%)	NM	11.5x
<b>Mean</b>			<b>53.8%</b>				<b>6.5%</b>	<b>0.0%</b>	<b>0.70x</b>	<b>9.8x</b>
<b>Median</b>			<b>51.1%</b>				<b>5.2%</b>	<b>(2.5%)</b>	<b>0.61x</b>	<b>9.3x</b>
<b>Total Mean</b>			<b>55.9%</b>				<b>7.4%</b>	<b>(0.2%)</b>	<b>0.91x</b>	<b>9.8x</b>
<b>Total Median</b>			<b>52.1%</b>				<b>6.0%</b>	<b>(2.0%)</b>	<b>0.67x</b>	<b>9.3x</b>

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- Source: S&P Capital IQ. Engineering & Construction is defined by an internally originated list of subsectors viewed as best representing the industry.





# Facilities Management & Maintenance Services

Sector Update | Q2 2017



# Facilities Management & Maintenance Services



Q2'17  
\$7.9bn

Q1'17  
\$16.5bn

Total **global** deal value witnessed a decline of 52.1% in Q2'17 compared to Q1'17, while **global** deal volume fell from 89 reported deals in Q1'17 to 82 in Q2'17



Q2'17 **U.S.** M&A deal value increased to \$1.9bn, compared to \$390.2m in Q1'17. However, the deal volume fell slightly from 31 reported deals in Q1'17 to 29 in Q2'17



**35.4%**

U.S. share of global M&A volume Q2'17

The U.S. accounted for 35.4% of global M&A activity in Q2'17, a small increase from 34.8% in Q1'17, while global deal volume fell during the quarter

## Notable Recent U.S. Sector Transactions

(\$MM)

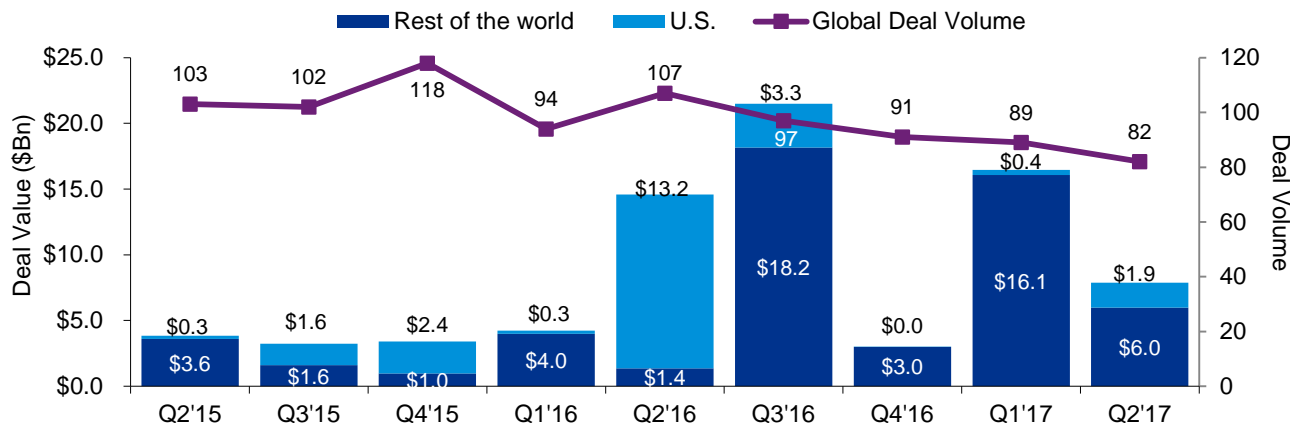
Announced / Closed	Target	Target Business Description	Acquirer	TV	EV	LTM	
						EV / Revenue	EV / EBITDA
Closed 19-April	Academy Fire Protection, Inc.	Installs portable fire extinguishers, fire sprinklers, fire alarms, and fire suppression systems	Audax Group, Inc.	NA	NA	NA	NA
Closed 21-April	Centerra Group	Provides security and fire support services to government and commercial customers	Constellis Holdings	NA	NA	NA	NA
Closed 28-April	Guckenheimer Services	Operates as an onsite corporate restaurant management and catering company	ISS A/S	\$225	\$225	0.69x	NA
Closed 2-May	GAT Airline Ground Support, Inc.	Provides airline ground support services for airlines and airports	Atlantic Street Capital Management	NA	NA	NA	NA
Closed 30-May	JLH Security Services, Inc.	Provides contract security services	Allied Universal	NA	NA	NA	NA
Closed 7-June	Emcon Associates, Inc.	Provides facilities management logistics solutions	Quality Solutions, Inc.	NA	NA	NA	NA
Announced 19-June	EMS USA, Inc., Integrity Maintenance Platform	Provides integrity maintenance, measurement and automation, O&M compliance, and control room operations	First Reserve Corporation	NA	NA	NA	NA
Closed 23-June	American K-9 Detection Services	Provides canine detection and security solutions to government and military agencies, and private entities and large-scale events	Constellis Holdings	NA	NA	NA	NA
Closed 30-June	CB&I Government Solutions, Inc.	Provides environmental engineering, consulting, facilities management, construction, and remediation services	Veritas Capital Fund Management	\$700	\$700	0.35x	NA

Source: S&P Capital IQ. Facilities Management & Maintenance is defined by an internally originated list of subsectors viewed as best representing the industry. Deal values represents aggregate deal value for disclosed transactions only.

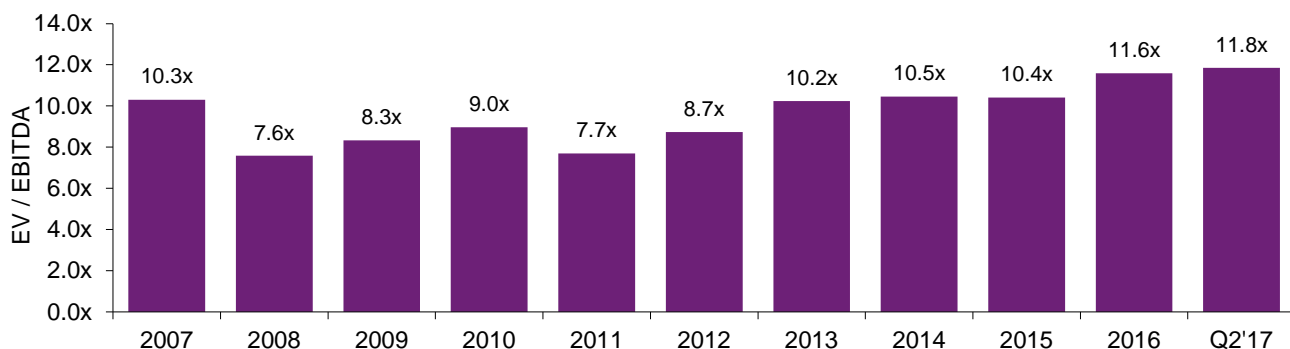
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# Facilities Management & Maintenance Services (cont.)

