



KPMG Corporate Finance LLC

Business Services M&A Quarterly

Q4 2017

Global Business Services Sector Coverage¹

U.S. Business Services Team



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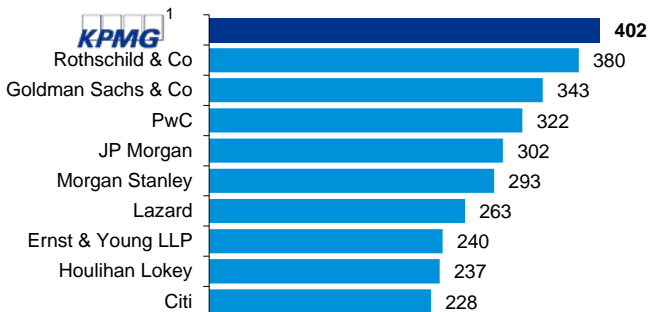


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| | | | | |
|--|---|---|---|--|
| UK <i>London</i> Manuel Sammut Jan Crosby <i>Birmingham</i> Kush Purewal <i>Bristol</i> Tim Spooner <i>Leeds</i> Giles Taylor <i>Manchester</i> Alex Hartley | Canada <i>Toronto</i> Neil Blair Matt Tedford <i>Vancouver</i> Marco Tomassetti | Netherlands <i>Amsterdam</i> Wouter Van der Heijden Khalid Bakkali Carlo de Haas | Germany <i>Frankfurt</i> Steffen Wagner Teresa Schawe | Switzerland <i>Geneva</i> Patrik Kerler |
| Austria <i>Vienna</i> Kurt Fischer | Spain <i>Madrid</i> Eloy Serrano Borja Gomez Orue | Italy <i>Milan</i> Max Fiani <i>Rome</i> Maria Civita Cafolla | Denmark <i>Copenhagen</i> Kim Harpoeth Jespersen | France <i>Paris</i> Mark Wyatt Jean-Christophe Paoli |
| Croatia <i>Zagreb</i> Daniel Radic | Belgium <i>Brussels</i> Peter Lauwers | Russia <i>Moscow</i> Robert Vartevanian John Kallaway | Hungary <i>Budapest</i> János Róbert Nagy | Ireland <i>Belfast</i> Paul Hollaway |
| Singapore <i>Singapore</i> Vishal Sharma | Sri Lanka <i>Colombo</i> Shiluka Goonewardene | Argentina <i>Buenos Aires</i> Marcelo R Ceballos | China <i>Shanghai</i> Andy Qiu Rainbow Wang | India <i>India</i> KV Kuchimanchi Ramanand K V Anand Vermani Divya Seth Sachin Bansal |
| South Korea <i>Seoul</i> Sung-Won Park | UAE <i>Dubai</i> Simi Nehra | Japan <i>Tokyo</i> Hikaru Okada | Taiwan <i>Taipei</i> Carol C.Y. Yen | Australia <i>Melbourne</i> Peter Turner |

M&A League Table – FY 2017

Global Completed Advisor Ranking
 Thompson Reuters² League Tables



KPMG Awards & Recognition



WINNER
AMERICAS
 Middle Markets



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

² Thomson Reuters SDC; global full market transactions completed by volume

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

13

Facilities Management & Maintenance Services

- Environmental 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 & Rail Services
- Logistics Providers

GROUP OVERVIEW

KPMG Corporate Finance is a leading Middle Market investment banking platform 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

RANDOM42

has been acquired by

GraphiteCapital

KPMG Corporate Finance served as the exclusive advisor to Random42, a portfolio company of Vespa Capital, on the sale of the business to Graphite Capital. The transaction represents one of the most high-profile acquisitions within the emerging medical commutations during 2017. Radom42 is a global market leader in the medical animation and digital media services industry the to healthcare and pharmaceutical sectors. Its products and services are used by clients to explain the underlying science during drug discovery and launch process and for corporate communication and education purposes.



Consulting & Professional Services

Sector Update | Q4 2017



Consulting & Professional Services



Q4'17
\$11.2bn

Q3'17
\$10.4bn

During Q4'17, aggregate **Global** sector deal value increased 7.7%, while deal volume was relatively flat compared to Q3'17



U.S. deal value increased from \$4.5bn in Q3'17 to \$10.0bn in Q4'17, while volume increased 6.3%



47.7%
U.S. share of global
M&A volume Q4'17

U.S. M&A volume increased to 47.7% of global M&A activity during Q4'17, up from 40.6% in Q3'17

Notable Recent U.S. Sector Transactions

(\$MM)

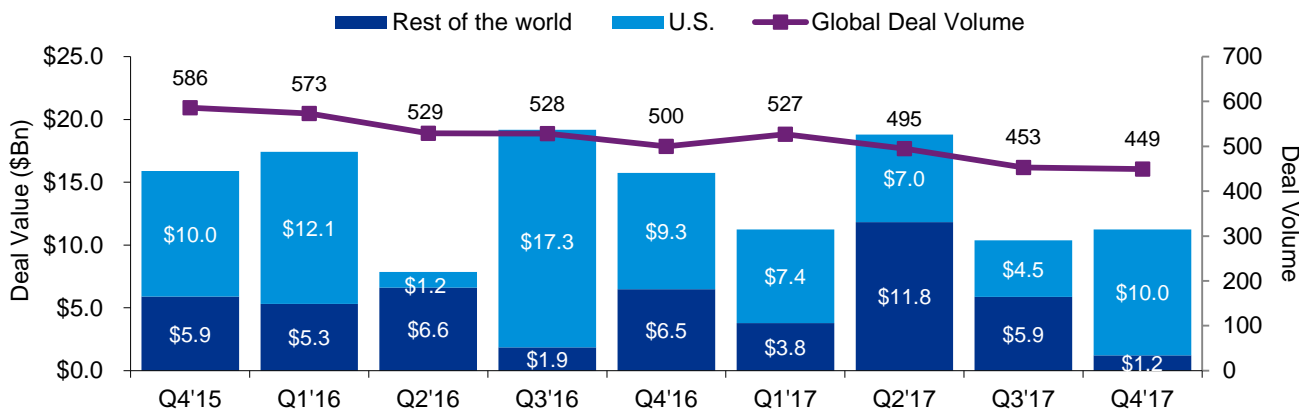
| Announced / Closed | Target | Target Business Description | Acquirer | TV | EV | LTM | |
|-----------------------|---|--|---|---------|---------|-----------------|----------------|
| | | | | | | EV / Revenue | EV / EBITDA |
| Closed 1-Oct | Progressive Employer Management Company | A PEO, provides human resource services to small and medium sized business in the U.S. | CoAdvantage / Morgan Stanley | NA | NA | NA | NA |
| Closed 2-Oct | Associated Data Services | Provides human resource and payroll management services | Asure Software | NA | NA | NA | NA |
| Closed 2-Oct | StaffMasters | Provides strategic staffing solutions, human resource consulting, and recruitment process outsourcing services | Hire Dynamics | NA | NA | NA | NA |
| Closed 25-Oct | Total HR Management | A PEO, provides human resource services to small and medium sized business in the U.S. | CoAdvantage / Morgan Stanley | NA | NA | NA | NA |
| Closed 14-Nov | IntraLinks | Software-as-a-service solutions provider for secure enterprise content collaboration | Siris Capital Group | \$1,082 | \$1,021 | 3.45x | NM |
| Closed 20-Nov | Bridgepoint Consulting | Offers management consulting services | Addison Group | NA | NA | NA | NA |
| Closed 4-Dec | Accretive Solutions. | Professional services firm offering consulting, project resources, and outsourcing solutions | Resources Connection | \$38 | \$38 | NA | NA |
| Closed 5-Dec | Staff One | A PEO, provides human resource services to small and medium sized business in the U.S. | Oasis Outsourcing / Stone Point Capital | NA | NA | NA | NA |
| Closed 20-Dec | Survey Sampling International | Offers market research, data collection, and technology solutions for survey research | Research Now SSI | NA | NA | 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.

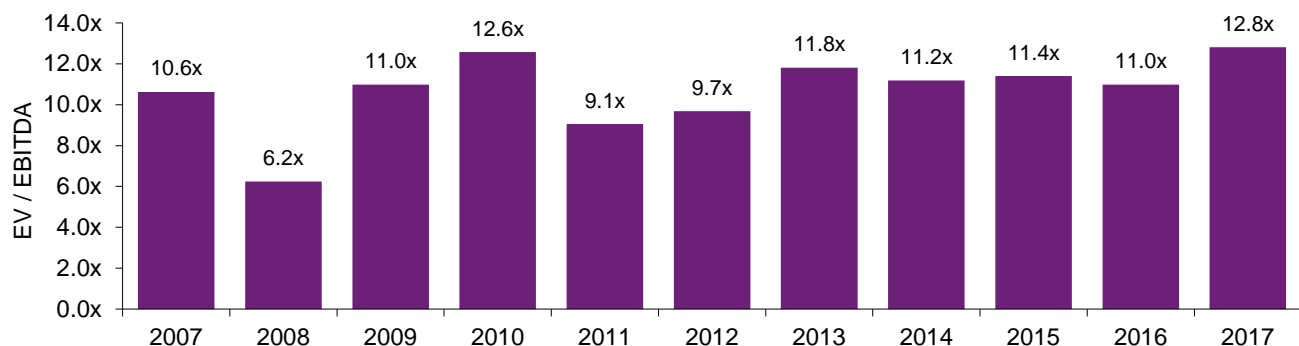
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Consulting & Professional Services (cont.)

M&A Activity: Q4'15 – Q4'17



Historical Public Valuation Multiples: 2007 – 2017



Performance Summary by Sub-sector

| Specialty Consulting | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk EV ⁽³⁾ | LTM | | | | | | |
|---|--------------------------------|----------------------------|----------------------------------|---------|-----------------------|---------------|----------------|--------------|--------------|--------------|
| | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA | |
| Booz Allen Hamilton Holding Corporation | 5,559.8 | 38.13 | 82.1% | 7,076.8 | 6,022.4 | 568.9 | 9.4% | 6.7% | 1.18x | 12.4x |
| CACI International Inc | 3,258.6 | 132.35 | 57.5% | 4,363.1 | 4,367.2 | 363.2 | 8.3% | 3.4% | 1.00x | 12.0x |
| Exponent, Inc. | 1,835.1 | 71.10 | 71.7% | 1,669.6 | 319.7 | 75.6 | 23.6% | 6.9% | NM | 22.1x |
| FTI Consulting, Inc. | 1,590.3 | 42.96 | 80.9% | 1,893.5 | 1,781.9 | 159.6 | 9.0% | (1.6%) | 1.06x | 11.9x |
| Navigant Consulting, Inc. | 891.3 | 19.41 | 40.5% | 1,059.0 | 948.6 | 128.1 | 13.5% | 1.1% | 1.12x | 8.3x |
| Huron Consulting Group Inc. | 859.5 | 40.45 | 55.4% | 1,225.9 | 724.8 | 96.7 | 13.3% | (0.2%) | 1.69x | 12.7x |
| The Hackett Group, Inc. | 450.2 | 15.71 | 33.2% | 456.0 | 261.7 | 40.9 | 15.6% | 0.7% | 1.74x | 11.1x |
| CRA International, Inc. | 364.5 | 44.95 | 84.9% | 344.4 | 352.6 | 30.7 | 8.7% | 8.6% | 0.98x | 11.2x |
| Learning Tree International, Inc. | 31.1 | 2.35 | 44.9% | 26.9 | 70.7 | 1.1 | 1.6% | (11.7%) | NM | 24.1x |
| Mean | | | 61.2% | | | | 11.5% | 1.5% | 1.25x | 14.0x |
| Median | | | 57.5% | | | | 9.4% | 1.1% | 1.12x | 12.0x |

