As of December 31, 2015 Industry: Staffing

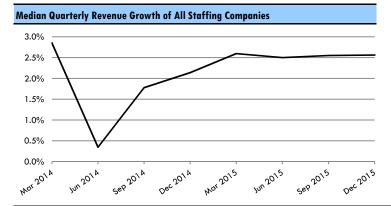


### **Industry Summary**

Cogent Valuation identified Staffing publicly traded companies, IPOs, and recent M&A transactions within the Staffing industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Over the last year since December 31, 2014, the median 52-week share price return of the Staffing industry was -23.9%. Between December 31, 2013 and December 31, 2015, the median EV/EBITDA multiple decreased from 12.1 to 10.7. Furthermore, the median price-to-earnings multiple decreased from 23.4 to 18.7 over the same period.

Comparable Public Company Key Statistics											
Median 52-Week Return	-23.9%	Median EV/Revenue Multiple Median EV/EBITDA Multiple			0.9x	9x Median Price/Earnings Multiple					
Median 3-Year CAGR Return	19.3%				iple	10.7x	M	19.2x			
Comparable Public Company Market Price Returns As of December 31, 2015											
	YTD	3 Month	1 Year	2 Year	3 Year	5 Year	2011	2012	2013	2014	2015
AMN Healthcare Services Inc.	58.4%	3.5%	58.4%	45.3%	39.0%	38.3%	-27.9%	160.7%	27.3%	33.3%	58.4%
CDI Corp.	-61.8%	-20.9%	-61.8%	-39.6%	-26.7%	-18.3%	-25.7%	24.0%	8.2%	-4.4%	-61.8%
Command Center, Inc.	-33.6%	-3.3%	-33.6%	5.2%	22.7%	5.0%	-28.2%	-3.6%	66.7%	66.6%	-33.6%
Computer Task Group Inc.	-30.5%	6.9%	-30.5%	-40.7%	-28.7%	-9.5%	29.4%	29.5%	3.3%	-49.4%	-30.5%
Cross Country Healthcare, Inc.	31.3%	20.4%	31.3%	28.2%	50.6%	14.1%	-34.5%	-13.5%	107.9%	25.1%	31.3%
Envision Healthcare Holdings, Inc.	-25.1%	-29.4%	-25.1%	-14.5%	N/A	N/A	N/A	N/A	N/A	-2.3%	-25.1%
General Employment Enterprises Inc.	-50.9%	48.6%	-50.9%	66.6%	7.5%	3.5%	-16.0%	13.8%	-55.2%	465.4%	-50.9%
Kforce Inc.	4.8%	-3.8%	4.8%	11.2%	20.8%	9.3%	-23.8%	16.3%	42.7%	17.9%	4.8%
Mastech Holdings, Inc.	-31.2%	-3.2%	-31.2%	-27.7%	21.9%	16.7%	-11.6%	35.4%	246.3%	-24.1%	-31.2%
On Assignment Inc.	35.4%	21.8%	35.4%	13.5%	30.4%	40.7%	37.2%	81.4%	72.2%	-5.0%	35.4%
Robert Half International Inc.	-19.3%	-7.9%	-19.3%	6.0%	14.0%	9.0%	-7.0%	11.8%	32.0%	39.0%	-19.3%
Staffing 360 Solutions, Inc.	-43.8%	-54.4%	-43.8%	-58.6%	N/A	N/A	N/A	N/A	N/A	-69.5%	-43.8%
Superior Uniform Group Inc.	15.6%	-5.3%	15.6%	48.1%	43.7%	25.3%	11.5%	-6.7%	35.2%	89.7%	15.6%
Team Health Holdings, Inc.	-23.7%	-18.8%	-23.7%	-1.8%	15.1%	23.1%	42.0%	30.4%	58.3%	26.3%	-23.7%
TrueBlue, Inc.	15.8%	14.6%	15.8%	0.0%	17.8%	7.4%	-22.8%	13.5%	63.7%	-13.7%	15.8%
Volt Information Sciences Inc.	-24.1%	-10.5%	-24.1%	-9.8%	9.2%	-1.2%	-28.3%	0.8%	60.0%	7.3%	-24.1%
Median of Industry Public Companies	-23.9%	-3.5%	-23.9%	2.6%	19.3%	9.2%	-19.4%	15.0%	50.5%	12.6%	-23.9%

(Multiple year periods are calculated as the average annual return.)