## M&A Activity: Q2'15 – Q2'17



## Historical Public Valuation Multiples: 2007 – Q2'17



## Performance Summary by Sub-sector

	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk EV <sup>(3)</sup>	LTM						
				Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA	
<b>Environmental-related Services</b>										
Waste Management, Inc.	32,405.9	73.35	90.9%	41,438.9	13,873.0	3,776.0	27.2%	5.0%	2.99x	11.0x
Republic Services, Inc.	21,545.8	63.73	90.0%	29,185.1	9,531.9	2,683.1	28.1%	3.2%	3.06x	10.9x
Waste Connections, Inc.	16,964.1	64.42	86.5%	20,694.7	3,952.4	1,219.6	30.9%	70.2%	NM	17.0x
Stericycle, Inc.	6,507.7	76.32	13.3%	9,335.3	3,580.6	798.8	22.3%	6.2%	2.61x	11.7x
Clean Harbors, Inc.	3,194.0	55.83	68.9%	4,530.6	2,808.1	404.9	14.4%	(4.5%)	1.61x	11.2x
Covanta Holding Corporation	1,731.7	13.20	4.8%	4,387.7	1,613.0	304.0	18.8%	0.0%	2.72x	14.4x
US Ecology, Inc.	1,101.5	50.50	78.1%	1,366.6	474.6	107.1	22.6%	(9.1%)	2.88x	12.8x
Daiseki Co., Ltd.	949.8	22.22	91.4%	810.4	409.6	89.6	21.9%	(6.6%)	1.98x	9.0x
Renewi plc	859.6	1.07	26.7%	1,530.0	975.8	99.4	10.2%	14.7%	1.57x	15.4x
Casella Waste Systems, Inc.	687.3	16.41	94.1%	1,193.9	573.4	111.7	19.5%	3.1%	2.08x	10.7x
Heritage-Crystal Clean, Inc.	358.2	15.90	82.7%	376.6	349.6	36.8	10.5%	2.2%	1.08x	10.2x
Newalta Corporation	97.7	1.11	3.3%	347.4	163.3	21.1	12.9%	(11.2%)	2.13x	16.5x
Sanix Incorporated	93.1	1.95	59.4%	174.0	457.0	16.3	3.6%	(18.5%)	NM	10.7x
<b>Mean</b>			<b>60.8%</b>				<b>18.7%</b>	<b>4.2%</b>	<b>2.25x</b>	<b>12.4x</b>
<b>Median</b>			<b>78.1%</b>				<b>19.5%</b>	<b>2.2%</b>	<b>2.13x</b>	<b>11.2x</b>

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# Facilities Management & Maintenance Services (cont.)

## Performance Summary by Sub-sector (cont.)

(\$MM)

Facilities Management	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
Compass Group PLC	33,268.2	21.04	64.8%	37,156.6	26,973.0	2,512.1	9.3%	7.4%	1.38x	14.8x
Sodexo S.A.	19,185.9	129.15	62.6%	21,626.3	21,531.8	1,411.9	6.6%	(5.0%)	1.00x	15.3x
Cintas Corporation	13,274.9	126.04	84.4%	14,272.2	3,963.7	997.3	25.2%	4.9%	3.60x	14.3x
Aramark	10,003.8	40.98	91.8%	15,179.4	14,487.7	1,296.0	8.9%	1.2%	1.05x	11.7x
Iron Mountain Incorporated	9,075.0	34.36	33.6%	15,191.4	2,254.0	1,157.5	51.4%	17.5%	NM	13.1x
Rollins, Inc.	8,875.1	40.71	81.5%	8,712.7	1,596.0	318.9	20.0%	4.6%	NM	NM
ISS A/S	7,225.5	39.24	46.2%	9,060.7	11,426.2	727.6	6.4%	(3.4%)	0.79x	12.5x
Rentokil Initial plc	6,504.5	3.55	84.5%	8,019.8	2,676.9	601.9	22.5%	6.5%	3.00x	13.3x
EMCOR Group, Inc.	3,872.7	65.38	68.7%	3,991.4	7,698.3	427.1	5.5%	7.6%	0.52x	9.3x
Aggreko plc	3,046.8	11.95	30.6%	3,896.2	1,870.6	647.1	34.6%	(4.0%)	2.08x	6.0x
HomeServe plc	2,967.9	9.55	80.0%	3,308.5	983.0	177.6	18.1%	12.2%	3.37x	18.6x
UniFirst Corporation	2,857.4	140.70	80.5%	2,544.7	1,551.1	249.5	16.1%	6.0%	1.64x	10.2x
Berendsen plc	2,737.1	15.97	78.3%	3,321.0	1,370.5	425.5	31.0%	(0.8%)	2.42x	7.8x
ABM Industries Incorporated	2,315.6	41.52	61.3%	2,537.8	5,256.4	184.6	3.5%	4.0%	0.48x	13.7x
FirstService Corporation	2,298.5	64.02	86.7%	2,647.4	1,551.3	135.1	8.7%	14.2%	1.71x	19.6x
Comfort Systems USA, Inc.	1,377.1	37.10	81.1%	1,347.7	1,629.0	124.7	7.7%	1.3%	0.83x	10.8x
Mitie Group plc	1,273.0	3.59	75.2%	1,467.2	2,662.7	27.9	1.0%	(9.7%)	0.55x	NM
Carillion plc	1,043.6	2.43	3.0%	1,365.3	5,426.3	193.8	3.6%	0.1%	NM	7.0x
SP Plus Corporation	678.3	30.55	50.2%	848.6	885.0	96.7	10.9%	(2.6%)	0.96x	8.8x
Mears Group plc	636.0	6.18	62.1%	652.8	1,160.7	59.7	5.1%	(4.8%)	0.56x	10.9x
Blanco Technology Group plc	120.6	1.95	0.3%	130.1	32.9	6.6	19.9%	10.7%	3.95x	19.8x
<b>Mean</b>			<b>62.3%</b>				<b>15.0%</b>	<b>3.2%</b>	<b>1.66x</b>	<b>12.5x</b>
<b>Median</b>			<b>68.7%</b>				<b>9.3%</b>	<b>4.0%</b>	<b>1.21x</b>	<b>12.5x</b>