Notes:

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- 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)

| Customer Engagement / Call Center Management | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|--|--------------------------------|----------------------------|----------------|-------------------|---------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| Teleperformance SE | 8,284.5 | 143.43 | 71.7% | 10,075.3 | 4,610.4 | 709.0 | 15.4% | 19.7% | 2.19x | 14.2x |
| NICE Ltd. | 5,617.4 | 92.28 | 99.8% | 5,689.7 | 1,263.8 | 265.3 | 21.0% | 24.4% | 4.50x | 21.4x |
| Nuance Communications, Inc. | 4,746.1 | 16.35 | 39.4% | 6,519.2 | 1,939.4 | 345.2 | 17.8% | (0.6%) | 3.36x | 18.9x |
| Verint Systems Inc. | 2,669.2 | 41.85 | 69.2% | 3,133.5 | 1,112.4 | 97.3 | 8.7% | 6.2% | 2.82x | NM |
| Convergys Corporation | 2,171.7 | 23.50 | 51.5% | 2,271.0 | 2,860.8 | 356.8 | 12.5% | (1.8%) | 0.79x | 6.4x |
| TeleTech Holdings, Inc. | 1,845.4 | 40.25 | 77.5% | 2,028.7 | 1,395.7 | 171.0 | 12.3% | 9.4% | 1.45x | 11.9x |
| Sykes Enterprises, Incorporated | 1,338.2 | 31.45 | 65.1% | 1,277.0 | 1,555.9 | 173.6 | 11.2% | 6.6% | 0.82x | 7.4x |
| LivePerson, Inc. | 684.5 | 11.50 | 62.8% | 630.2 | 217.6 | 11.4 | 5.3% | (2.3%) | 2.90x | NM |
| Mean | | | 67.1% | | | | 13.0% | 7.7% | 2.35x | 13.4x |
| Median | | | 67.2% | | | | 12.4% | 6.4% | 2.50x | 13.0x |

| IT Consulting | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|--|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| Accenture plc | 94,405.7 | 153.09 | 88.4% | 91,539.8 | 35,857.9 | 5,853.8 | 16.3% | 7.4% | 2.55x | 15.6x |
| Tata Consultancy Services Limited | 81,016.4 | 42.32 | 87.8% | 75,910.3 | 18,296.3 | 4,892.4 | 26.7% | 6.4% | 4.15x | 15.5x |
| Cognizant Technology Solutions Corporation | 41,876.6 | 71.02 | 78.0% | 37,986.6 | 14,444.0 | 2,876.0 | 19.9% | 7.1% | 2.63x | 13.2x |
| Infosys Limited | 35,478.7 | 16.33 | 96.4% | 29,919.8 | 10,499.0 | 2,835.0 | 27.0% | 4.1% | 2.85x | 10.6x |
| DXC Technology Company | 27,072.0 | 94.90 | 85.7% | 33,293.0 | 15,882.0 | 2,196.0 | 13.8% | 111.1% | 2.10x | 15.2x |
| Wipro Limited | 23,776.3 | 4.91 | 97.8% | 20,070.3 | 8,378.6 | 1,692.1 | 20.2% | 4.1% | 2.40x | 11.9x |
| HCL Technologies Limited | 19,423.2 | 13.95 | 67.7% | 18,400.9 | 7,374.3 | 1,648.3 | 22.4% | 8.9% | 2.50x | 11.2x |
| Capgemini SE | 19,347.1 | 118.74 | 78.2% | 21,949.2 | 14,482.6 | 1,842.6 | 12.7% | 9.4% | 1.52x | 11.9x |
| CGI Group Inc. | 15,445.0 | 54.46 | 81.3% | 16,858.3 | 8,676.8 | 1,449.7 | 16.7% | 9.2% | 1.94x | 11.6x |
| Atos SE | 15,257.9 | 145.71 | 62.5% | 15,491.4 | 14,068.8 | 1,873.4 | 13.3% | 13.7% | 1.10x | 8.3x |
| Alliance Data Systems Corporation | 14,004.4 | 253.48 | 77.7% | 34,161.1 | 3,160.1 | 1,502.9 | 47.6% | (4.0%) | NM | 22.7x |
| Tech Mahindra Limited | 7,716.5 | 7.90 | 91.3% | 6,638.4 | 4,592.4 | 633.5 | 13.8% | 9.3% | 1.45x | 10.5x |
| Genpact Limited | 6,127.2 | 31.74 | 88.8% | 6,908.0 | 2,684.3 | 450.3 | 16.8% | 4.4% | 2.57x | 15.3x |
| Teradata Corporation | 4,653.7 | 38.46 | 92.9% | 4,354.7 | 2,156.0 | 170.0 | 7.9% | (7.1%) | 2.02x | NM |
| ExlService Holdings, Inc. | 2,048.5 | 60.35 | 84.3% | 1,844.8 | 741.7 | 103.5 | 14.0% | 8.1% | 2.49x | 17.8x |
| WNS (Holdings) Limited | 2,021.2 | 40.13 | 85.8% | 1,940.8 | 671.5 | 85.6 | 12.8% | 14.6% | 2.89x | 22.7x |
| Syntel, Inc. | 1,904.8 | 22.99 | 68.2% | 2,183.7 | 921.9 | 245.8 | 26.7% | (4.6%) | 2.37x | 8.9x |
| Unisys Corporation | 411.4 | 8.15 | 15.0% | 433.8 | 2,718.7 | 133.6 | 4.9% | (3.6%) | NM | 3.2x |
| Mean | | | 79.3% | | | | 18.5% | 11.0% | 2.34x | 13.3x |
| Median | | | 85.0% | | | | 16.5% | 7.3% | 2.44x | 11.9x |

Notes:

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



Consulting & Professional Services (cont.)

Performance Summary by Sub-sector (cont.)

(\$MM)

| HR Staffing & Professional Services | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|--|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| Automatic Data Processing, Inc. | 51,972.6 | 117.19 | 83.4% | 51,627.3 | 12,134.1 | 2,713.5 | 22.4% | 4.0% | 4.25x | 19.0x |
| Marsh & McLennan Companies, Inc. | 41,537.9 | 81.39 | 74.0% | 46,032.9 | 13,703.0 | 3,267.0 | 23.8% | 3.7% | 3.36x | 14.1x |
| Aon plc | 33,503.0 | 134.00 | 56.3% | 37,251.0 | 11,935.0 | 2,220.0 | 18.6% | 2.8% | 3.12x | 16.8x |
| Adecco Group AG | 13,026.3 | 76.50 | 58.3% | 14,295.4 | 27,741.4 | 1,443.1 | 5.2% | 15.7% | 0.52x | 9.9x |
| Randstad Holding NV | 11,275.1 | 61.53 | 30.5% | 12,952.6 | 26,970.9 | 1,178.6 | 4.4% | 23.5% | 0.48x | 11.0x |
| ManpowerGroup Inc. | 8,357.1 | 126.11 | 86.4% | 8,703.5 | 20,352.9 | 878.3 | 4.3% | 3.6% | 0.43x | 9.9x |
| Robert Half International Inc. | 6,840.1 | 55.54 | 85.6% | 6,492.7 | 5,185.6 | 577.4 | 11.1% | (1.2%) | 1.25x | 11.2x |
| The Ultimate Software Group, Inc. | 6,519.8 | 218.23 | 71.0% | 6,391.2 | 899.8 | 69.2 | 7.7% | 15.2% | NM | NM |
| 51job, Inc. | 3,759.4 | 60.85 | 85.5% | 2,895.1 | 401.7 | 124.9 | 31.1% | 19.3% | NM | 23.2x |
| Capita plc | 3,607.3 | 5.42 | 3.1% | 6,691.3 | 6,338.6 | 872.7 | 13.8% | 4.6% | 1.06x | 7.7x |
| Hays plc | 3,586.1 | 2.47 | 68.2% | 3,435.3 | 6,598.9 | 299.1 | 4.5% | 14.4% | 0.52x | 11.5x |
| On Assignment, Inc. | 3,343.0 | 64.27 | 93.6% | 3,925.0 | 2,567.8 | 268.6 | 10.5% | 5.2% | 1.53x | 14.6x |
| Insperity, Inc. | 2,390.7 | 57.35 | 88.3% | 2,207.2 | 3,202.8 | 135.2 | 4.2% | 8.9% | 0.69x | 16.3x |
| AMN Healthcare Services, Inc. | 2,352.8 | 49.25 | 86.2% | 2,652.8 | 1,967.2 | 240.5 | 12.2% | 3.4% | 1.35x | 11.0x |
| Korn/Ferry International | 2,338.5 | 41.38 | 83.7% | 2,291.3 | 1,632.3 | 201.6 | 12.4% | 7.3% | 1.40x | 11.4x |
| Cornerstone OnDemand, Inc. | 2,045.7 | 35.33 | 19.0% | 1,982.5 | 459.1 | (47.8) | (10.4%) | 8.5% | 4.32x | NM |
| PageGroup plc | 1,955.0 | 6.32 | 56.2% | 1,834.8 | 1,679.8 | 155.3 | 9.2% | 13.7% | 1.09x | 11.8x |
| Kelly Services, Inc. | 1,052.1 | 27.27 | 65.7% | 1,053.8 | 5,256.5 | 98.9 | 1.9% | (3.3%) | NM | 10.7x |
| TrueBlue, Inc. | 1,010.4 | 27.50 | 80.4% | 1,110.2 | 2,574.1 | 135.7 | 5.3% | (8.9%) | 0.43x | 8.2x |
| CBIZ, Inc. | 835.9 | 15.45 | 60.4% | 1,043.1 | 839.0 | 89.7 | 10.7% | 4.9% | 1.24x | 11.6x |
| Kforce Inc. | 637.3 | 25.25 | 83.3% | 765.5 | 1,341.4 | 72.7 | 5.4% | 1.6% | 0.57x | 10.5x |
| Barrett Business Services, Inc. | 470.8 | 64.49 | 80.5% | 438.9 | 896.8 | 31.8 | 3.5% | 6.7% | 0.49x | 13.8x |
| Cross Country Healthcare, Inc. | 465.5 | 12.76 | 31.8% | 550.7 | 867.9 | 39.3 | 4.5% | 4.1% | 0.63x | 14.0x |
| Resources Connection, Inc. | 465.5 | 15.45 | 43.9% | 463.9 | 581.2 | 39.2 | 6.7% | (1.5%) | 0.80x | 11.8x |
| Heidrick & Struggles International, Inc. | 461.2 | 24.55 | 72.3% | 355.5 | 611.8 | 57.9 | 9.5% | 5.1% | 0.58x | 6.1x |
| GP Strategies Corporation | 389.4 | 23.20 | 10.1% | 429.9 | 505.0 | 35.9 | 7.1% | 2.9% | 0.85x | 12.0x |
| DHI Group, Inc. | 95.5 | 1.90 | 6.1% | 141.8 | 212.0 | 35.5 | 16.7% | (6.6%) | 0.67x | 4.0x |
| Computer Task Group, Incorporated | 79.0 | 5.10 | 42.3% | 67.6 | 304.1 | 6.2 | 2.0% | (6.4%) | NM | 10.9x |
| RCM Technologies, Inc. | 75.1 | 6.25 | 58.2% | 83.7 | 179.9 | 7.5 | 4.2% | 1.9% | 0.47x | 11.1x |
| Hudson Global, Inc. | 70.3 | 2.25 | 89.3% | 61.9 | 435.4 | 4.9 | 1.1% | 3.0% | NM | 12.7x |
| Mean | | | 61.8% | | | | 8.8% | 5.2% | 1.28x | 12.0x |
| Median | | | 69.6% | | | | 6.9% | 4.1% | 0.80x | 11.4x |
| Total Mean | | | 67.2% | | | | 12.4% | 6.6% | 1.74x | 12.8x |
| Total Median | | | 72.3% | | | | 12.2% | 4.6% | 1.42x | 11.8x |

