

# Q4:Quarterly Industry Update

AS OF December 31, 2020



## Management Consulting

### INDUSTRY SUMMARY

COGENT VALUATION identified **Management Consulting** publicly traded companies, IPOs, and recent M&A transactions within the Management Consulting 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, 2019, the median 52-week share price return of the Management Consulting industry was 27.5%. Between December 31, 2019 and December 31, 2020, the median EV/EBITDA multiple increased from 10.3 to 11.8. However, the median price-to-earnings multiple decreased from 21.0 to 19.8 over the same period. The median revenue growth and EBITDA margins for the industry for the quarter were 2.0% and 10.0%, respectively.

### Public Company Key Statistics

Median 52-Week  
Return

27.5%

Median 3-Year CAGR  
Return

13.6%

Median EV/Revenue  
Multiple

1.2x

Median EV/EBITDA  
Multiple

11.8x

Median Price/Earnings  
Multiple

19.8x

Median EV/Gross CF  
Multiple

17.4x

## Comparable Public Company Market Price Returns as of December 31, 2020

	2020	3 Month	1 Year	2 Year	3 Year	2019	2018	2017
Booz Allen Hamilton Holding Corporation	30.2%	30.2%	9.8%	13.5%	5.7%	16.9%	16.3%	38.5%
Cebu Air, Inc.	-35.2%	-35.2%	-6.7%	1.4%	6.6%	7.0%	-8.4%	81.7%
CRA International, Inc.	11.7%	11.7%	44.0%	14.2%	22.8%	96.2%	-38.5%	53.1%
Forrester Research, Inc.	3.8%	3.8%	6.2%	4.3%	2.9%	50.8%	-27.6%	2.9%
Franklin Covey Co.	14.0%	14.0%	25.9%	-2.5%	3.0%	20.4%	-13.5%	-2.6%
FTI Consulting, Inc.	70.4%	70.4%	-14.1%	-7.9%	-4.7%	30.1%	-10.3%	-6.1%
Heidrick & Struggles International	37.9%	37.9%	28.9%	-8.7%	1.7%	-11.3%	18.1%	14.4%
Huron Consulting Group Inc.	22.1%	22.1%	-28.5%	-21.5%	-20.1%	-14.7%	-13.1%	9.1%
ICF International, Inc.	43.7%	43.7%	15.2%	16.2%	-4.9%	55.2%	-13.2%	18.1%
MDC Partners Inc.	-57.4%	-57.4%	-45.9%	-29.1%	48.9%	-69.8%	-4.4%	-10.9%
Navigant Consulting, Inc.	18.8%	18.8%	22.4%	15.3%	-25.9%	63.0%	4.5%	-19.9%
PFSweb, Inc.	-0.4%	-0.4%	-13.1%	-22.8%	-12.6%	-34.0%	1.7%	39.6%
Median of Industry Public Companies	12.9%	12.9%	9.8%	-2.5%	2.3%	16.9%	-8.4%	9.1%

Multiple year periods are calculated as the average annual return.

■ Highest Return
 ■ Lowest Return
 ■ Median Return

## Public Company Median Multiples by Quarter

	12/31/20	9/30/20	6/30/20	3/31/19	12/31/19	9/30/19	6/30/19	3/31/19
<b>EV/Revenues Multiple</b>	1.2x	1.2x	1.1x	1.0x	1.1x	1.1x	1.1x	1.1x
<b>EV/EBITDA Multiple</b>	11.8x	11.8x	10.3x	10.4x	10.8x	11.2x	10.1x	10.3x
<b>Price/Earnings Multiple</b>	19.8x	18.5x	15.1x	15.1x	21.3x	19.0x	22.8x	22.5x
<b>EV/Gross Cash Flows Multiple</b>	17.4x	18.3x	15.8x	14.6x	22.0x	17.5x	18.9x	20.6x

■ Highest Multiple
 ■ Lowest Multiple
 ■ Median Multiple

## Industry Initial Public Offerings—Management Consulting

(dollars in millions, except share prices)

Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
12/7/20	Frontier Management Inc.	\$19.95	0.2	\$7.0	\$2,136.0	\$588.0	\$34.4	\$0.0	\$179.0	\$0.0
11/22/20	Management Solutions Co.,Ltd.	\$18.78	14.0	\$238.0	\$3,082.1	\$1,474.9	\$22.2	\$0.0	\$49.2	\$388.7
1/2/20	Lex Nimble Solutions Limited	\$0.88	4.2	\$54.2	\$101.5	\$0.0	\$0.3	\$336.6	\$10.0	(\$2.3)
12/29/19	G-Factory Co.,Ltd.	\$31.91	7.8	\$74.2	\$187.8	\$19.7	\$17.5	(\$4.1)	\$21.3	\$24.6
11/16/18	Booz Allen Hamilton Holding Corporation	\$17.00	2.9	\$29.0	\$37.8	\$1.0	\$5,323.1	\$24.3	\$0.8	\$6.3
5/19/18	ReachLocal, Inc.	\$13.00	4.7	\$56.0	\$171.2	\$64.9	\$224.0	\$4.7	(\$0.1)	\$10.8
5/4/18	Charm Communications Inc.	\$9.50	5.0	\$77.5	\$55.5	\$10.1	\$123.7	\$8.0	\$7.6	\$26.3
9/27/18	Median of all IPOs	nm	nm	\$65.1	\$179.5	\$42.3	\$123.7	\$15.3	\$15.7	\$17.7

Multiple year periods are calculated as the average annual return.

■ Highest Return
 ■ Lowest Return
 ■ Median Return

## Size of Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/Revenues
11/2/20	Projects Assured Pty Ltd	DWS Limited	\$31.8	100%	N/A	N/A
10/28/20	Cartesian, Inc.	Blackstreet Capital Management, LLC	\$11.5	100%	\$50.8	N/A
12/5/19	Airlie Funds Management	Magellan Financial Group	\$114.8	100%	N/A	N/A
2/19/19	SQS Software Quality Systems	Assystem Technologies SA	\$436.2	100%	\$378.0	1.5x
2/2/18	Orchard Marketing Pty. Ltd.	Enero Group Limited	\$21.4	100%	N/A	N/A
11/15/18	Eons Global Holdings Pte. Ltd.	N/A	\$1.4	100%	N/A	0.9x
7/12/18	Vynamic, LLC	UDG Healthcare plc	\$32.0	100%	N/A	N/A
7/6/17	Sentensia Q AB	B3IT Management AB (nka:B3 Consulting Group AB (publ))	\$3.0	100%	N/A	0.6x
6/20/17	ProofID Limited	PEGRight, Inc.	\$5.0	100%	N/A	0.2x
5/8/17	Jibe Consulting, Inc.	The Hackett Group, Inc.	\$20.0	100%	N/A	0.6x
1/6/17	The Investment Firm Pte. Ltd.	Sino Holdings (S'pore) Pte Ltd	\$1.4	100%	N/A	2.2x
12/31/15	R.A.S. Associates, Inc.	Perficient, Inc.	\$13.5	100%	\$9.0	N/A

■ USA
 ■ International
 ■ Highest
 ■ Lowest
 ■ Median

(Continued on next page)

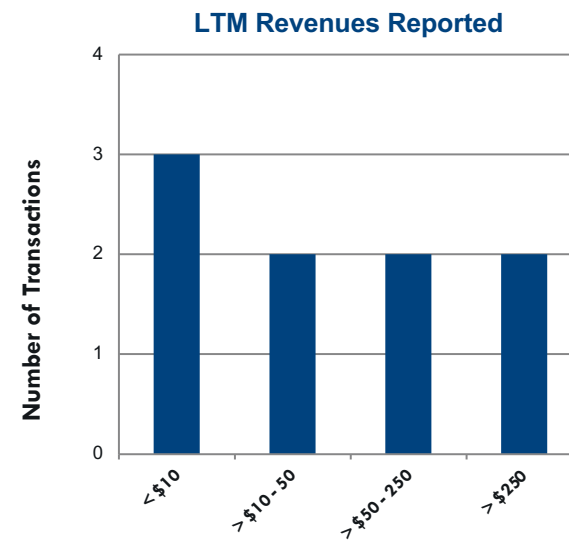
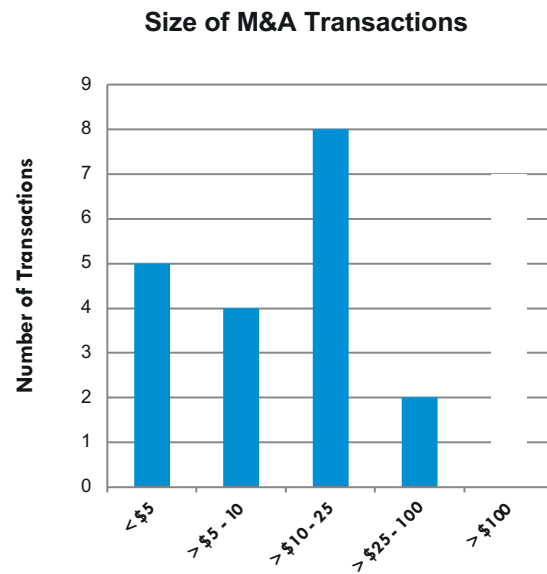
## Size of Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

