

**Primary Business Services Contact** 

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# Business Services Update April 2021

The Mufson Howe Hunter Business Services Update is designed to provide business leaders, investors and industry professionals with current market trends and important developments within the Business Services industry. This monthly report contains recent news, analysis, and M&A activity on selected companies and in-depth coverage of the primary sectors.

Last Twelve Months Performance (Daily from March 31, 2020 to March 31, 2021) Price as Percent of Base (March 31, 2020 = 0%)



Mufson Howe Hunter & Company LLC is a middle-market focused investment bank providing M&A, capital raising and financial advisory services.

Securities offered through Mufson Howe Hunter & Partners LLC Member SIPC | FINRA

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The Mufson Howe Hunter Human Resources Outsourcing Index is currently comprised of AMN Healthcare Services, Inc., Barrett Business Services, Inc., CBIZ, Inc., Computer Task Group, Inc., Corporate Executive Board Co., CRA International, Inc., Cross Country Healthcare, Inc., CT Partners, Exponent, Inc., Fair Isaac Corp., FTI Consulting, Inc., Heidrick & Struggles Intl. Inc.., Huron Consulting, Kelly Services, Inc., Kforce, Inc., Korn/Ferry International Inc., Manpower, Inc., On Assignment, Inc., RCM Technologies, Inc., Resources Connection, Inc., Robert Half International, Inc., Team Health Holdings, Inc., and TrueBlue, Inc.

The Mufson Howe Hunter Fixed Asset Management Index is currently comprised of ABM Industries Inc., Arcadis NV, BrightView Holdings, Inc., Brinks Co., Chemed Corp., Comfort Systems USA Inc., CoreCivic, Inc., Corrections Corporation of America, Ecology & Environment, Inc., EMCOR Group Inc., FirstService Corp., G4S plc, Healthcare Services Group Inc., Jacobs Engineering Group Inc., Prosegur Compania de Seguridad SA, Rentokil Initial plc, Rollins Inc., Securitas AB, SP Plus Corporation, Stantec Inc., Tetra Tech, Inc., and The GEO Group, Inc.

The companies that comprise each Index periodically change as a result of mergers, acquisitions, initial public offerings and other transactions; therefore, comparisons to historical time periods and historical performance for each Index do not entirely correspond and correlate to the Index's current performance. Historical performance is not a guarantee or prediction of future results.

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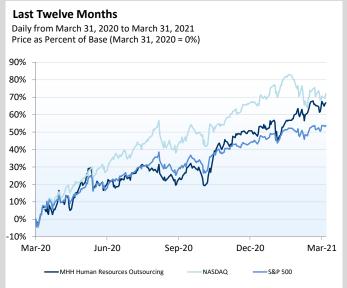
# **Human Resources Outsourcing**

Temporary staffing, HR Outsourcing and Professional Consulting related services for a variety of end-user markets.

#### **Comparative Index Performance**

The Mufson Howe Hunter Human Resources Outsourcing Index (a) increased by 4.9% in March of 2021.





Price Appreciation	3-Year	LTM	1-Month
Mufson Howe Hunter Human Resources Outsourcing Index (a)	52.9%	66.8%	4.9%
NASDAQ	92.8%	72.0%	0.4%
S&P 500	53.9%	53.7%	4.2%

<sup>(</sup>a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Human Resources Outsourcing Index is comprised of all companies listed on the following page.