Notes:

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Engineering & Construction

Sector Update | Q4 2017



Engineering & Construction



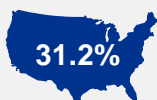
Q4'17
\$6.9bn

Q3'17
\$3.7bn

Global aggregate E&C deal value increased to \$6.9bn in Q4'17, up from \$3.7bn in Q3'17. However, sector deal volume witnessed a 12.2% decline, compared to Q3'17.



U.S. E&C deal value witnessed a significant increase from \$127.4m in Q3'17 to \$4.3bn in Q4'17; along with a 10.2% increase in the total number of **U.S.** transactions, compared to Q3'17.



The U.S. accounted for 31.2% of global E&C M&A activity in Q4'17, an increase from 24.9% in Q3'17

Notable Recent U.S. Sector Transactions

(\$MM)

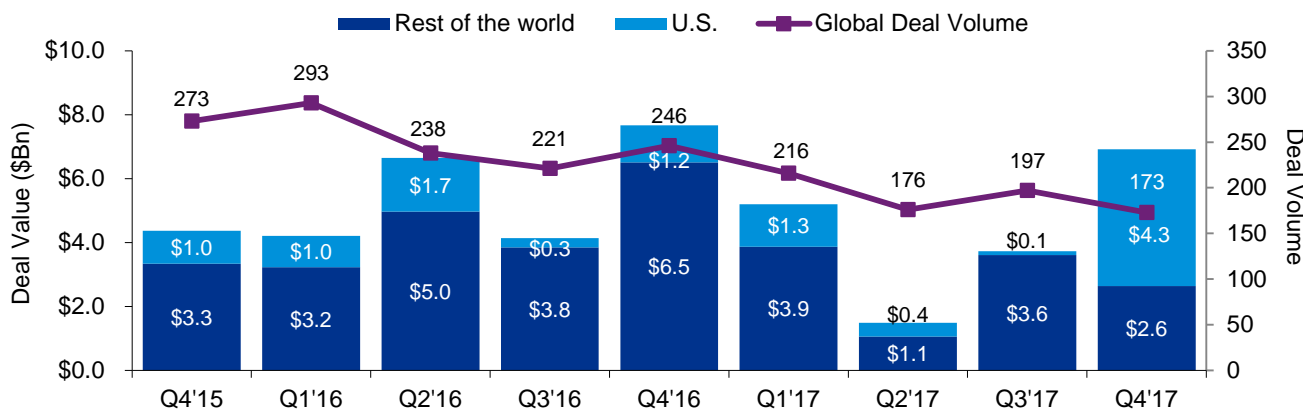
| Announced / Closed | Target | Target Business Description | Acquirer | TV | EV | LTM | |
|--------------------|--|---|----------------------------|-------|-------|--------------|-------------|
| | | | | | | EV / Revenue | EV / EBITDA |
| Closed 3-Oct | Glumac | Provider of cost-effective sustainable design, energy analysis, and related engineering solution | Tetra Tech | NA | NA | NA | NA |
| Closed 10-Oct | Williams Electric Company | Electrical contractor, catering to government and commercial customers | Parsons Corporation | NA | NA | NA | NA |
| Announced 17-Oct | Praxis Engineering Technologies | Offers technology solutions, focusing on application software and system engineering technologies | CSRA | \$235 | \$235 | NA | NA |
| Closed 30-Oct | Heery International | Architecture, interior design, engineering, construction management, and program management services provider | CBRE Group, Inc. | \$55 | \$55 | NA | NA |
| Closed 21-Nov | New England Utility Constructors | Provider of general contracting and construction services | Centuri Construction Group | NA | NA | NA | NA |
| Closed 27-Nov | MSP Engineering Group | Offers structural engineering services | BIG RED DOG | NA | NA | NA | NA |
| Closed 30-Nov | Moreland Altobelli; Pavetex Engineering; and Engineering Testing Services | Combined companies offer engineering, infrastructure, construction, and program management services | Bernhard Capital Partners | NA | NA | NA | NA |
| Closed 6-Dec | Woolpert | Operates as a design, geospatial, and infrastructure management company | Long Point Capital | NA | NA | NA | NA |
| Closed 26-Dec | U.S. Power & Industrial Engineering Services Division, of Altran Technologies S.A. | Engineering, design, and construction management services provider | CriticalPoint Capital | NA | NA | NA | NA |

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.

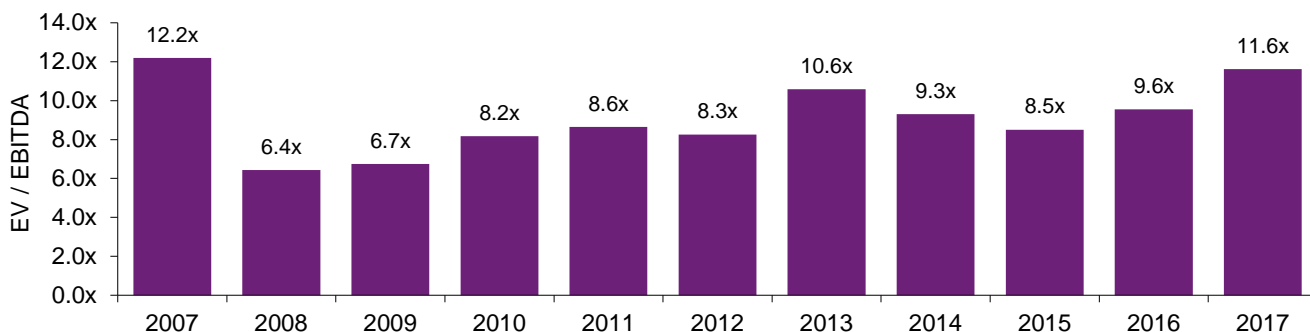
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Engineering & Construction (cont.)

M&A Activity: Q4'15 – Q4'17



Historical Public Valuation Multiples: 2007 – 2017



Performance Summary by Sub-sector

| | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|---|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| Diversified Engineering & Construction | | | | | | | | | | |
| HOCHTIEF Aktiengesellschaft | 11,245.3 | 175.03 | 33.4% | 11,713.2 | 26,054.9 | 1,233.3 | 4.7% | 24.0% | 0.45x | 9.5x |
| SNC-Lavalin Group Inc. | 7,982.7 | 45.49 | 74.4% | 9,737.2 | 6,701.0 | 552.5 | 8.2% | 9.5% | 1.45x | 17.6x |
| Jacobs Engineering Group Inc. | 7,949.6 | 65.96 | 83.1% | 7,472.5 | 10,022.8 | 637.1 | 6.4% | (6.0%) | 0.75x | 11.7x |
| Fluor Corporation | 7,224.6 | 51.65 | 68.5% | 6,987.8 | 19,483.3 | 724.4 | 3.7% | 2.3% | NM | 9.6x |
| Quanta Services, Inc. | 6,070.1 | 39.11 | 93.7% | 6,744.3 | 9,090.8 | 677.3 | 7.5% | 18.8% | 0.74x | 10.0x |
| AECOM | 5,855.7 | 37.15 | 74.9% | 9,116.0 | 18,203.4 | 811.5 | 4.5% | 4.2% | 0.50x | 11.2x |
| Stantec Inc. | 3,194.6 | 28.04 | 71.4% | 3,674.2 | 2,746.2 | 292.3 | 10.6% | 19.1% | 1.34x | 12.6x |
| KBR, Inc. | 2,777.8 | 19.83 | 82.0% | 2,769.8 | 4,424.0 | 97.0 | 2.2% | 3.7% | 0.63x | NM |
| Balfour Beatty plc | 2,726.7 | 4.01 | 95.9% | 3,151.1 | 9,278.2 | 75.3 | 0.8% | 8.5% | NM | NM |
| ARCADIS NV | 1,961.4 | 22.88 | 88.6% | 2,585.6 | 3,763.7 | 216.4 | 5.7% | 7.1% | 0.69x | 11.9x |
| URSUS Spółka Akcyjna | 67.5 | 1.14 | 43.2% | 108.4 | 85.6 | 4.1 | 4.8% | 25.7% | 1.27x | NM |
| Mean | | | 73.6% | | | | 5.4% | 10.6% | 0.87x | 11.8x |
| Median | | | 74.9% | | | | 4.8% | 8.5% | 0.74x | 11.5x |

Notes:

- Market Capitalization amounts are based on closing share prices as of December 31, 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. 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.

Engineering & Construction (cont.)

Performance Summary by Sub-sector (cont.)