Security	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
SECOM CO., LTD.	16,563.6	75.89	81.1%	14,275.5	8,323.7	1,704.8	20.5%	(4.6%)	1.72x	8.4x
G4S plc	6,557.2	4.24	92.3%	8,789.7	9,371.3	696.4	7.4%	1.1%	0.94x	12.6x
Securitas AB	6,141.2	16.82	60.2%	7,819.5	10,080.8	643.3	6.4%	2.2%	0.78x	12.2x
Sohgo Security Services Co.,Ltd.	4,527.4	45.04	68.3%	4,243.1	3,707.1	388.1	10.5%	(2.5%)	1.14x	10.9x
Prosegur Compañía de Seguridad, S.A.	3,884.8	6.49	30.4%	4,047.2	4,353.7	503.2	11.6%	2.0%	0.93x	8.0x
dormakaba Holding AG	3,648.3	869.47	74.6%	3,875.2	2,305.6	331.1	14.4%	6.3%	1.68x	11.7x
The Brink's Company	3,376.1	67.00	97.9%	3,710.2	3,087.2	325.7	10.6%	3.4%	1.20x	11.4x
S-1 Corporation	2,862.5	84.70	43.3%	2,609.4	1,667.6	318.8	19.1%	5.5%	1.56x	8.2x
Loomis AB (publ)	2,691.4	35.78	68.0%	3,166.5	1,908.6	347.4	18.2%	(1.9%)	1.66x	9.1x
Ascent Capital Group, Inc.	185.9	15.36	26.1%	1,869.2	568.3	313.7	55.2%	(0.4%)	3.29x	6.0x
<b>Mean</b>			<b>64.2%</b>				<b>17.4%</b>	<b>1.1%</b>	<b>1.49x</b>	<b>9.8x</b>
<b>Median</b>			<b>68.2%</b>				<b>13.0%</b>	<b>1.5%</b>	<b>1.38x</b>	<b>10.0x</b>

<b>Total Mean</b>			<b>62.3%</b>				<b>16.7%</b>	<b>3.0%</b>	<b>1.78x</b>	<b>11.8x</b>
<b>Total Median</b>			<b>68.8%</b>				<b>14.4%</b>	<b>2.1%</b>	<b>1.64x</b>	<b>11.3x</b>

### Notes:

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4. EBITDA is defined as Earnings before Interest, Taxes, Depreciation, and Amortization.

Source: S&P Capital IQ. Facilities Management & Maintenance is defined by an internally originated list of subsectors viewed as best representing the industry.

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# Media & Marketing Services

Sector Update | Q2 2017



# Media & Marketing Services M&A Update

Total global deal value  
**\$41.6 billion**



**Global** media & marketing services deal value increased to \$41.6bn in Q2'17 from \$36.5bn in Q1'17, while deal volume declined by 13.0%

U.S. deal value  
**\$20.3 billion**



**U.S.** media & marketing services deal value for the quarter increased to \$20.3bn in Q2'17 from \$17.0bn in Q1'17, however, deal volume decreased by 14.2% during the same period



Q2'17 **38.5%** | Q1'17 **39.0%**  
U.S. share of global M&A volume

Share of U.S. M&A volume in global M&A activity witnessed a marginal fall to 38.5% in Q2'17 from 39.0% in Q1'17

## Notable Recent U.S. Sector Transactions

(\$MM)

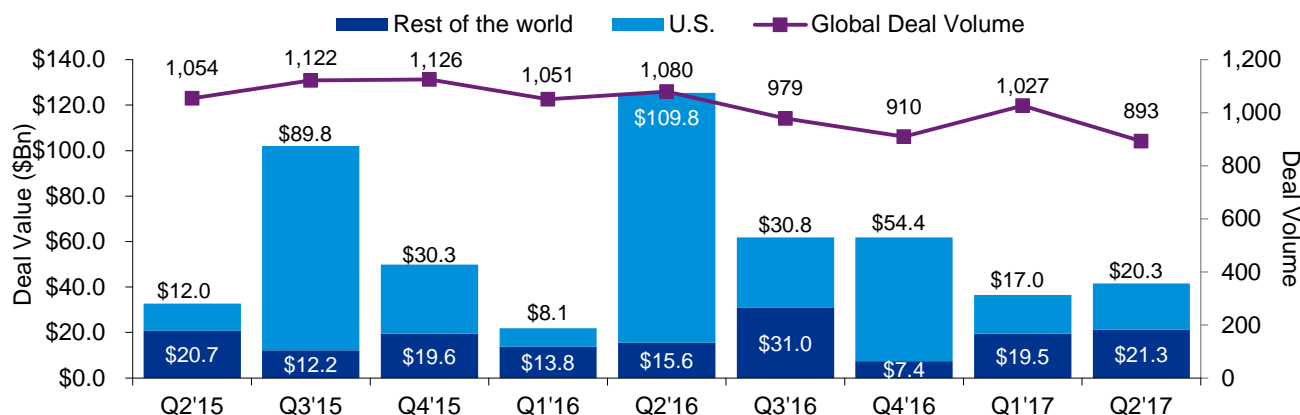
Announced / Closed	Target	Business Description	Acquirer	TV	EV	LTM	
						EV / Revenue	EV / EBITDA
Announced 8-May	Tribune Media Company	Operates as a media and entertainment company	Sinclair Broadcast Group, Inc.	\$6,917	\$6,571	3.42x	11.7x
Closed 11-May	Studio 3 Partners	Owens and operates EPIX, a 24-hour-a-day cable TV channel	Metro-Goldwyn-Mayer Studios Inc.	\$1,032	\$1,275	NA	NA
Closed 22-May	RetailMeNot, Inc.	Operates as a savings destination for online and in-store purchases	Harland Clarke Holdings Corp.	\$680	\$455	1.54x	14.8x
Closed 1-June	Crisp Media, Inc.	Operates a mobile platform that links data, analytics, and creative messaging to engage shoppers	Quotient Technology Inc.	\$57	\$57	NA	NA
Closed 13-June	Yahoo! Inc., Operating Business	Includes Yahoo's core Internet business and patents	Verizon Communications Inc.	\$4,476	\$4,476	NA	NA
Closed 15-June	AdExchanger	Operates as a digital advertising media optimization news and discussion website	Access Intelligence, LLC	NA	NA	NA	NA
Closed 19-June	Dominion Web Solutions	Operates an integrated platform of branded marketplaces and provides digital marketing solutions	Eurazeo and West Street Capital Partners	\$680	\$680	NA	NA
Closed 28-June	Mood Media Corporation	Provides in-store audio, visual, mobile, voice, drive thru, commercial TV, social, and scent marketing solutions	Apollo Global Management and GSO Capital Partners	\$647	\$626	1.35x	8.0x