Median Gross Profit, EBITDA, Net Income and Gross Cash Flow Margins
30.0%
25.0%
20.0%
15.0%
10.0%
5.0%
0.0%
Dec 3013 Nat 3014 Nu 3014 Seb 3014 Dec 3014 Nat 3012 Nu 3012 Seb 3012 Dec 3012
Gross Profit EBITDA Net Income · · - Gross Cash Flow

Median Public Company Multiples of the Staffing Industry										
Date:	12/31/2013	3/31/2014	6/30/2014	9/30/2014	12/31/2014	3/31/2015	6/30/2015	9/30/2015	12/31/2015	
EV/Revenues Multiple	0.8x	0.7x	0.7x	0.8x	0.8x	0.7x	0.6x	0.6x	0.9x	
EV/EBITDA Multiple	12.1x	12.0x	12.4x	10.7x	12.2x	12.8x	12.2x	12.5x	10.7x	
Price/Earnings Multiple	23.4x	22.5x	22.6x	19.7x	19.5x	24.1x	18.5x	20.2x	18.7x	
EV/Gross Cash Flows Multiple	19.2x	17.7x	18.1x	18.0x	16.7x	20.3x	18.5x	19.2x	19.2x	

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As of December 31, 2015 Industry: Staffing



### Industry Initial Public Offerings (dollars in millions, except share prices) **Shares Offered** Offer Date LTM EBITDA LTM Net Income LTM Cash Flows Company Name Offer Price **Amount Raised** Total Assets <u>Debt</u> LTM Revenues 2/5/2016 **Team Lease Services Limited** \$12.56 5.0 \$62.6 \$69.9 \$1.1 \$346.6 \$3.9 \$3.6 \$4.1 8/10/2015 Palma Co., Ltd. \$10.84 0.4 \$4.3 N/A N/A N/A N/A N/A N/A 12/14/2014 TechnoPro Holdings, Inc. \$16.49 23.7 \$390.7 \$272.2 \$251.4 \$1,418.6 \$43.1 \$74.1 \$64.1 10/15/2014 Recruit Holdings Co.,Ltd. 63.6 \$8,357.3 \$550.9 \$11,574.2 \$1,754.7 \$635.5 \$1,754.7 \$29.21 \$1,857.4 12/18/2013 0.7 \$20.6 \$48.1 Will Group, Inc. \$27.83 \$1.9 \$235.4 \$0.0 \$3.1 \$0.0 8/13/2013 Envision Healthcare Holdings, Inc. \$23.00 42.0 \$966.0 \$4,040.2 \$2,706.8 \$3,480.3 \$432.0 \$33.3 \$515.2 1/24/2013 Oilfield Workforce Group Limited \$0.52 14.1 \$7.4 N/A N/A N/A N/A N/A N/A 11/14/2012 CAREERLINK Co.,Ltd. \$5.23 1.4 \$7.2 N/A N/A N/A N/A N/A N/A 4/25/2012 Work Service Spólka Akcyjna \$1.89 5.1 \$9.7 \$78.3 \$18.5 \$180.1 \$9.9 \$6.3 \$10.6 3/16/2011 Cornerstone OnDemand, Inc. \$13.00 10.5 \$136.5 \$42.9 \$11.6 \$43.7 (\$11.4)(\$48.4)(\$10.0)CTPartners Executive Search Inc. 12/7/2010 \$13.00 2.3 \$30.0 \$46.8 \$5.3 \$109.3 \$10.7 \$9.2 \$11.8 \$159.6 \$800.4 \$617.4 \$148.1 \$49.8 \$153.1 12/15/2009 Team Health Holdings, Inc. \$12.00 13.3 \$1,406.2 2/17/2009 **Edserv Softsystems Limited** 4.0 \$4.8 \$2.3 \$0.2 \$1.0 \$0.8 \$0.8 \$1.21 \$0.6 7/17/2007 DHI Group, Inc. \$13.00 16.7 \$217.1 \$303.2 \$191.0 \$98.1 \$36.2 \$14.3 \$38.4 6/17/2007 \$42.77 0.9 \$40.1 \$8.1 InVision AG \$1.1 \$16.1 \$3.5 \$3.0 \$3.5