(\$MM)

| Specialty Engineering & Construction | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|--------------------------------------|--------------------------------|----------------------------|----------------|-------------------|---------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| Eversource Energy | 20,020.8 | 63.18 | 75.4% | 31,494.8 | 7,633.1 | 2,637.6 | 34.6% | (0.1%) | 4.13x | 11.9x |
| John Wood Group PLC | 5,874.0 | 8.79 | 27.2% | 6,416.8 | 3,903.5 | 273.1 | 7.0% | (5.3%) | 1.64x | 23.5x |
| Dycom Industries, Inc. | 3,447.5 | 111.43 | 90.5% | 4,171.7 | 3,023.9 | 389.7 | 12.9% | 7.5% | 1.38x | 10.7x |
| Clean Harbors, Inc. | 3,085.8 | 54.20 | 38.1% | 4,354.1 | 2,889.7 | 411.8 | 14.2% | 4.9% | 1.51x | 10.6x |
| Tetra Tech, Inc. | 2,683.0 | 48.15 | 77.2% | 2,850.1 | 2,034.0 | 221.4 | 10.9% | 5.4% | 1.40x | 12.9x |
| McDermott International, Inc. | 1,868.9 | 6.58 | 36.8% | 2,024.1 | 2,908.4 | 378.2 | 13.0% | 10.3% | 0.70x | 5.4x |
| Chicago Bridge & Iron Company N.V. | 1,636.9 | 16.14 | 24.8% | 3,519.9 | 9,147.5 | (113.9) | (1.2%) | (14.3%) | NM | NM |
| Primoris Services Corporation | 1,398.9 | 27.19 | 65.6% | 1,495.9 | 2,402.8 | 176.3 | 7.3% | 20.3% | 0.62x | 8.5x |
| Aegion Corporation | 827.2 | 25.43 | 69.6% | 1,105.3 | 1,343.3 | 123.3 | 9.2% | 9.9% | 0.82x | 9.0x |
| MYR Group Inc. | 588.2 | 35.73 | 61.3% | 670.1 | 1,373.5 | 74.8 | 5.4% | 20.2% | 0.49x | 9.0x |
| Hill International, Inc. | 282.7 | 5.45 | 87.5% | 419.8 | 413.5 | 2.2 | 0.5% | (4.8%) | 1.02x | NM |
| Layne Christensen Company | 249.5 | 12.55 | 83.6% | 388.5 | 602.2 | 13.6 | 2.3% | 14.9% | 0.65x | NM |
| Orion Group Holdings, Inc. | 220.8 | 7.83 | 44.8% | 298.0 | 560.6 | 15.3 | 2.7% | (3.0%) | 0.53x | 19.4x |
| IBI Group Inc. | 202.7 | 6.50 | 90.6% | 298.2 | 289.1 | 35.0 | 12.1% | 9.7% | 1.03x | 8.5x |
| North American Energy Partners Inc. | 126.2 | 4.95 | 62.5% | 215.0 | 218.2 | 43.6 | 20.0% | 37.5% | 0.99x | 4.9x |
| Willbros Group, Inc. | 89.8 | 1.42 | 11.5% | 159.4 | 796.5 | (32.4) | (4.1%) | 8.9% | NM | NM |
| Mean | | | 59.2% | | | | 9.2% | 7.6% | 1.21x | 11.2x |
| Median | | | 64.0% | | | | 8.3% | 8.2% | 1.00x | 9.8x |

| Construction Contractors | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|---------------------------------------|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| Skanska AB (publ) | 8,509.3 | 20.77 | 2.1% | 8,603.4 | 18,655.3 | 554.4 | 3.0% | 16.5% | 0.46x | 15.5x |
| EMCOR Group, Inc. | 4,808.0 | 81.75 | 90.3% | 4,742.3 | 7,624.3 | 446.6 | 5.9% | 1.0% | 0.62x | 10.6x |
| MasTec, Inc. | 4,051.1 | 48.95 | 86.7% | 5,293.8 | 6,346.0 | 606.9 | 9.6% | 23.6% | 0.83x | 8.7x |
| Granite Construction Incorporated | 2,527.7 | 63.43 | 82.2% | 2,330.0 | 2,855.1 | 138.7 | 4.9% | 13.5% | 0.82x | 16.8x |
| Bovis Homes Group PLC | 2,132.9 | 15.84 | 89.6% | 2,144.5 | 1,389.4 | 204.5 | 14.7% | 6.7% | 1.54x | 10.5x |
| Tutor Perini Corporation | 1,261.9 | 25.35 | 26.4% | 1,929.3 | 4,810.7 | 232.7 | 4.8% | (3.3%) | 0.40x | 8.3x |
| Aecon Group Inc. | 936.5 | 15.90 | 98.3% | 1,335.7 | 2,372.8 | 121.0 | 5.1% | (0.8%) | 0.56x | 11.0x |
| Bird Construction Inc. | 343.8 | 8.09 | 81.8% | 321.5 | 1,177.3 | 20.1 | 1.7% | (0.5%) | NM | 16.0x |
| Great Lakes Dredge & Dock Corporation | 333.0 | 5.40 | 85.7% | 748.6 | 724.2 | 68.2 | 9.4% | (5.7%) | 1.03x | 11.0x |
| Stuart Olson Inc. | 154.1 | 5.63 | 92.0% | 205.9 | 759.9 | 17.7 | 2.3% | 12.2% | NM | 11.6x |
| Mean | | | 73.5% | | | | 6.1% | 6.3% | 0.78x | 12.0x |
| Median | | | 86.2% | | | | 5.0% | 3.8% | 0.72x | 11.0x |

| | | | | | | | | | | |
|---------------------|--|--|--------------|--|--|--|-------------|-------------|--------------|--------------|
| Total Mean | | | 67.3% | | | | 7.2% | 8.2% | 1.00x | 11.6x |
| Total Median | | | 75.4% | | | | 5.7% | 7.5% | 0.82x | 10.8x |

Notes:

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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 | Q4 2017



Facilities Management & Maintenance Services



Q4'17
\$1.4bn

Q3'17
\$2.7bn

In Q4'17 **global** deal value fell by 48.7% to \$1.4bn compared to Q3'17.

Global deal volume fell by 7.7% from 65 reported deals in Q3'17 to 60 in Q4'17.



Q4'17 **U.S.** M&A deal value decreased to \$222.2m, compared to \$ 282.5m in Q3'17. Deal volume in the **U.S.** remained relatively flat during Q4'17



38.3%

U.S. share of global M&A volume Q4'17

U.S. deal flow accounted for 38.3% of global M&A activity in Q4'17, up from 36.9% in Q3'17.

Notable Recent U.S. Sector Transactions

(\$MM)

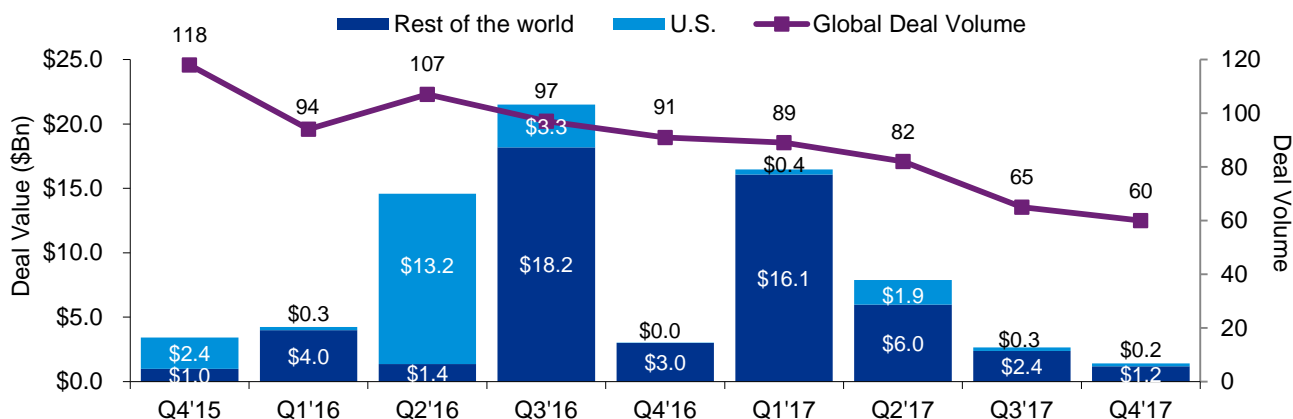
| Announced / Closed | Target | Target Business Description | Acquirer | TV | EV | LTM | |
|-----------------------|--|--|-------------------------------|---------|---------|-----------------|----------------|
| | | | | | | EV / Revenue | EV / EBITDA |
| Effective 3-Oct | National Food Enterprises | Food catering services provider | Elior North America | NA | NA | NA | NA |
| Closed 11-Oct | Aquilex Holdings | Provides maintenance, repair, overhaul (MRO), and industrial cleaning solutions | PSC Industrial Holdings Corp. | NA | NA | NA | NA |
| Announced 16-Oct | AmeriPride Services | Uniform rental and linen supply services provider | Aramark | \$1,000 | \$1,000 | NA | 12.0x |
| Closed 17-Oct | VLS Recovery Services, LLC | Provides waste management and railcar cleaning services | Aurora Capital Partners | NA | NA | NA | NA |
| Closed 11-Dec | Avendra | Supply chain management company with a focus on the hospitality industry | Aramark | \$1,350 | \$1,350 | NA | 13.0x |
| Announced 11-Dec | SMG | Provides public facility management services | Onex Corporation | NA | NA | NA | NA |
| Closed 20-Dec | Liquid Environmental Solutions Corporation | Offers liquid and non-hazardous waste collection, recycling, reclamation, and disposal services | Audax Group | NA | NA | NA | NA |
| Closed 20-Dec | Potter Electric Signal Company | Develops, manufactures, and installs sprinkler monitoring, security, fire, and industrial control products | Gryphon Investors | NA | NA | NA | 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.

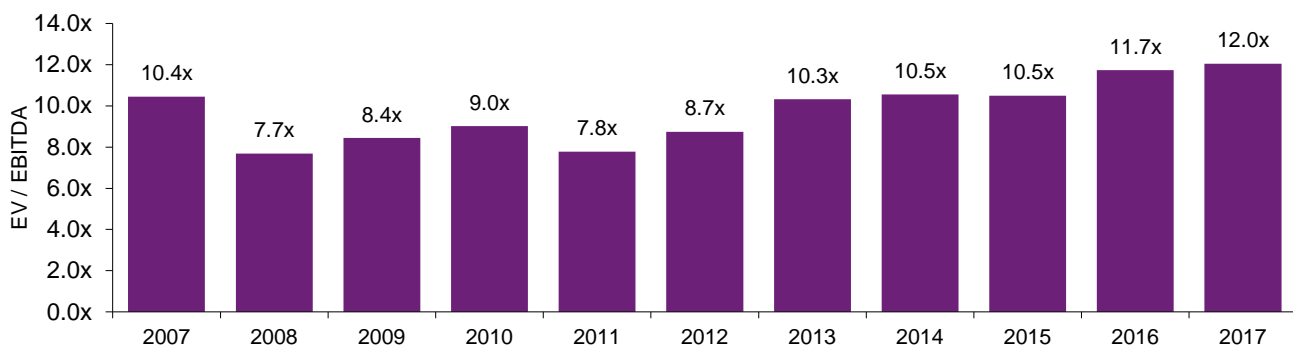
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Facilities Management & Maintenance Services (cont.)