Source: S&P Capital IQ. Media & Marketing Services is defined by an internally originated list of subsectors viewed as best representing the industry. Deal values represents aggregate deal value for disclosed transactions only.

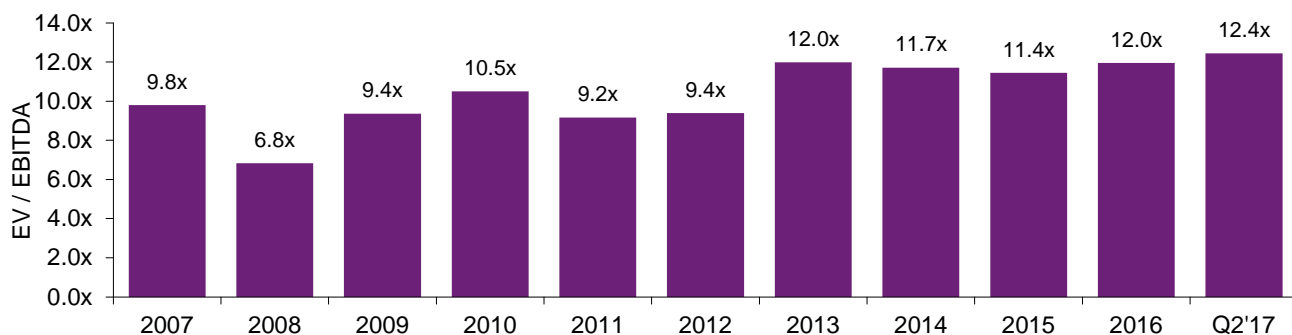
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# Media & Marketing Services (cont.)

## M&A Activity: Q2'15 – Q2'17



## Historical Public Valuation Multiples: 2007 – Q2'17



## Performance Summary by Sub-sector

	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk EV <sup>(3)</sup>	LTM						
				Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA	
<b>Advertising Agencies</b>										
WPP plc	26,679.2	20.96	29.0%	32,619.1	17,765.8	3,131.0	17.6%	3.3%	1.84x	10.4x
Omnicom Group Inc.	19,294.5	82.90	38.5%	22,524.5	15,505.2	2,318.1	15.0%	1.7%	1.45x	9.7x
Publicis Groupe S.A.	16,588.6	74.51	62.7%	18,092.3	10,274.5	1,809.4	17.6%	(5.7%)	1.76x	10.0x
Dentsu Inc.	13,475.9	47.80	44.9%	11,887.2	7,790.4	1,600.6	20.5%	(0.6%)	1.53x	7.4x
The Interpublic Group of Companies, Inc.	9,719.7	24.60	79.9%	11,133.0	7,858.5	1,107.9	14.1%	1.8%	1.42x	10.0x
Hakuhodo DY Holdings Inc	4,946.2	13.27	91.3%	3,881.6	11,259.9	489.6	4.3%	(5.8%)	NM	7.9x
Havas SA	4,443.4	10.50	93.7%	4,290.5	2,402.6	386.4	16.1%	(3.5%)	1.79x	11.1x
Ströer SE & Co. KGaA	3,303.5	59.76	74.6%	3,879.8	1,260.0	249.3	19.8%	17.9%	3.08x	15.6x
Cheil Worldwide Inc.	1,738.1	16.07	73.3%	1,374.2	2,905.1	168.0	5.8%	12.9%	0.47x	8.2x
Innocean Worldwide Inc.	1,114.2	55.71	30.9%	571.4	951.6	95.5	10.0%	3.0%	0.60x	6.0x
MDC Partners Inc.	563.7	9.90	45.0%	1,644.6	1,421.4	149.1	10.5%	6.6%	1.16x	11.0x
Harte Hanks, Inc.	63.5	1.03	7.9%	17.5	404.4	(4.8)	(1.2%)	(14.6%)	NM	NM
<b>Mean</b>			<b>56.0%</b>				<b>12.5%</b>	<b>1.4%</b>	<b>1.51x</b>	<b>9.8x</b>
<b>Median</b>			<b>53.8%</b>				<b>14.5%</b>	<b>1.7%</b>	<b>1.49x</b>	<b>10.0x</b>

### Notes:

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  - Enterprise Value (EV) is defined as Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents.
  - EBITDA is defined as Earnings before Interest, Taxes, Depreciation, and Amortization.
- Source: S&P Capital IQ. Media & Marketing Services is defined by an internally originated list of subsectors viewed as best representing the industry. Deal values represents aggregate deal value for disclosed transactions only.  
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# Media & Marketing Services (cont.)