\$40.1

nm

nm

\$74.1

\$15.0

\$207.7

\$10.3

\$7.8

\$11.2

Median of All IPOs

nm: not meaningful

Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)										
Transaction Date	<u>Target</u>	<u>Acquirer</u>	Transaction Size	% Bought	LTM Revenues	LTM EBITDA	EV/Revenues	<u>EV/EBITDA</u>	<u>Target Country</u>	
1/29/2016	Proffice AB (Publ)	Randstad Nordic AB	\$197.3	100%	\$468.2	\$15.6	0.4x	12.5x	Sweden	
1/29/2016	Techno Like US CO.	Neotex Co., Ltd.	\$1.2	95%	\$4.9	N/A	0.3x	N/A	Japan	
1/4/2016	B. E. Smith, Inc.	AMN Healthcare, Inc.	\$160.0	100%	\$100.0	N/A	1.6x	N/A	United States	
1/1/2016	Workforce One, LLC	Gulf Island Fabrication	\$20.0	100%	N/A	N/A	N/A	N/A	United States	
12/31/2015	Paladin Consulting, Inc.	General Employment Enterprises	\$4.0	100%	N/A	N/A	N/A	N/A	United States	
12/18/2015	ALKU, LLC	WestView Capital Partners	N/A	Minority	\$80.0	N/A	N/A	N/A	United States	
12/10/2015	Hakuseisha Co.	Aeon Delight Co Ltd.	\$48.4	90%	\$80.7	\$2.5	0.4x	13.9x	Japan	
12/9/2015	The Bartech Group, Inc.	Impellam Group PLC	\$126.0	100%	\$272.0	N/A	0.5x	N/A	United States	
12/1/2015	SIMOS Insourcing Solutions	TrueBlue, Inc.	\$67.5	100%	N/A	N/A	N/A	N/A	United States	
12/1/2015	Allied Healthcare International	Aurelius SE & Co. KGaA	\$28.6	100%	\$424.9	N/A	0.1x	N/A	United States	
11/20/2015	Bellsoft, Inc.	AMERI Holdings, Inc.	\$5.2	100%	N/A	N/A	N/A	N/A	United States	
11/11/2015	Nurses' Registry and Home	LHC Group, Inc.	\$5.7	100%	N/A	N/A	N/A	N/A	United States	
10/30/2015	Mediscan, LLC	Cross Country Healthcare	\$40.3	100%	\$32.1	N/A	1.3x	N/A	United States	
10/26/2015	ABM Industries Incorporated	Universal Services of America	\$131.0	100%	N/A	N/A	N/A	N/A	United States	
10/19/2015	Recruitment Group PS	Empresaria Group plc	\$16.0	100%	\$7.6	\$0.6	2.1x	26.7x	United States	
10/16/2015	SKILLED Group Limited	Programmed Maintenance Services	\$447.3	100%	\$1,543.1	\$68.3	0.3x	6.4x	Australia	
10/6/2015	EdgeRock Technologies, LLC	CDI Corporation	\$35.3	100%	\$44.0	N/A	0.8x	N/A	United States	
10/6/2015	Millican Solutions, Inc.	AMN Healthcare Services	\$3.1	100%	N/A	N/A	N/A	N/A	United States	
9/30/2015	NexAge Technologies USA Inc.	8K Miles Software Services	\$3.0	100%	N/A	N/A	N/A	N/A	United States	
9/28/2015	Vision Technology Services, LLC	BG Staffing, LLC	\$20.8	100%	\$33.2	\$3.9	0.6x	5.3x	United States	
9/15/2015	The First String Healthcare, Inc.	AMN Healthcare Services	\$10.5	100%	N/A	N/A	N/A	N/A	United States	
9/10/2015	Speed Group AB	Ratos AB	\$39.0	70%	\$50.0	\$6.5	1.1x	8.3x	Sweden	
9/3/2015	7S Group GmbH	ManpowerGroup Inc.	\$153.8	100%	\$349.4	N/A	0.4x	N/A	Germany	
9/2/2015	Clinical Professionals Ltd	CPL Resources plc	\$8.9	90%	N/A	N/A	N/A	N/A	United Kingdom	
8/21/2015	Global HR Research, LLC	Patriot National, Inc.	\$42.7	100%	\$10.8	-\$0.4	4.0x	N/A	United States	
7/31/2015	Agile Resources, Inc.	General Employment Enterprises	\$4.3	100%	\$7.6	\$0.8	0.6x	5.0x	United States	
7/30/2015	Global Group (UK) Limited	Impellam Group PLC	\$58.1	100%	N/A	\$8.6	N/A	6.8x	United Kingdom	
7/8/2015	Lighthouse Placement Services	Staffing 360 Solutions, Inc.	\$6.3	100%	\$15.0	N/A	0.4x	N/A	United States	
6/22/2015	Atterro, Inc.	Advantage Resourcing America	\$38.0	100%	\$258.4	\$10.1	0.1x	3.8x	United States	