M&A Activity: Q4'15 – Q4'17



Historical Public Valuation Multiples: 2007 – 2017



Performance Summary by Sub-sector

| | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk EV ⁽³⁾ | LTM | | | | | | |
|-------------------------------|--------------------------------|----------------------------|----------------------------------|----------|-----------------------|---------------|----------------|--------------|--------------|--------------|
| | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA | |
| Environmental Services | | | | | | | | | | |
| Waste Management, Inc. | 37,472.9 | 86.30 | 96.7% | 46,804.9 | 14,293.0 | 3,911.0 | 27.4% | 5.0% | 3.27x | 12.0x |
| Republic Services, Inc. | 22,596.9 | 67.61 | 96.7% | 30,392.9 | 9,860.7 | 2,740.9 | 27.8% | 5.0% | 3.08x | 11.1x |
| Waste Connections, Inc. | 18,702.7 | 70.94 | 85.2% | 22,175.8 | 4,521.9 | 1,426.3 | 31.5% | 33.9% | 4.90x | 15.5x |
| Stericycle, Inc. | 5,804.5 | 67.99 | 25.2% | 8,542.2 | 3,599.3 | 748.2 | 20.8% | 1.0% | 2.37x | 11.4x |
| Clean Harbors, Inc. | 3,085.8 | 54.20 | 38.1% | 4,354.1 | 2,889.7 | 411.8 | 14.2% | 4.9% | 1.51x | 10.6x |
| Covanta Holding Corporation | 2,207.6 | 16.90 | 90.7% | 5,142.6 | 1,617.0 | 279.0 | 17.3% | (0.1%) | 3.18x | 18.4x |
| Daiseki Co., Ltd. | 1,189.8 | 27.83 | 99.0% | 1,042.5 | 420.1 | 94.0 | 22.4% | 6.6% | 2.48x | 11.1x |
| Renewi plc | 1,117.1 | 1.40 | 81.5% | 1,827.9 | 1,627.2 | 169.1 | 10.4% | 87.6% | 1.12x | 10.8x |
| US Ecology, Inc. | 1,113.2 | 51.00 | 57.8% | 1,383.2 | 487.5 | 101.7 | 20.9% | 2.1% | 2.84x | 13.6x |
| Casella Waste Systems, Inc. | 967.8 | 23.02 | 98.5% | 1,450.3 | 591.9 | 115.1 | 19.4% | 4.8% | 2.45x | 12.6x |
| Heritage-Crystal Clean, Inc. | 497.6 | 21.75 | 93.2% | 493.4 | 356.9 | 42.0 | 11.8% | 2.7% | 1.38x | 11.7x |
| Sanix Incorporated | 96.2 | 2.02 | 25.5% | 172.6 | 457.0 | 16.4 | 3.6% | 1.4% | NM | 10.5x |
| Newalta Corporation | 71.0 | 0.81 | 17.8% | 346.3 | 198.7 | 36.3 | 18.3% | 29.9% | 1.74x | 9.5x |
| Mean | | | 69.7% | | | | 18.9% | 14.2% | 2.53x | 12.2x |
| Median | | | 85.2% | | | | 19.4% | 4.9% | 2.47x | 11.4x |

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- 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.)

Performance Summary by Sub-sector (cont.)

(\$MM)

| Facilities Management | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|------------------------------|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| Compass Group PLC | 34,235.7 | 21.63 | 51.4% | 39,111.0 | 30,257.7 | 2,835.7 | 9.4% | 19.1% | 1.29x | 13.8x |
| Sodexo S.A. | 19,997.0 | 134.55 | 58.0% | 21,873.8 | 24,579.0 | 1,894.1 | 7.7% | 14.7% | 0.89x | 11.5x |
| Cintas Corporation | 16,591.2 | 155.83 | 84.9% | 19,166.7 | 4,828.0 | 1,192.1 | 24.7% | 24.3% | 3.97x | 16.1x |
| Iron Mountain Incorporated | 10,618.6 | 37.73 | 59.0% | 17,229.8 | 2,330.2 | 1,248.0 | 53.6% | 8.7% | NM | 13.8x |
| Aramark | 10,496.3 | 42.74 | 87.7% | 15,546.3 | 14,604.4 | 1,293.5 | 8.9% | 1.1% | 1.06x | 12.0x |
| Rollins, Inc. | 10,142.4 | 46.53 | 88.6% | 10,029.0 | 1,644.9 | 333.4 | 20.3% | 4.5% | NM | NM |
| Rentokil Initial plc | 7,876.5 | 4.30 | 83.0% | 9,250.5 | 3,135.9 | 686.0 | 21.9% | 17.1% | 2.95x | 13.5x |
| ISS A/S | 7,136.9 | 38.75 | 21.1% | 9,393.5 | 12,723.2 | 788.6 | 6.2% | 13.2% | 0.74x | 11.9x |
| EMCOR Group, Inc. | 4,808.0 | 81.75 | 90.3% | 4,742.3 | 7,624.3 | 446.6 | 5.9% | 1.0% | 0.62x | 10.6x |
| HomeServe plc | 3,588.5 | 10.94 | 83.0% | 4,000.4 | 1,121.8 | 191.1 | 17.0% | 23.6% | 3.57x | 20.9x |
| UniFirst Corporation | 3,344.9 | 164.90 | 85.3% | 2,995.1 | 1,620.6 | 268.0 | 16.5% | 9.4% | 1.85x | 11.2x |
| Aggreko plc | 2,752.4 | 10.80 | 14.6% | 3,680.9 | 2,106.5 | 695.7 | 33.0% | 12.6% | 1.75x | 5.3x |
| FirstService Corporation | 2,517.2 | 70.12 | 78.6% | 2,856.9 | 1,648.5 | 148.4 | 9.0% | 11.2% | 1.73x | 19.3x |
| ABM Industries Incorporated | 2,471.2 | 37.72 | 13.0% | 3,586.6 | 5,453.6 | 198.5 | 3.6% | 6.0% | 0.66x | 18.1x |
| Comfort Systems USA, Inc. | 1,613.5 | 43.65 | 91.1% | 1,665.7 | 1,719.0 | 135.5 | 7.9% | 5.2% | 0.97x | 12.3x |
| Mitie Group plc | 942.0 | 2.61 | 16.2% | 1,220.3 | 2,900.5 | 28.7 | 1.0% | 14.4% | 0.42x | NM |
| SP Plus Corporation | 823.7 | 37.10 | 70.8% | 974.1 | 904.9 | 109.3 | 12.1% | 1.5% | 1.08x | 8.9x |
| Mears Group plc | 573.0 | 5.54 | 25.7% | 600.3 | 1,227.0 | 63.0 | 5.1% | 5.7% | 0.49x | 9.5x |
| Carillion plc | 100.3 | 0.23 | 1.1% | 912.8 | 5,403.9 | (130.5) | (2.4%) | (0.4%) | NM | NM |
| Blancco Technology Group plc | 60.5 | 0.98 | 9.1% | 59.5 | 36.0 | 3.9 | 10.7% | 9.1% | 1.66x | 15.5x |
| Mean | | | 55.6% | | | | 13.6% | 10.1% | 1.51x | 13.2x |
| Median | | | 64.9% | | | | 9.2% | 9.3% | 1.08x | 12.3x |

| Security | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|--------------------------------------|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|-------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| SECOM CO., LTD. | 16,484.7 | 75.53 | 53.1% | 13,948.1 | 8,302.0 | 1,686.0 | 20.3% | 4.4% | 1.68x | 8.3x |
| Securitas AB | 6,386.4 | 17.49 | 67.5% | 8,119.5 | 11,268.4 | 718.2 | 6.4% | 16.0% | 0.72x | 11.3x |
| G4S plc | 5,582.3 | 3.61 | 33.6% | 7,758.4 | 10,428.8 | 837.7 | 8.0% | 11.3% | 0.74x | 9.3x |
| Sohgo Security Services Co.,Ltd. | 5,470.1 | 54.42 | 91.3% | 4,984.7 | 3,767.7 | 391.3 | 10.4% | 8.9% | 1.32x | 12.7x |
| Prosegur Compañía de Seguridad, S.A. | 4,707.2 | 7.87 | 69.1% | 4,935.8 | 5,014.7 | 601.7 | 12.0% | 21.7% | 0.98x | 8.2x |
| The Brink's Company | 3,973.0 | 78.70 | 81.4% | 4,503.1 | 3,247.3 | 355.3 | 10.9% | 7.5% | 1.39x | 12.7x |
| dormakaba Holding AG | 3,890.1 | 931.19 | 60.4% | 4,519.8 | 2,630.4 | 400.1 | 15.2% | 14.1% | 1.72x | 11.3x |
| S-1 Corporation | 3,385.1 | 100.16 | 98.0% | 3,123.2 | 1,694.4 | 316.3 | 18.7% | 11.5% | 1.84x | 9.9x |
| Loomis AB (publ) | 3,166.9 | 42.10 | 92.3% | 3,650.8 | 2,120.3 | 396.1 | 18.7% | 14.6% | 1.72x | 9.2x |
| Ascent Capital Group, Inc. | 140.6 | 11.49 | 29.2% | 1,823.8 | 560.6 | 303.0 | 54.0% | (1.7%) | 3.25x | 6.0x |
| Mean | | | 67.6% | | | | 17.5% | 10.8% | 1.54x | 9.9x |
| Median | | | 68.3% | | | | 13.6% | 11.4% | 1.53x | 9.6x |

| | | | | | | | | | | |
|---------------------|--|--|--------------|--|--|--|--------------|--------------|--------------|--------------|
| Total Mean | | | 62.7% | | | | 16.1% | 11.5% | 1.83x | 12.0x |
| Total Median | | | 70.8% | | | | 14.2% | 8.7% | 1.68x | 11.5x |

Notes:

1. Market Capitalization amounts are based on closing share prices as of December 31, 2017.
 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. Facilities Management & Maintenance is defined by an internally originated list of subsectors viewed as best representing the industry.



Media & Marketing Services

Sector Update | Q4 2017



Media & Marketing Services M&A Update

Total global deal value
\$26.3 billion



Global media & marketing services deal value declined by 27.7% to \$26.3bn in Q4'17, compared to Q3'17, however deal volume was up 6.6% during the quarter.

U.S. deal value
\$18.7 billion



U.S. media & marketing services deal value for the quarter was relatively unchanged at \$18.7bn, while deal volume increased by 3.9%.



Q4'17 **39.8%** | Q3'17 **40.9%**
U.S. share of global M&A volume

The U.S. accounted 39.8% of global M&A volume in Q4'17, a slight decline from 40.9% in Q3'17.

Notable Recent U.S. Sector Transactions

(\$MM)