## Performance Summary by Sub-sector (cont.)

(\$MM)

Data & Information Services - Diversified	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
Thomson Reuters Corporation	33,179.0	46.20	74.2%	40,421.2	11,188.0	2,504.0	22.4%	(7.9%)	3.61x	16.1x
Experian plc	18,928.2	20.46	67.5%	22,269.7	4,335.0	1,516.0	35.0%	(5.3%)	NM	14.7x
IHS Markit Ltd.	17,482.9	44.04	74.4%	21,378.4	3,348.7	973.6	29.1%	48.8%	NM	22.0x
Equifax Inc.	16,519.3	137.42	80.1%	19,129.4	3,248.8	1,178.5	36.3%	13.1%	NM	16.2x
Alliance Data Systems Corporation	14,291.5	256.69	87.2%	33,095.4	3,286.1	1,453.3	44.2%	(3.3%)	NM	22.8x
Verisk Analytics, Inc.	13,949.7	84.37	74.3%	16,078.7	2,005.1	933.9	46.6%	3.4%	NM	17.2x
Wolters Kluwer N.V.	12,073.9	42.29	67.5%	14,290.7	4,536.0	1,185.5	26.1%	(3.6%)	3.15x	12.1x
Informa plc	7,154.0	8.69	67.0%	9,085.0	1,661.5	522.2	31.4%	0.7%	NM	17.4x
Fair Isaac Corporation	4,316.8	139.41	96.0%	4,826.7	922.6	209.9	22.8%	5.0%	NM	23.0x
Teradata Corporation	3,859.9	29.49	56.5%	3,256.9	2,268.0	337.0	14.9%	(8.1%)	1.44x	9.7x
UBM plc	3,529.0	8.96	49.1%	4,356.7	1,065.5	290.9	27.3%	0.4%	4.09x	15.0x
Axiom Corporation	2,054.6	25.98	51.7%	2,113.3	880.2	84.7	9.6%	1.4%	2.40x	24.9x
NeuStar, Inc.	1,860.2	33.35	92.1%	2,545.6	1,215.7	473.1	38.9%	7.9%	2.09x	5.4x
<b>Mean</b>			<b>72.1%</b>				<b>29.6%</b>	<b>4.0%</b>	<b>2.80x</b>	<b>16.6x</b>
<b>Median</b>			<b>74.2%</b>				<b>29.1%</b>	<b>0.7%</b>	<b>2.78x</b>	<b>16.2x</b>

Data & Information Services - Financial and Market Data & Media	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
Fidelity National Information Services, Inc.	28,231.5	85.40	86.4%	37,143.5	9,315.0	2,383.0	25.6%	17.3%	3.99x	15.6x
Moody's Corporation	23,277.4	121.68	95.9%	25,293.6	3,763.3	1,783.1	47.4%	9.2%	NM	14.2x
Gartner, Inc.	11,169.0	123.51	96.5%	11,576.4	2,512.4	396.4	15.8%	8.7%	4.61x	NM
MSCI Inc.	9,316.1	102.99	81.0%	10,695.0	1,173.0	587.0	50.0%	5.6%	NM	18.2x
CoStar Group, Inc.	8,632.6	263.60	94.2%	8,364.2	864.4	222.2	25.7%	9.6%	NM	NM
FactSet Research Systems Inc.	6,557.2	166.18	46.6%	6,938.5	1,181.8	410.9	34.8%	7.3%	NM	16.9x
The Dun & Bradstreet Corporation	3,990.5	108.15	18.7%	5,337.6	1,710.2	435.9	25.5%	1.8%	3.12x	12.2x
CoreLogic, Inc.	3,671.8	43.38	93.9%	5,156.3	1,938.9	401.1	20.7%	12.0%	2.66x	12.9x
Morningstar, Inc.	3,363.2	78.34	59.7%	3,281.0	816.0	222.5	27.3%	3.7%	4.02x	14.7x
The Advisory Board Company	2,090.1	51.50	89.9%	2,543.8	797.2	118.2	14.8%	(0.9%)	3.19x	21.5x
GfK SE	1,945.1	53.29	78.5%	2,309.9	1,566.4	168.8	10.8%	(7.1%)	1.47x	13.7x
Ipsos SA	1,562.1	37.48	76.0%	2,205.9	1,881.9	210.3	11.2%	(5.1%)	1.17x	10.5x
Forrester Research, Inc.	694.4	39.15	44.4%	559.8	325.9	39.5	12.1%	1.5%	1.72x	14.2x
<b>Mean</b>			<b>74.0%</b>				<b>24.7%</b>	<b>4.9%</b>	<b>2.88x</b>	<b>15.0x</b>
<b>Median</b>			<b>81.0%</b>				<b>25.5%</b>	<b>5.6%</b>	<b>3.12x</b>	<b>14.2x</b>

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Source: S&P Capital IQ. Media & Marketing Services is defined by an internally originated list of subsectors viewed as best representing the industry.



# Media & Marketing Services (cont.)

## Performance Summary by Sub-sector (cont.)

(\$MM)

Diversified Media	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
Comcast Corporation	184,595.8	38.92	73.2%	246,403.8	82,076.0	27,143.0	33.1%	8.0%	3.00x	9.1x
The Walt Disney Company	166,268.4	106.25	61.8%	187,604.4	55,539.0	17,095.0	30.8%	1.3%	3.38x	11.0x
Time Warner Inc.	77,872.0	100.41	99.1%	99,664.0	29,745.0	8,738.0	29.4%	6.6%	3.35x	11.4x
Twenty-First Century Fox, Inc.	52,077.9	28.34	54.0%	68,255.9	28,398.0	7,014.0	24.7%	3.9%	2.40x	9.7x
CBS Corporation	25,930.8	63.78	70.2%	34,720.8	12,921.0	3,032.0	23.5%	0.7%	2.69x	11.5x
Discovery Communications, Inc.	14,951.5	25.83	29.8%	22,868.5	6,237.0	2,471.0	39.6%	1.4%	3.67x	9.3x
Viacom, Inc.	13,707.6	33.57	2.0%	25,474.6	12,913.0	2,891.0	22.4%	(1.0%)	1.97x	8.8x
Scripps Networks Interactive, Inc.	8,863.9	68.31	37.3%	12,076.9	3,345.9	1,545.2	46.2%	3.1%	3.61x	7.8x
News Corporation	8,064.6	13.70	73.4%	6,888.6	7,745.0	736.0	9.5%	(0.6%)	0.89x	9.4x
Axel Springer SE	6,553.4	60.74	74.8%	8,185.3	3,574.6	591.6	16.6%	(2.5%)	2.29x	13.8x
Sinclair Broadcast Group, Inc.	3,376.9	32.90	46.3%	6,613.0	2,707.3	902.9	33.3%	17.6%	2.44x	7.3x
TEGNA Inc.	3,095.3	14.41	3.0%	7,316.4	3,337.9	1,162.5	34.8%	5.8%	2.19x	6.3x
The New York Times Company	2,859.4	17.70	95.9%	2,560.4	1,476.0	215.5	14.6%	0.1%	1.73x	11.9x
Meredith Corporation	2,622.3	59.45	69.6%	3,227.0	1,260.6	357.7	28.4%	1.4%	2.56x	9.0x
Time Inc.	1,427.2	14.35	30.9%	2,386.2	2,594.0	383.0	14.8%	(3.2%)	0.92x	6.2x
Gannett Co., Inc.	990.9	8.72	19.9%	1,286.4	2,942.3	317.3	10.8%	11.5%	0.44x	4.1x
<b>Mean</b>			<b>52.6%</b>				<b>25.8%</b>	<b>3.4%</b>	<b>2.35x</b>	<b>9.2x</b>
<b>Median</b>			<b>57.9%</b>				<b>26.5%</b>	<b>1.4%</b>	<b>2.42x</b>	<b>9.2x</b>
<b>Total Mean</b>			<b>63.2%</b>				<b>23.5%</b>	<b>3.5%</b>	<b>2.33x</b>	<b>12.4x</b>
<b>Total Median</b>			<b>69.9%</b>				<b>22.6%</b>	<b>1.7%</b>	<b>2.29x</b>	<b>11.4x</b>