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As of December 31, 2015

**Industry: Staffing** 



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ransaction Date /15/2015	Target Hudson Global Resources	Acquirer Mastech, Inc.	<u>Iransaction Size</u> \$17.0	<u>% Bought</u> 100%	LTM Revenues N/A	LTM EBITDA N/A	EV/Revenues N/A	EV/EBITDA N/A	Target Countr United State
/5/2015	Creative Circle, LLC	On Assignment Inc.	\$596.1	100%	\$226.0	N/A	2.6x	N/A	United State
/17/2015	Proffice Aviation AB	OSM Aviation AS	\$5.8	100%	\$34.7	N/A	0.2x	N/A	Sweden
/10/2015	Cloudeeva, Inc.	First Tek Inc.	\$7.6	100%	N/A	N/A	N/A	N/A	United State
31/2015	Panasonic Excel Staff Co., Ltd.	Tempstaff Co., Ltd.	\$138.4	67%	\$530.2	N/A	0.4x	N/A	Japan
/31/2015	(Construction   Contractor)	Not Disclosed	\$1.0	100%	\$1.6	\$0.2	0.4x 0.6x	5.0x	United State
/23/2015	D&W Talent, LLC	BG Finance and Accounting	\$12.0	100%	N/A	N/A	N/A	N/A	United State
/9/2015	EmployBridge Holding Company	Eastern Staffing, LLC	\$410.0	100%	N/A	N/A	N/A	N/A	United State
/1/2015	VISTA Staffing Solutions, Inc.	EmCare Inc.	\$123.0	100%	\$134.2	N/A	0.9x	N/A	United State
9/2015	(Personnel Services)	Not Disclosed	\$0.2	100%	\$1.9	\$0.0	0.7x	N/A	United State
7/2015	Onward Healthcare, Inc.	AMN Healthcare, Inc.	\$82.5	100%	N/A	N/A	N/A	N/A	United State
2/29/2014	Tegron Staffing, LLC	Not Disclosed	\$1.0	100%	\$4.0	\$0.3	0.2x	3.6x	United State
2/22/2014	Avantas, LLC	AMN Healthcare Services	\$25.0	100%	N/A	N/A	N/A	N/A	United State
2/4/2014	Veredus Corporation	Hays plc	\$44.0	80%	N/A N/A	\$6.6	N/A	8.3x	United State
2/1/2014		CTPartners Executive Search	\$3.1	100%					Austria
, ,	Neumann Leadership		\$2.5		N/A	N/A	N/A	N/A	United Stat
/26/2014	Seaton L.L.C. Kforce Healthcare, Inc.	Professional Diversity Network, Beecken Petty O'Keefe	\$2.5 \$119.0	100% 100%	\$5.6 N/A	N/A	0.4x	N/A	United Stat
4/2014	Park Brown International Pty Ltd		\$0.9		N/A \$2.7	N/A	N/A	N/A	
1/2014	,	CTPartners Executive Search Inc.		100%		N/A	0.3x	N/A	Australia
30/2014	Medical Staffing Network	Cross Country Healthcare	\$48.1	100%	\$229.0	N/A	0.2x	N/A	United Stat
30/2014	Seaton L.L.C.	TrueBlue, Inc.	\$310.0	100%	\$622.5	\$20.4	0.5x	15.2x	United Stat
28/2014	(Labor Hire - Staffing Business)	Not Disclosed	\$0.1	100%	\$13.7	N/A	0.0x	N/A	Australia
17/2014	PeopleSERVE, Inc.	Staffing 360 Solutions	\$7.2	100%	N/A	N/A	N/A	N/A	United Stat
21/2014	(Staffing and Headhunting)	Not Disclosed	\$1.0	100%	\$2.6	-\$0.3	0.4x	N/A	United Stat