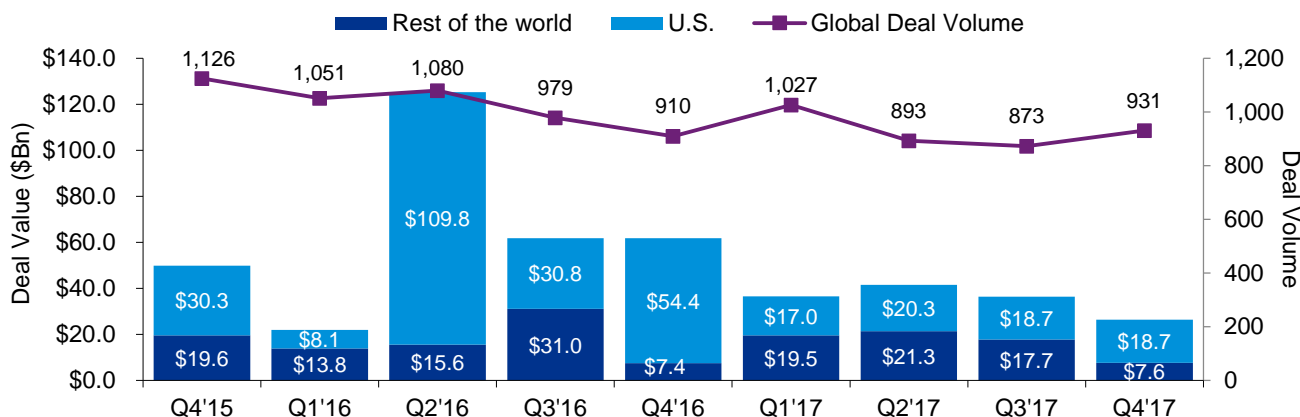
| Announced / Closed | Target | Business Description | Acquirer | TV | EV | LTM | |
|--------------------|---|--|------------------------------|---------|---------|--------------|-------------|
| | | | | | | EV / Revenue | EV / EBITDA |
| Closed 2-Oct | Chadwick Martin Bailey (CMB) | Provides market research and consulting services | ITA Group | NA | NA | NA | NA |
| Closed 3-Oct | AlphaGraphics | Offers a range of print, visual communications, and marketing products and solutions | MBE Worldwide | \$60 | \$60 | NA | NA |
| Closed 5-Oct | Penguin Random House | Publishes trade books, and books for adult and children | Bertelsmann SE & Co. | \$1,034 | \$4,466 | 1.32x | 8.4x |
| Announced 18-Oct | Rodale | Operates as a publishing company that focuses on health and wellness lifestyle brands | Hearst Magazines Corporation | NA | NA | NA | NA |
| Closed 13-Nov | Plowshare Group | Advertising agency for nonprofit organizations and government agencies | Publicis | NA | NA | NA | NA |
| Closed 5-Dec | Alliance Life Sciences Consulting Group | Provides management and technology consulting services | The Access Group | NA | NA | NA | NA |
| Closed 5-Dec | Health Strategies | Provides market intelligence and consulting services to pharmaceutical and biotechnology sectors | The Access Group | NA | NA | NA | NA |
| Announced 6-Dec | Swirl | Operates as an integrated marketing agency, offering advertising, strategy, and media development and analytics services | Dentsu | NA | NA | NA | NA |
| Announced 14-Dec | David & Goliath LLC | Provides marketing strategies, advertising and communication services | Innocean Worldwide | NA | NA | NA | NA |

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.

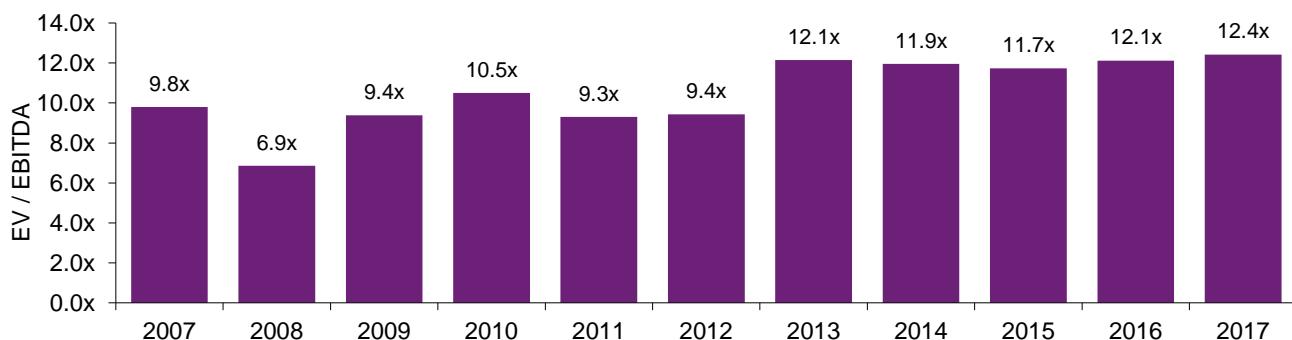
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Media & Marketing Services (cont.)

M&A Activity: Q4'15 – Q4'17



Historical Public Valuation Multiples: 2007 – 2017



Performance Summary by Sub-sector

(\$MM)

| Advertising Agencies | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|--|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|-------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| WPP plc | 23,017.9 | 18.13 | 14.9% | 29,920.4 | 19,813.5 | 3,569.6 | 18.0% | 11.5% | 1.51x | 8.4x |
| Omnicom Group Inc. | 16,789.7 | 72.83 | 34.0% | 20,642.9 | 15,338.9 | 2,326.5 | 15.2% | (0.5%) | 1.35x | 8.9x |
| Publicis Groupe S.A. | 15,374.4 | 68.02 | 27.2% | 17,900.8 | 11,207.1 | 1,969.2 | 17.6% | 9.1% | 1.60x | 9.1x |
| Dentsu Inc. | 11,950.7 | 42.39 | 16.5% | 15,134.1 | 8,056.7 | 1,475.3 | 18.3% | 12.2% | 1.88x | 10.3x |
| The Interpublic Group of Companies, Inc. | 7,834.3 | 20.16 | 25.1% | 9,492.8 | 7,805.9 | 1,105.2 | 14.2% | (0.5%) | 1.22x | 8.6x |
| Hakuhodo DY Holdings Inc | 4,842.9 | 12.99 | 51.1% | 3,960.5 | 11,481.5 | 508.7 | 4.4% | 8.0% | NM | 7.8x |
| Ströer SE & Co. KGaA | 4,090.1 | 73.99 | 84.6% | 4,866.5 | 1,497.6 | 299.6 | 20.0% | 26.3% | 3.25x | 16.2x |
| Cheil Worldwide Inc. | 2,146.8 | 19.85 | 84.7% | 1,767.8 | 2,927.8 | 175.6 | 6.0% | 9.0% | 0.60x | 10.1x |
| Innocean Worldwide Inc. | 1,370.5 | 68.52 | 75.3% | 701.4 | 993.6 | 96.3 | 9.7% | 13.8% | 0.71x | 7.3x |
| MDC Partners Inc. | 569.0 | 9.75 | 59.1% | 1,677.1 | 1,501.5 | 168.9 | 11.3% | 8.3% | 1.12x | 9.9x |
| Harte Hanks, Inc. | 59.3 | 0.95 | 24.1% | 59.9 | 394.1 | 6.1 | 1.6% | (2.5%) | NM | 9.8x |
| Mean | | | 45.1% | | | | 12.4% | 8.6% | 1.47x | 9.7x |
| Median | | | 34.0% | | | | 14.2% | 9.0% | 1.35x | 9.1x |

Notes:

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 - 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. 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.

Media & Marketing Services (cont.)

Performance Summary by Sub-sector (cont.)

(\$MM)

| Data & Information Services - Diversified | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|---|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| Thomson Reuters Corporation | 31,012.5 | 43.69 | 5.9% | 37,863.5 | 11,249.0 | 2,548.0 | 22.7% | 0.7% | 3.37x | 14.9x |
| Experian plc | 20,073.9 | 22.11 | 74.3% | 23,577.1 | 4,439.0 | 1,548.0 | 34.9% | 7.1% | NM | 15.2x |
| IHS Markit Ltd. | 17,872.2 | 45.15 | 73.9% | 21,788.5 | 3,528.8 | 1,085.8 | 30.8% | 29.0% | NM | 20.1x |
| Verisk Analytics, Inc. | 15,810.4 | 96.00 | 88.7% | 18,546.4 | 2,081.0 | 963.0 | 46.3% | 4.3% | NM | 19.3x |
| Wolters Kluwer N.V. | 14,682.2 | 52.21 | 87.6% | 17,414.0 | 5,053.1 | 1,342.8 | 26.6% | 11.4% | 3.45x | 13.0x |
| Equifax Inc. | 14,159.8 | 117.92 | 49.3% | 16,616.2 | 3,324.9 | 1,163.7 | 35.0% | 5.7% | 5.00x | 14.3x |
| Alliance Data Systems Corporation | 14,004.4 | 253.48 | 77.7% | 34,161.1 | 3,160.1 | 1,502.9 | 47.6% | (4.0%) | NM | 22.7x |
| Informa plc | 8,037.3 | 9.76 | 82.6% | 10,156.8 | 2,095.4 | 658.3 | 31.4% | 26.1% | 4.85x | 15.4x |
| Teradata Corporation | 4,653.7 | 38.46 | 92.9% | 4,354.7 | 2,156.0 | 170.0 | 7.9% | (7.1%) | 2.02x | NM |
| Fair Isaac Corporation | 4,594.5 | 153.20 | 83.6% | 5,093.7 | 932.2 | 211.4 | 22.7% | 3.5% | NM | 24.1x |
| UBM plc | 3,971.8 | 10.10 | 78.0% | 4,770.1 | 1,209.6 | 329.9 | 27.3% | 13.5% | 3.94x | 14.5x |
| Axiom Corporation | 2,185.1 | 27.56 | 67.0% | 2,245.7 | 885.9 | 79.7 | 9.0% | 0.7% | 2.53x | NM |
| Mean | | | 71.8% | | | | 28.5% | 7.6% | 3.59x | 17.3x |
| Median | | | 77.8% | | | | 29.0% | 5.0% | 3.45x | 15.3x |

| Data & Information Services - Financial and Market Data & Media | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|---|--------------------------------|----------------------------|----------------|-------------------|---------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| Fidelity National Information Services, Inc. | 31,413.7 | 94.09 | 87.9% | 39,906.7 | 9,240.0 | 2,529.0 | 27.4% | (0.0%) | 4.32x | 15.8x |
| Moody's Corporation | 28,208.3 | 147.61 | 89.6% | 33,070.9 | 3,980.7 | 1,895.0 | 47.6% | 10.4% | NM | 17.5x |
| MSCI Inc. | 11,397.3 | 126.54 | 92.3% | 12,675.7 | 1,232.2 | 632.5 | 51.3% | 7.1% | NM | 20.0x |
| Gartner, Inc. | 11,163.7 | 123.15 | 82.7% | 13,883.5 | 3,000.2 | 367.0 | 12.2% | 22.7% | 4.63x | NM |
| CoStar Group, Inc. | 10,733.4 | 296.95 | 86.3% | 10,415.9 | 929.6 | 235.3 | 25.3% | 11.0% | NM | NM |
| FactSet Research Systems Inc. | 7,538.8 | 192.76 | 72.2% | 7,859.9 | 1,262.3 | 421.6 | 33.4% | 10.3% | NM | 18.6x |
| The Dun & Bradstreet Corporation | 4,376.4 | 118.41 | 71.5% | 5,643.7 | 1,732.6 | 423.8 | 24.5% | 1.7% | 3.26x | 13.3x |
| Morningstar, Inc. | 4,124.1 | 96.97 | 93.0% | 4,005.1 | 880.8 | 240.6 | 27.3% | 10.3% | 4.55x | 16.6x |
| CoreLogic, Inc. | 3,806.5 | 46.21 | 79.0% | 5,454.6 | 1,871.9 | 395.9 | 21.2% | (4.1%) | 2.91x | 13.8x |
| Ipsos SA | 1,536.4 | 36.86 | 52.6% | 2,154.3 | 2,034.1 | 226.4 | 11.1% | 8.1% | 1.06x | 9.5x |
| Forrester Research, Inc. | 794.5 | 44.20 | 72.3% | 660.5 | 330.7 | 36.5 | 11.0% | 1.4% | 2.00x | 18.1x |
| Mean | | | 79.9% | | | | 26.6% | 7.2% | 3.25x | 15.9x |
| Median | | | 82.7% | | | | 25.3% | 8.1% | 3.26x | 16.6x |

Notes:

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4. 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.



Media & Marketing Services (cont.)

Performance Summary by Sub-sector (cont.)