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Source: S&P Capital IQ. Media & Marketing Services is defined by an internally originated list of subsectors viewed as best representing the industry.





# Transportation & Logistics

Sector Update | Q2 2017





# Transportation & Logistics M&A Update



Q2'17  
\$3.1bn

Q1'17  
\$4.8bn

**Global T&L deal value for Q2'17 decreased by 35.4% to \$3.1bn, whereas deal volume witnessed a marginal increase to 169 reported deals, up from 166 in Q1'17**

Q2'17  
13.6%



Q1'17  
21.1%

The **U.S.** accounted for 13.6% of global T&L M&A activity in Q2'17, a decline from 21.1% in Q1'17



Total **U.S.** T&L deal value in Q2'17 was \$998.6m, an increase from \$628.4m in Q1'17. However the **U.S.** T&L M&A activity declined by 34.3% in Q2'17 compared to Q1'17

## Notable Recent U.S. Sector Transactions

(\$MM)

Announced / Closed	Target	Target Business Description	Acquirer	TV	EV	LTM	
						EV / Revenue	EV / EBITDA
Announced 10-April	Swift Transportation Company	Operates a transportation services company	Knight Transportation, Inc.	\$2,971	\$3,656	1.00x	7.0x
Closed 2-May	United Road Towing, Inc.	Provides towing, recovery, and impound management solutions	Medley Capital Corporation; MCC Advisors	\$40	\$40	NA	NA
Announced 10-May	Enviva Port of Wilmington	Owens and operates a deep-water marine terminal	Enviva Partners, LP	\$130	\$130	NA	NA
Closed 16-May	Dulles Greenway, VA	Owens and operates toll roads	Macquarie Atlas Roads Group	\$445	NA	NA	NA
Announced 23-May	Navig8 Product Tankers Inc.	Operates in the product tanker market worldwide	Scorpio Tankers Inc.	\$1,177	\$1,155	9.36x	17.9x
Closed 30-May	Aerostar Airport Holdings	Owens and operates an airport in San Juan, Puerto Rico	Grupo Aeroportuario del Sureste; Public Sector Pension Investment Board	\$430	\$860	NA	NA
Closed 9-June	inthinc, inc.	Develops software solutions that impact driver behavior, reduce crashes, increase fleet productivity, and improve fuel mileage	ORBCOMM Inc.	\$60	\$60	NA	NA
Closed 1-July	Estenson Logistics	Offers road transportation of freight and logistics services	Hub Group Trucking, Inc.	\$285	\$285	1.14x	NA

Source: S&P Capital IQ. Transportation & Logistics is defined by an internally originated list of subsectors viewed as best representing the industry.

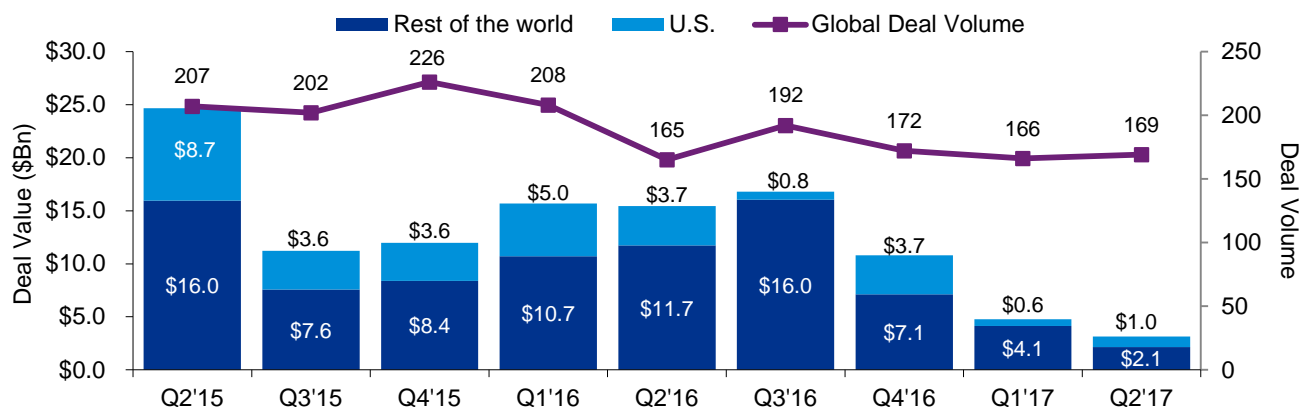
Deal values represents aggregate deal value for disclosed transactions only.