(Continued from previous page)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/Revenues
11/4/15	<b>Horwath Consulting Services</b>	Shiji (Hong Kong) Limited	\$10.0	75%	N/A	N/A
8/25/15	<b>Kerensen Consulting SAS</b>	Salesforce.com, inc.	\$24.2	100%	\$17.0	1.4x
7/28/15	<b>Agora Group, Inc.</b>	Virtusa Corporation	\$7.5	100%	N/A	N/A
7/27/15	<b>ThinOps Resources, LLC</b>	Code Rebel Corp	\$9.3	100%	\$1.9	4.9x
6/3/15	<b>Trissential, LLC</b>	SQS Software Quality	\$30.9	100%	\$32.3	1.0x
11/27/14	<b>Sandra Hartog &amp; Assc.</b>	BTS USA, Inc.	\$6.6	100%	N/A	N/A
11/3/14	<b>VERTEX Incorporated</b>	Ebix Inc.	\$29.0	100%	N/A	N/A
Median of the 20 M&A Transaction Targets			\$22..7	100%	N/A	N/A

USA
  International
  Highest
  Lowest
  Median

## Size of Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)



COGENT VALUATION is a nationally recognized full service business valuation firm that has provided independent valuation and financial advisory opinions in thousands of situations since 1991. These assignments include the valuation of companies and pass-through entities, their securities, and their intangible assets ranging in size from small, closely-held businesses and start-ups, to corporations with market values over a billion dollars, covering almost every industry and all types of transactions. With the collective backgrounds of our managing directors and professional staff, Cogent Valuation brings substantial large deal experience to bear on our middle market transaction opinions. Cogent Valuation utilizes proprietary research, intensive due diligence, and the experience and insights of its professionals to produce thoughtful, well-documented opinions that have consistently withstood the scrutiny of clients and their advisors, investors, regulators, and courts.

This industry research is provided at no charge to Cogent Valuation's clients. Research or detailed information not covered in this report can be obtained for a fee. **Contact Steven Kam at 415-392-0888 or [kam@cogentvaluation.com](mailto:kam@cogentvaluation.com)** for additional information or questions in connection with this research report.



**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.

**Disclosures and Limitations:** This research report is for informational and discussion purposes only. Information presented herein is not investment advice of any kind to any person and does not constitute a recommendation as to the purchase or sale of any interests or as to any other course of action. General, financial, and statistical information concerning the details of this report and related industry are from sources Cogent Valuation believes to be reliable. Cogent Valuation has accurately reflected such information in this research report; however, Cogent Valuation makes no representation as to the sources' accuracy or completeness and has accepted this information without further verification. Neither all nor any part of the content of this report may be conveyed to the public through advertising, public relations, news, sales, mail, direct transmittal, or other media without the prior written consent of Cogent Valuation. Cogent Valuation's research is as of the date reported herein. Cogent Valuation has no affiliation with any of the companies comprising the industry used as a basis for research in this report, nor does Cogent Valuation hold any investments in the companies listed herein. The content of this report may be used, in part, as a basis for any work that Cogent Valuation performs for you in the future at the sole discretion of Cogent Valuation. THIS REPORT IS NOT TO BE USED OR CONSIDERED UNDER ANY CIRCUMSTANCE BY ANYONE AS INVESTMENT ADVICE.