(\$MM)

| Diversified Media | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|------------------------------------|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| Comcast Corporation | 187,184.6 | 40.05 | 73.6% | 250,220.6 | 83,636.0 | 28,419.0 | 34.0% | 4.0% | 2.99x | 8.8x |
| The Walt Disney Company | 162,047.9 | 107.51 | 56.8% | 188,158.9 | 55,137.0 | 16,770.0 | 30.4% | (0.1%) | 3.41x | 11.2x |
| Time Warner Inc. | 71,217.9 | 91.47 | 31.0% | 91,688.9 | 30,551.0 | 8,968.0 | 29.4% | 4.2% | 3.00x | 10.2x |
| Twenty-First Century Fox, Inc. | 63,640.5 | 34.53 | 88.0% | 78,539.5 | 28,996.0 | 7,105.0 | 24.5% | 3.3% | 2.71x | 11.1x |
| CBS Corporation | 22,586.4 | 59.00 | 36.0% | 32,131.4 | 13,289.0 | 3,036.0 | 22.8% | 0.9% | 2.42x | 10.6x |
| Viacom, Inc. | 12,595.7 | 30.81 | 35.3% | 22,657.7 | 13,263.0 | 2,966.0 | 22.4% | 4.8% | 1.71x | 7.6x |
| Discovery Communications, Inc. | 12,200.4 | 22.38 | 44.8% | 20,096.4 | 6,383.0 | 2,524.0 | 39.5% | 3.2% | 3.15x | 8.0x |
| Scripps Networks Interactive, Inc. | 11,092.2 | 85.38 | 87.0% | 13,945.7 | 3,400.9 | 1,524.6 | 44.8% | 2.7% | 4.10x | 9.1x |
| News Corporation | 9,526.6 | 16.21 | 87.7% | 8,338.6 | 7,672.0 | 812.0 | 10.6% | 0.0% | 1.09x | 10.3x |
| Axel Springer SE | 8,455.9 | 78.37 | 85.5% | 10,452.6 | 4,087.1 | 701.5 | 17.2% | 17.7% | 2.56x | 14.9x |
| Sinclair Broadcast Group, Inc. | 3,850.9 | 37.85 | 68.2% | 7,270.7 | 2,720.0 | 847.5 | 31.2% | 3.2% | 2.67x | 8.6x |
| TEGNA Inc. | 3,030.1 | 14.08 | 16.5% | 5,962.6 | 3,296.7 | 1,077.0 | 32.7% | (1.3%) | 1.81x | 5.5x |
| The New York Times Company | 3,000.8 | 18.50 | 76.9% | 2,669.0 | 1,525.9 | 247.0 | 16.2% | 4.4% | 1.75x | 10.8x |
| Meredith Corporation | 2,953.4 | 66.05 | 71.3% | 3,631.2 | 1,239.7 | 352.1 | 28.4% | (2.6%) | 2.93x | 10.3x |
| Time Inc. | 1,838.0 | 18.45 | 81.4% | 2,730.0 | 2,439.0 | 399.0 | 16.4% | (8.2%) | 1.12x | 6.8x |
| Gannett Co., Inc. | 1,295.4 | 11.59 | 84.3% | 1,560.4 | 2,934.4 | 343.0 | 11.7% | 3.4% | 0.53x | 4.5x |
| Mean | | | 64.0% | | | | 25.8% | 2.5% | 2.37x | 9.3x |
| Median | | | 72.5% | | | | 26.5% | 3.2% | 2.62x | 9.7x |
| Total Mean | | | 65.2% | | | | 23.7% | 6.1% | 2.54x | 12.4x |
| Total Median | | | 74.1% | | | | 22.8% | 4.3% | 2.56x | 10.7x |

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.
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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 | Q4 2017



Transportation & Logistics M&A Update



Q4'17
\$12.6bn

Q3'17
\$9.0bn

Global T&L deal value for Q4'17 increased by 41.6% to \$12.6bn compared to Q3'17, while the deal volume remained relatively flat being up 1.9% for the quarter

Q4'17
16.8%



Q3'17
15.2%

The **U.S.** accounted for 16.8% of global T&L M&A activity in Q4'17, compared to 15.2% in Q3'17



Total **U.S.** T&L deal value witnessed a significant decline in Q4'17 to \$1.3bn, from \$5.3bn in Q3'17. However, the **U.S.** T&L M&A activity increased slightly from 24 reported deals in Q3'17 to 27 in Q4'17.

Notable Recent U.S. Sector Transactions

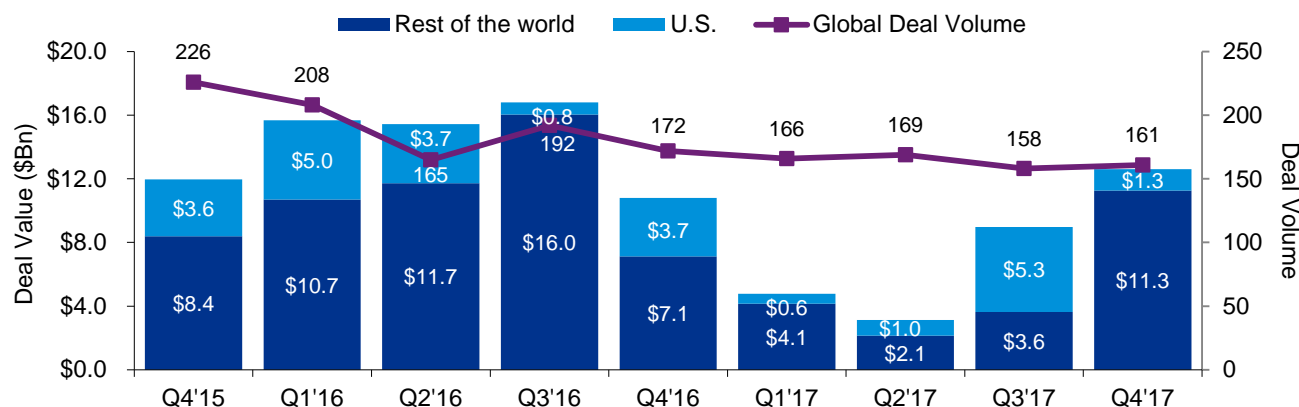
(\$MM)

| Announced / Closed | Target | Target Business Description | Acquirer | TV | EV | LTM | |
|-----------------------|--|--|---------------------------------|-------|-------|-----------------|----------------|
| | | | | | | EV / Revenue | EV / EBITDA |
| Closed 3-Oct | IntegraCore | Supply chain management, fulfillment, and logistics services provider | Visible Supply Chain Management | NA | NA | NA | NA |
| Closed 9-Oct | ITS Technologies & Logistics | Offers intermodal rail terminal services, auto loading and unloading, and container depot services | AMP Capital Investors | NA | \$500 | NA | 10.5x |
| Closed 9-Oct | Transplace | Provides transportation management and logistics technology services | TPG Capital | NA | NA | NA | NA |
| Closed 31-Oct | Odyssey Logistics & Technology Corporation | Offers third party logistics, brokerage, and intermodal marketing services | The Jordan Company | \$643 | \$643 | 3.1x | NA |
| Closed 1-Nov | Savage Logistics | Provides third-party logistics services for commodity, agricultural, and recycling industries | Becker Logistics | NA | NA | NA | NA |
| Closed 8-Nov | 4SameDay | Operates as a transportation and warehousing services provider | 1st Choice Delivery | NA | NA | NA | NA |
| Closed 29-Nov | The Clark Group | Offers third party logistics services for publishing, printing, distribution industries | LSC Communications | NA | NA | NA | NA |
| Closed 7-Dec | APEX Logistics Group | Provides temperature-controlled transportation and warehouse management services | GlobalTranz Enterprises | NA | NA | NA | NA |

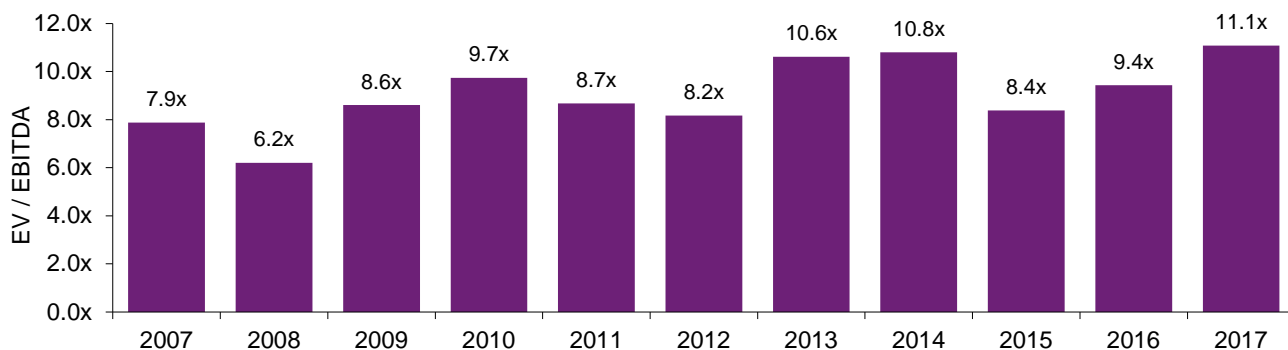
Source: S&P Capital IQ. Transportation & Logistics is defined by an internally originated list of subsectors viewed as best representing the industry. Deal values represents aggregate deal value for disclosed transactions only.

Transportation & Logistics (cont.)

M&A Activity: Q4'15 – Q4'17



Historical Public Valuation Multiples: 2007 – 2017



Performance Summary by Sub-sector

| | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | | |
|---|--------------------------------|----------------------------|----------------|-------------------|---------|-----------------------|---------------|----------------|--------------|-------------|--|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA | |
| Trucking | | | | | | | | | | | |
| Old Dominion Freight Line, Inc. | 10,836.6 | 131.55 | 95.3% | 10,853.5 | 3,212.7 | 748.1 | 23.3% | 7.4% | 3.38x | 14.5x | |
| Knight-Swift Transportation Holdings Inc. | 7,779.3 | 43.72 | 88.3% | 8,605.2 | 1,226.1 | 265.7 | 21.7% | 19.3% | NM | NM | |
| Werner Enterprises, Inc. | 2,795.8 | 38.65 | 92.3% | 2,860.1 | 2,068.2 | 344.0 | 16.6% | 2.9% | 1.38x | 8.3x | |
| Heartland Express, Inc. | 1,944.3 | 23.34 | 71.2% | 1,893.0 | 581.7 | 153.9 | 26.5% | (5.1%) | 3.25x | 12.3x | |
| Saia, Inc. | 1,786.1 | 70.75 | 94.7% | 1,913.2 | 1,325.5 | 172.0 | 13.0% | 8.8% | 1.44x | 11.1x | |
| Marten Transport, Ltd. | 1,106.8 | 20.30 | 89.8% | 1,105.6 | 688.0 | 133.3 | 19.4% | 2.5% | 1.61x | 8.3x | |
| ArcBest Corporation | 916.5 | 35.75 | 86.2% | 1,013.6 | 2,804.0 | 152.9 | 5.5% | 3.8% | NM | 6.6x | |
| Covenant Transportation Group, Inc. | 525.5 | 28.73 | 87.3% | 737.0 | 618.7 | 100.5 | 16.2% | 1.3% | 1.19x | 7.3x | |
| YRC Worldwide Inc. | 482.0 | 14.38 | 83.3% | 1,262.7 | 4,830.7 | 252.9 | 5.2% | 2.8% | NM | 5.0x | |
| P.A.M. Transportation Services, Inc. | 217.0 | 34.43 | 69.4% | 345.7 | 374.4 | 52.0 | 13.9% | (2.2%) | 0.92x | 6.7x | |
| Celadon Group, Inc. | 177.4 | 6.40 | 61.4% | 551.7 | 965.4 | 83.5 | 8.6% | 0.0% | 0.57x | 6.6x | |
| USA Truck, Inc. | 143.9 | 18.13 | 93.1% | 264.6 | 426.4 | 19.8 | 4.6% | (0.6%) | 0.62x | 13.4x | |
| Mean | | | 84.4% | | | | 14.5% | 3.4% | 1.60x | 9.1x | |
| Median | | | 87.8% | | | | 15.1% | 2.7% | 1.38x | 8.3x | |

Notes:

1. Market Capitalization amounts are based on closing share prices as of December 31, 2017.

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. Deal values represents aggregate deal value for disclosed transactions only.