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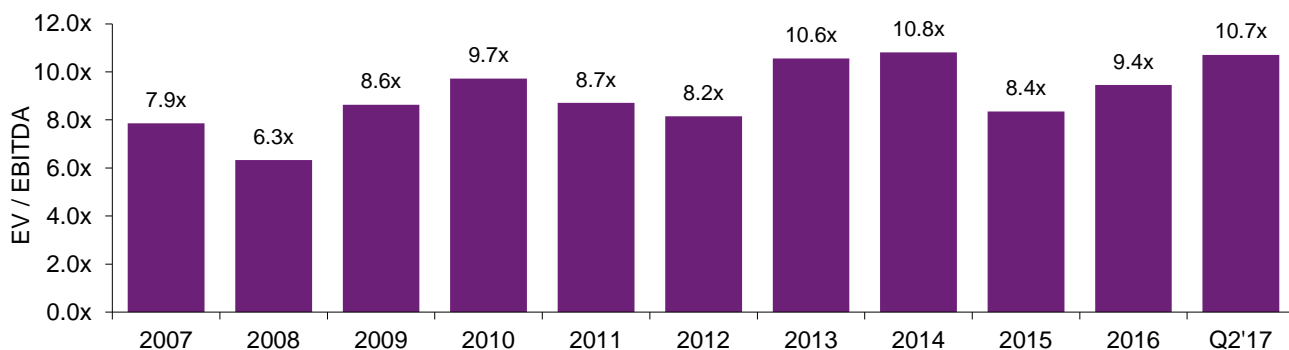
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# Transportation & Logistics (cont.)

## M&A Activity: Q2'15 – Q2'17



## Historical Public Valuation Multiples: 2007 – Q2'17



## Performance Summary by Sub-sector

	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk EV <sup>(3)</sup>	LTM						
				Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA	
<b>Trucking</b>										
Old Dominion Freight Line, Inc.	7,851.8	95.24	96.7%	7,899.2	3,037.9	687.8	22.6%	2.0%	2.60x	11.5x
Knight Transportation, Inc.	2,979.6	37.05	85.9%	2,936.8	1,019.5	246.6	24.2%	(2.3%)	2.88x	11.9x
Werner Enterprises, Inc.	2,119.7	29.35	90.3%	2,218.8	2,027.4	317.4	15.7%	(0.8%)	1.09x	7.0x
Heartland Express, Inc.	1,734.2	20.82	66.8%	1,575.0	580.1	173.5	29.9%	(14.8%)	2.72x	9.1x
Saia, Inc.	1,293.1	51.30	96.3%	1,449.3	1,245.6	158.1	12.7%	3.2%	1.16x	9.2x
Marten Transport, Ltd.	895.6	16.44	91.1%	886.6	682.4	130.7	19.2%	2.1%	1.30x	6.8x
ArcBest Corporation	532.2	20.60	28.0%	620.4	2,729.9	136.3	5.0%	2.8%	NM	4.6x
YRC Worldwide Inc.	372.9	11.12	39.1%	1,180.7	4,747.8	252.5	5.3%	0.7%	NM	4.7x
Covenant Transportation Group, Inc.	320.3	17.53	35.4%	518.2	606.3	99.0	16.3%	(4.3%)	0.85x	5.2x
P.A.M. Transportation Services, Inc.	121.4	18.95	31.9%	258.5	382.7	53.4	14.0%	2.3%	0.68x	4.8x
Celadon Group, Inc.	87.3	3.15	21.9%	461.6	965.4	83.5	8.6%	(0.3%)	0.48x	5.5x
USA Truck, Inc.	68.7	8.66	20.3%	200.5	420.2	22.3	5.3%	(9.1%)	0.48x	9.0x
<b>Mean</b>			<b>58.6%</b>				<b>14.9%</b>	<b>(1.5%)</b>	<b>1.42x</b>	<b>7.4x</b>
<b>Median</b>			<b>53.0%</b>				<b>14.8%</b>	<b>0.2%</b>	<b>1.13x</b>	<b>6.9x</b>

### Notes:

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2. Share prices and market capitalizations may be based on foreign exchange listed stocks and have been converted into USD.

3. Enterprise Value (EV) is defined as Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents.

4. EBITDA is defined as Earnings before Interest, Taxes, Depreciation, and Amortization.

Source: S&P Capital IQ. Transportation & Logistics is defined by an internally originated list of subsectors viewed as best representing the industry.

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# Transportation & Logistics (cont.)

## Performance Summary by Sub-sector (cont.)

(\$MM)

Marine	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
A.P. Møller - Mærsk A/S	40,567.6	2,008.61	98.0%	54,462.9	35,888.0	6,875.0	19.2%	(2.0%)	1.52x	7.9x
Kirby Corporation	3,610.3	66.85	67.7%	4,285.6	1,803.6	425.9	23.6%	(5.9%)	2.38x	10.1x
Wallenius Wilhelmsen Logistics ASA	2,480.2	5.86	93.4%	3,500.7	247.0	125.0	50.6%	(15.7%)	NM	NM
Matson, Inc.	1,295.2	30.04	13.2%	2,056.0	1,961.8	218.5	11.1%	0.0%	1.05x	9.4x
Costamare Inc.	773.7	7.31	41.6%	1,982.2	453.4	295.4	65.1%	(6.7%)	4.37x	6.7x
Nordic American Tankers Limited	646.5	6.34	9.7%	1,044.0	357.5	113.6	31.8%	(13.2%)	2.92x	9.2x
SEACOR Holdings Inc.	602.9	34.30	5.4%	1,343.3	807.5	74.8	9.3%	(12.6%)	1.66x	18.0x
Diana Shipping Inc.	430.9	4.06	46.4%	992.1	114.8	(10.0)	(8.7%)	(15.8%)	NM	NM
Aegean Marine Petroleum Network Inc.	230.8	5.85	14.7%	1,023.8	4,847.5	121.8	2.5%	29.3%	NM	8.4x
Rand Logistics, Inc.	7.3	0.39	2.7%	212.4	110.5	23.7	21.5%	(14.4%)	1.92x	8.9x
<b>Mean</b>			<b>39.3%</b>				<b>22.6%</b>	<b>(5.7%)</b>	<b>2.26x</b>	<b>9.8x</b>
<b>Median</b>			<b>28.2%</b>				<b>20.3%</b>	<b>(9.6%)</b>	<b>1.92x</b>	<b>9.1x</b>