2/2014	(Light Industrial Staffing)	Not Disclosed	\$0.8	100%	\$4.9	\$0.2	0.2x	3.8x	United Stat
28/2014	Poolia UK Ltd	Staffing 360 Solutions	\$1.6	100%	N/A	N/A	N/A	N/A	United King
28/2014	(Staffing Firm)	Not Disclosed	\$0.6	100%	\$1.9	\$0.2	0.3x	3.8x	United Stat
12/2014	API Healthcare Corporation	General Electric Company	\$340.0	100%	N/A	N/A	N/A	N/A	United Stat
10/2014	Alar Staffing Corp.	Corporate Resource Services	\$2.8	100%	\$30.0	N/A	0.1x	N/A	United Stat
31/2014	Staff Management Group, LLC	Diamond Staffing Services	\$10.0	100%	\$85.0	N/A	0.1x	N/A	United Stat
27/2014	Hospitality Staffing Solutions	Caymus Equity Partners	\$22.9	100%	N/A	N/A	N/A	N/A	United Stat
3/2014	Initio International Holdings	Staffing 360 Solutions	\$16.7	100%	\$75.0	N/A	0.2x	N/A	United King
/2/2013	Allied Healthcare Staffing Division	Local Staff, LLC	\$28.7	100%	\$39.5	N/A	0.7x	N/A	United Stat
/4/2013	Altran Control Solutions, Inc.	Staffing 360 Solutions	\$3.6	100%	N/A	N/A	N/A	N/A	United Stat
28/2013	InStaff Personnel, LLC	LTN Staffing, LLC (nka:BG Staffing,	\$13.8	100%	\$53.5	\$1.6	0.3x	8.4x	United Stat
26/2013	Cyber 360 Solutions, Inc.	Staffing 360 Solutions	\$2.8	100%	\$4.8	N/A	0.5x	N/A	United Stat
22/2013	Smile Staff Corporation	Trancom Co., Ltd.	\$26.5	100%	\$78.5	N/A	0.3x	N/A	Japan
15/2013	ClinForce, LLC	ICON Public Limited	\$55.8	100%	N/A	N/A	N/A	N/A	United Stat
5/2013	ChinaHR.com	MyJob.com.cn	\$30.0	100%	N/A	N/A	N/A	N/A	China
4/2013	MDT Personnel	Labor Ready Holdings, Inc.	\$48.0	100%	N/A	N/A	N/A	N/A	United Stat
28/2013	Skillhouse Staffing	Empresaria Group plc	\$0.7	10%	N/A	N/A	N/A	N/A	Japan
/31/2012	System One Holdings	MidOcean Partners	\$70.0	100%	N/A	N/A	N/A	N/A	United Stat
/28/2012	Career Center Corp.	l ing Co., Ltd.	\$2.2	100%	\$17.3	N/A	0.1x	N/A	Japan
/20/2012	Nippon Office Systems	Kanematsu Electronics	\$8.6	25%	\$121.1	\$3.0	0.2x	8.1x	Japan
/1/2012	Jobu Corporation	Syswave Holdings Corp.	\$1.3	100%	\$14.0	N/A	0.1x	N/A	Japan
/31/2012	APO Plus Station Co.	Qol Co., Ltd.	\$39.4	100%	\$66.7	N/A	0.6x	N/A	Japan
/16/2012	Total Repair Express	Steris Plc	\$34.5	100%	N/A	N/A	N/A	N/A	United Stat
/5/2012	NES Group Limited	AEA Investors LP	\$378.7	100%	\$78.5	N/A	N/A	N/A	United Stat
17/2012	ADEX Corporation	Genesis Group Holdings	\$15.0	100%	N/A	N/A	0.2x	N/A	United Kingo
7/2012	Pathway Medical Staffing	Medical Staffing Network	\$4.0	100%	N/A	N/A	0.7x	N/A	United Sta