Transportation & Logistics (cont.)

Performance Summary by Sub-sector (cont.)

(\$MM)

| Marine | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|--------------------------------------|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| A.P. Møller - Mærsk A/S | 35,423.8 | 1,748.21 | 18.6% | 49,347.2 | 37,925.0 | 7,487.0 | 19.7% | 6.9% | 1.30x | 6.6x |
| Kirby Corporation | 3,987.8 | 66.80 | 49.5% | 5,019.8 | 1,942.0 | 405.2 | 20.9% | 9.7% | 2.58x | 12.4x |
| Wallenius Wilhelmsen Logistics ASA | 3,062.5 | 7.24 | 98.0% | 6,202.7 | 2,057.0 | 416.0 | 20.2% | 700.4% | 3.02x | 14.9x |
| Matson, Inc. | 1,266.6 | 29.84 | 52.3% | 2,081.2 | 2,050.1 | 237.3 | 11.6% | 5.6% | 1.02x | 8.8x |
| SEACOR Holdings Inc. | 825.5 | 46.22 | 32.2% | 1,358.7 | 909.1 | 120.0 | 13.2% | 9.4% | 1.49x | 11.3x |
| Costamare Inc. | 616.7 | 5.77 | 22.5% | 1,694.8 | 421.9 | 264.8 | 62.7% | (9.9%) | 4.02x | 6.4x |
| Diana Shipping Inc. | 432.0 | 4.07 | 31.9% | 1,016.8 | 141.0 | 13.8 | 9.8% | 23.4% | NM | NM |
| Nordic American Tankers Limited | 349.2 | 2.46 | 0.1% | 761.9 | 309.7 | 67.7 | 21.9% | (13.4%) | 2.46x | 11.3x |
| Aegean Marine Petroleum Network Inc. | 174.8 | 4.30 | 11.2% | 976.2 | 5,505.2 | 87.3 | 1.6% | 35.1% | NM | 11.2x |
| Mean | | | 35.2% | | | | 20.2% | 85.2% | 2.27x | 10.4x |
| Median | | | 31.9% | | | | 19.7% | 9.4% | 2.46x | 11.2x |

| Rail & Rail Services | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|---|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| Union Pacific Corporation | 105,559.3 | 134.10 | 93.7% | 120,455.3 | 19,582.0 | 9,952.0 | 50.8% | 5.3% | NM | 12.1x |
| Canadian National Railway Company | 61,665.3 | 82.65 | 74.2% | 69,882.5 | 10,379.3 | 5,542.1 | 53.4% | 15.8% | NM | 12.6x |
| CSX Corporation | 49,163.7 | 55.01 | 85.3% | 60,281.7 | 11,582.0 | 5,242.0 | 45.3% | 4.6% | NM | 11.5x |
| Norfolk Southern Corporation | 41,463.0 | 144.90 | 96.5% | 50,899.0 | 10,372.0 | 4,384.0 | 42.3% | 4.9% | 4.91x | 11.6x |
| Canadian Pacific Railway Limited | 26,547.9 | 183.13 | 90.7% | 32,966.9 | 5,043.6 | 2,679.4 | 53.1% | 11.8% | NM | 12.3x |
| Kansas City Southern | 10,894.8 | 105.22 | 73.1% | 13,763.1 | 2,521.0 | 1,211.4 | 48.1% | 8.0% | NM | 11.4x |
| Westinghouse Air Brake Technologies Corporation | 7,817.2 | 81.43 | 49.7% | 9,481.7 | 3,566.2 | 575.7 | 16.1% | 21.7% | 2.66x | 16.5x |
| Trinity Industries, Inc. | 5,685.8 | 37.46 | 94.0% | 8,297.9 | 3,860.2 | 816.8 | 21.2% | (15.9%) | 2.15x | 10.2x |
| Genesee & Wyoming Inc. | 4,911.6 | 78.73 | 85.2% | 7,551.1 | 2,153.0 | 652.9 | 30.3% | 7.6% | 3.51x | 11.6x |
| The Greenbrier Companies, Inc. | 1,529.7 | 53.30 | 92.5% | 1,677.7 | 2,043.7 | 289.3 | 14.2% | (5.6%) | 0.82x | 5.8x |
| American Railcar Industries, Inc. | 794.7 | 41.64 | 48.8% | 1,240.5 | 512.0 | 157.0 | 30.7% | (19.9%) | 2.42x | 7.9x |
| FreightCar America, Inc. | 211.7 | 17.08 | 59.7% | 90.5 | 465.8 | (8.1) | (1.7%) | (11.1%) | NM | NM |
| Mean | | | 78.6% | | | | 33.6% | 2.3% | 2.74x | 11.2x |
| Median | | | 85.3% | | | | 36.5% | 5.1% | 2.54x | 11.6x |

Notes:

1. Market Capitalization amounts are based on closing share prices as of December 31, 2017.
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.



Transportation & Logistics (cont.)

Performance Summary by Sub-sector (cont.)

(\$MM)

| Logistics Providers | Market Cap ^{(1), (2)} | Share Price ⁽²⁾ | Relative 52-Wk | EV ⁽³⁾ | LTM | | | | | |
|--|--------------------------------|----------------------------|----------------|-------------------|----------|-----------------------|---------------|----------------|--------------|--------------|
| | | | | | Revenue | EBITDA ⁽⁴⁾ | EBITDA Margin | Revenue Growth | EV / Revenue | EV / EBITDA |
| United Parcel Service, Inc. | 102,675.3 | 119.15 | 73.9% | 117,173.3 | 63,974.0 | 7,846.0 | 12.3% | 5.0% | 1.83x | 14.9x |
| FedEx Corporation | 66,849.2 | 249.54 | 92.3% | 79,522.2 | 62,335.0 | 8,485.0 | 13.6% | 12.9% | 1.28x | 9.4x |
| Deutsche Post AG | 57,711.1 | 47.73 | 85.1% | 62,235.6 | 70,612.2 | 5,492.3 | 7.8% | 16.7% | 0.88x | 11.3x |
| Kuehne + Nagel International AG | 21,160.3 | 177.00 | 81.9% | 20,589.8 | 18,372.5 | 1,131.1 | 6.2% | 12.9% | 1.12x | 18.2x |
| DSV A/S | 14,508.2 | 78.80 | 91.6% | 15,528.6 | 11,673.5 | 842.3 | 7.2% | 21.4% | 1.33x | 18.4x |
| J.B. Hunt Transport Services, Inc. | 12,619.3 | 114.98 | 94.4% | 13,697.9 | 6,228.8 | 1,048.3 | 16.8% | 3.7% | 2.20x | 13.1x |
| C.H. Robinson Worldwide, Inc. | 12,446.3 | 89.09 | 97.0% | 13,618.0 | 14,324.6 | 837.7 | 5.8% | 9.0% | 0.95x | 16.3x |
| Expeditors International of Washington, Inc. | 11,495.6 | 64.69 | 90.9% | 10,465.2 | 6,661.6 | 721.6 | 10.8% | 9.2% | 1.57x | 14.5x |
| Ryder System, Inc. | 4,456.6 | 84.17 | 93.1% | 9,740.6 | 7,119.1 | 1,773.5 | 24.9% | 4.9% | 1.37x | 5.5x |
| Landstar System, Inc. | 4,368.6 | 104.10 | 87.3% | 4,228.1 | 3,440.9 | 276.2 | 8.0% | 10.2% | 1.23x | 15.3x |
| Panalpina World Transport (Holding) Ltd. | 3,680.1 | 155.04 | 95.8% | 3,387.5 | 5,570.7 | 112.7 | 2.0% | 8.9% | 0.61x | NM |
| Agility Public Warehousing Company K.S.C.P. | 3,342.5 | 2.66 | 61.7% | 3,832.3 | 4,422.0 | 384.4 | 8.7% | 9.7% | 0.87x | 10.0x |
| TFI International Inc. | 2,357.5 | 26.20 | 68.4% | 3,558.8 | 3,407.7 | 405.4 | 11.9% | 23.6% | 1.04x | 8.8x |
| World Fuel Services Corporation | 1,902.8 | 28.14 | 10.8% | 2,525.3 | 32,615.6 | 261.1 | 0.8% | 20.7% | NM | 9.7x |
| Forward Air Corporation | 1,710.1 | 57.44 | 82.0% | 1,738.9 | 1,059.5 | 147.1 | 13.9% | 7.8% | 1.64x | 11.8x |
| Hub Group, Inc. | 1,634.0 | 47.90 | 76.2% | 1,913.7 | 3,850.9 | 143.4 | 3.7% | 7.8% | 0.50x | 13.3x |
| Fortress Transportation and Infrastructure Investors LLC | 1,510.1 | 19.93 | 97.8% | 2,086.6 | 198.6 | 89.9 | 45.3% | 33.5% | NM | 23.2x |
| Atlas Air Worldwide Holdings, Inc. | 1,482.9 | 58.65 | 56.8% | 3,412.3 | 2,058.2 | 427.1 | 20.7% | 11.9% | 1.66x | 8.0x |
| Air Transport Services Group, Inc. | 1,368.1 | 23.14 | 69.4% | 1,868.9 | 966.9 | 231.2 | 23.9% | 25.8% | 1.93x | 8.1x |
| Echo Global Logistics, Inc. | 781.4 | 28.00 | 93.8% | 969.2 | 1,802.2 | 31.8 | 1.8% | 5.0% | 0.54x | NM |
| Roadrunner Transportation Systems, Inc. | 295.6 | 7.71 | 28.5% | 694.9 | 1,972.2 | 100.8 | 5.1% | 0.0% | NM | 6.9x |
| Mean | | | 77.6% | | | | 12.0% | 12.4% | 1.25x | 12.5x |
| Median | | | 85.1% | | | | 8.7% | 9.7% | 1.25x | 11.8x |
| Total Mean | | | 72.2% | | | | 18.7% | 20.3% | 1.73x | 11.1x |
| Total Median | | | 84.2% | | | | 14.0% | 7.7% | 1.41x | 11.3x |

Notes:

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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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