Rail and Rail Services	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
Union Pacific Corporation	87,938.2	108.91	78.6%	101,832.2	18,893.0	9,434.0	49.9%	(0.6%)	NM	10.8x
Canadian National Railway Company	61,214.1	80.96	89.6%	69,415.5	9,214.1	4,981.9	54.1%	(1.9%)	NM	13.9x
CSX Corporation	50,341.8	54.56	98.3%	60,431.8	11,320.0	4,878.0	43.1%	2.5%	NM	12.4x
Norfolk Southern Corporation	35,266.5	121.70	91.4%	44,710.5	10,043.0	4,161.0	41.4%	(0.6%)	4.45x	10.7x
Canadian Pacific Railway Limited	23,559.3	160.54	80.9%	30,084.1	4,558.7	2,384.0	52.3%	(5.6%)	NM	12.6x
Kansas City Southern	11,101.7	104.65	98.1%	13,855.6	2,381.0	1,148.3	48.2%	0.8%	NM	12.1x
Westinghouse Air Brake Technologies Corporation	8,780.4	91.50	98.1%	10,387.4	3,075.2	559.6	18.2%	(2.0%)	3.38x	18.6x
Trinity Industries, Inc.	4,265.4	28.03	82.1%	6,915.1	4,277.7	925.0	21.6%	(21.7%)	1.62x	7.5x
Genesee & Wyoming Inc.	4,259.2	68.39	46.6%	6,896.4	2,038.0	590.3	29.0%	(0.3%)	3.38x	11.7x
The Greenbrier Companies, Inc.	1,318.3	46.25	80.3%	1,539.0	2,013.7	345.2	17.1%	(22.6%)	0.76x	4.5x
American Railcar Industries, Inc.	730.9	38.30	22.9%	1,136.9	577.6	164.6	28.5%	(24.0%)	1.97x	6.9x
FreightCar America, Inc.	216.0	17.39	89.1%	106.9	514.7	10.8	2.1%	(28.4%)	NM	9.9x
<b>Mean</b>			<b>79.7%</b>				<b>33.8%</b>	<b>(8.7%)</b>	<b>2.59x</b>	<b>11.0x</b>
<b>Median</b>			<b>85.6%</b>				<b>35.2%</b>	<b>(2.0%)</b>	<b>2.67x</b>	<b>11.2x</b>

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- Source: S&P Capital IQ. Transportation & Logistics is defined by an internally originated list of subsectors viewed as best representing the industry.

# Transportation & Logistics (cont.)

## Performance Summary by Sub-sector (cont.)

(\$MM)

Logistics Providers	Market Cap <sup>(1), (2)</sup>	Share Price <sup>(2)</sup>	Relative 52-Wk	EV <sup>(3)</sup>	LTM					
					Revenue	EBITDA <sup>(4)</sup>	EBITDA Margin	Revenue Growth	EV / Revenue	EV / EBITDA
United Parcel Service, Inc.	95,965.9	110.59	46.2%	109,530.9	61,803.0	7,662.0	12.4%	4.2%	1.77x	14.3x
FedEx Corporation	58,108.6	217.33	98.5%	69,070.6	60,319.0	8,008.0	13.3%	19.8%	1.15x	8.6x
Deutsche Post AG	46,206.9	37.44	92.2%	50,010.7	62,387.7	4,753.0	7.6%	(2.8%)	0.80x	10.5x
Kuehne + Nagel International AG	19,965.2	167.01	99.1%	19,123.9	16,810.8	1,063.8	6.3%	(1.6%)	1.14x	18.0x
DSV A/S	11,422.1	61.38	90.5%	12,616.1	10,159.0	673.1	6.6%	17.2%	1.24x	18.7x
Expeditors International of Washington, Inc.	10,175.7	56.48	88.0%	9,022.5	6,224.7	711.8	11.4%	1.4%	1.45x	12.7x
J.B. Hunt Transport Services, Inc.	10,050.3	91.38	58.0%	10,991.8	6,042.5	1,067.9	17.7%	4.1%	1.82x	10.3x
C.H. Robinson Worldwide, Inc.	9,676.2	68.68	19.9%	10,686.4	13,485.6	886.6	6.6%	3.7%	0.79x	12.1x
Ryder System, Inc.	3,855.3	71.98	48.0%	9,143.5	6,905.5	1,822.0	26.4%	3.4%	1.32x	5.0x
Landstar System, Inc.	3,588.8	85.60	79.8%	3,466.5	3,190.5	261.9	8.2%	1.9%	1.09x	13.2x
Panalpina World Transport (Holding) Ltd.	3,341.1	140.81	80.3%	2,933.9	5,165.1	126.8	2.5%	(8.6%)	0.57x	23.1x
Agility Public Warehousing Company K.S.C.P.	3,090.6	2.46	88.4%	3,388.2	4,115.2	348.6	8.5%	(1.8%)	0.82x	9.7x
World Fuel Services Corporation	2,655.5	38.45	25.8%	3,133.9	30,019.3	251.0	0.8%	13.8%	NM	12.5x
TFI International Inc.	1,972.1	21.52	36.5%	3,252.5	2,924.3	344.9	11.8%	4.8%	1.11x	9.4x
Forward Air Corporation	1,609.9	53.28	80.3%	1,609.4	1,000.0	141.8	14.2%	2.9%	1.61x	11.3x
Atlas Air Worldwide Holdings, Inc.	1,317.5	52.15	69.3%	3,183.5	1,896.4	369.2	19.5%	7.3%	1.68x	8.6x
Hub Group, Inc.	1,309.4	38.35	25.7%	1,316.8	3,660.4	159.8	4.4%	6.1%	NM	8.2x
Air Transport Services Group, Inc.	1,287.7	21.78	78.9%	1,768.5	829.4	211.3	25.5%	22.4%	2.13x	8.4x
Fortress Transportation and Infrastructure Investors LLC	1,207.7	15.94	90.2%	1,589.1	161.9	64.0	39.5%	21.1%	NM	24.8x
Echo Global Logistics, Inc.	580.0	19.90	18.2%	761.1	1,726.6	34.8	2.0%	1.2%	0.44x	21.9x
Roadrunner Transportation Systems, Inc.	278.7	7.27	20.9%	678.0	1,972.2	100.8	5.1%	1.8%	NM	6.7x
<b>Mean</b>			<b>63.6%</b>				<b>11.9%</b>	<b>5.8%</b>	<b>1.23x</b>	<b>12.8x</b>
<b>Median</b>			<b>78.9%</b>				<b>8.5%</b>	<b>3.7%</b>	<b>1.15x</b>	<b>11.3x</b>
<b>Total Mean</b>			<b>61.6%</b>				<b>19.3%</b>	<b>(1.0%)</b>	<b>1.66x</b>	<b>10.7x</b>
<b>Total Median</b>			<b>78.6%</b>				<b>15.7%</b>	<b>(0.3%)</b>	<b>1.39x</b>	<b>9.7x</b>

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