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As of December 31, 2015

**Industry: Staffing** 

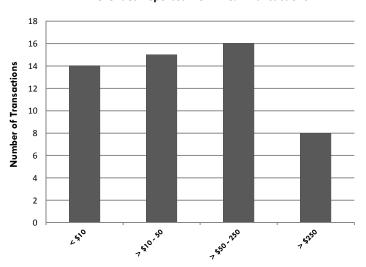


Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions, continued)										
•										
<u>Transaction Date</u>	<u>Target</u>	<u>Acquirer</u>	<u>Transaction Size</u>	% Bought	LTM Revenues	LTM EBITDA	EV/Revenues	EV/EBITDA	Target Country	
8/21/2012	General Employment	LEED HR, LLC	\$2.3	43%	N/A	\$0.5	N/A	12.8x	United States	
8/1/2012	Frontier, Inc.	Neo Career CO., LTD.	\$0.3	100%	N/A	N/A	0.3x	N/A	United States	
7/31/2012	Medical Connections	trustaff, Inc.	\$0.8	100%	N/A	N/A	0.5x	N/A	United States	
7/2/2012	NewNeeds Co., Ltd.	Japan System Techniques	\$0.8	100%	\$17.3	N/A	0.3x	N/A	Japan	
5/31/2012	Talent-IT BVBA	Harvey Nash Group plc	\$5.6	100%	\$121.1	N/A	N/A	N/A	United States	
5/15/2012	Apex Systems, Inc.	On Assignment Inc.	\$693.7	100%	\$14.0	\$47.9	N/A	14.3x	China	
4/27/2012	Otetsudai Networks Co.	Fullcast Holdings Co., Ltd.	\$1.0	100%	\$66.7	N/A	N/A	N/A	United States	
4/27/2012	Prompt Holdings, Inc.	CVC Capital Partners	\$217.4	100%	N/A	N/A	N/A	N/A	Japan	
3/30/2012	Kforce Clinical Research	inVentiv Health Inc.	\$50.0	100%	N/A	N/A	N/A	N/A	United States	
3/28/2012	CAPLAN Corporation	Pasona Group Inc.	\$41.8	100%	\$38.0	N/A	0.1x	N/A	Japan	
3/9/2012	Network Group Holdings	LDC (Managers) Limited	\$38.8	100%	N/A	\$4.5	0.2x	8.5x	Japan	
3/2/2012	Japan Care Service Group	Message Co., Ltd.	\$132.0	94%	\$50.9	\$8.9	0.1x	12.8x	Japan	
3/1/2012	Cecile Business & Staffing	Crie Anabuki Inc.	\$1.5	100%	\$5.2	N/A	0.6x	N/A	Japan	
2/17/2012	Golden Fork Corporation	N/A	\$0.2	79%	N/A	N/A	N/A	N/A	United States	
1/26/2012	Bar 2 Limited	Empresaria Group plc	\$0.5	15%	\$6.8	N/A	N/A	N/A	United Kingdom	
1/12/2012	Dfind AB	Proffice AB (Publ)	\$22.7	49%	N/A	N/A	0.4x	N/A	United States	
Median of the	93 M&A Transaction Target	s	\$16.7	100%	\$39.5	\$2.8	0.4x	8.3x		

### Size of M&A Transactions

# Number of Transactions 25 20 10 5 0 7,50,50 7,

### LTM Revenues Reported from M&A Transactions



### Definitions of Financial Terms Used in this Quarterly Industry Update:

Enterprise Value (EV): Market Value of Equity + Market Value of Debt - Cash

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA): Profitability metric sometimes also referred to as operating profit or operating earnings.

Gross Cash Flows: Net Income + Depreciation and Amortization Expense

Latest Twelve Months (LTM): Financial information is as of the latest twelve months through the date of this Quarterly Industry Update.

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