# **Human Resources Outsourcing**

#### **Selected Valuation Metrics**

(\$ in millions, except per share data)	Market & Capitalization		LTM Performance (3)			Valuation			Margins		
		Equity	Enterprise				Enterpris	se Value/	Price/	Gross	
Company	Price (1)	Value	Value (2)	Revenue	EBITDA (4)	EPS	Revenue	EBITDA	EPS	Profit	EBITDA
Commercial Staffing											
ManpowerGroup Inc. (MAN)	\$98.90	\$5,434.2	\$5,290.5	\$18,306.3	\$515.8	\$1.46	0.29 x	10.3 x	NM	15.7%	2.89
TrueBlue, Inc. (TBI)	22.02	781.1	760.0	1,810.8	37.0	0.45	0.42 x	20.5 x	NM	23.5%	2.09
Kelly Services, Inc. (KELY.A)	22.27	875.2	744.2	4,516.0	68.6	(1.83)	0.16 x	10.8 x	NM	18.3%	1.59
Mean		\$2,363.5	\$2,264.9	\$8,211.0	\$207.1	\$0.03	0.29 x	13.9 x	NA	19.2%	2.1
Median		875.2	760.0	4,516.0	68.6	0.45	0.29 x	10.8 x	NA	18.3%	2.0
Professional Staffing											
Robert Half International Inc. (RHI)	\$78.07	\$8,678.8	\$8,407.1	\$5,000.7	\$375.4	\$2.89	1.68 x	22.4 x	27.0 x	39.2%	7.5
Kforce Inc. (KFRC)	53.60	1,122.9	1,141.8	1,397.7	83.8	2.62	0.82 x	13.6 x	20.5 x	28.3%	6.0
Resources Connection, Inc. (RGP)	13.54	444.4	448.0	635.8	41.7	0.19	0.70 x	10.8 x	NM	38.6%	6.6
Mean		\$3,415.4	\$3,332.3	\$2,344.7	\$167.0	\$1.90	1.07 x	15.6 x	23.7 x	35.4%	6.7
Median		1,122.9	1,141.8	1,397.7	83.8	2.62	0.82 x	13.6 x	23.7 x	38.6%	6.6
Healthcare Staffing											
AMN Healthcare Services, Inc. (AMN)	\$73.70	\$3,477.2	\$4,403.5	\$2,393.7	\$259.8	\$1.48	1.84 x	16.9 x	NM	33.1%	10.9
Cross Country Healthcare, Inc. (CCRN)	12.49	468.5	545.5	836.4	25.9	(0.36)	0.65 x	21.1 x	NM	24.2%	3.1
Mean		\$1,972.9	\$2,474.5	\$1,615.1	\$142.9	\$0.56	1.25 x	19.0 x	NA	28.7%	7.0
Median		1,972.9	2,474.5	1,615.1	142.9	0.56	1.25 x	19.0 x	NA	28.7%	7.0
IT Staffing											
ASGN Incorporated (ASGN)	\$95.44	\$5,077.2	\$5,724.4	\$3,985.8	\$405.0	\$3.85	1.44 x	14.1 x	24.8 x	27.3%	10.2
Computer Task Group, Incorporated (CTG)	9.55	145.1	135.3	376.3	12.5	0.55	0.36 x	10.8 x	17.4 x	21.4%	3.3
RCM Technologies, Inc. (RCMT)	3.55	40.8	56.8	150.4	(6.5)	(0.73)	0.38 x	NM	NM	25.8%	N
Mean		\$1,754.4	\$1,972.2	\$1,504.2	\$137.0	\$1.22	0.72 x	12.5 x	21.1 x	24.9%	6.7
Median		145.1	135.3	376.3	12.5	0.55	0.38 x	12.5 x	21.1 x	25.8%	6.7
Executive Search											
Korn Ferry (KFY)	\$62.37	\$3,368.4	\$3,248.6	\$1,695.4	\$196.7	\$0.86	1.92 x	16.5 x	NM	24.5%	11.6
Heidrick & Struggles International, Inc. (HSII)	35.72	696.5	621.9	643.8	63.6	(1.63)	0.97 x	9.8 x	NM	26.9%	9.9
Mean		\$2,032.4	\$1,935.2	\$1,169.6	\$130.1	(\$0.38)	1.44 x	13.1 x	NA	25.7%	10.7
Median		2,032.4	1,935.2	1,169.6	130.1	(0.38)	1.44 x	13.1 x	NA	25.7%	10.7
Professional & Consulting											
Fair Isaac Corporation (FICO)	\$486.05	\$14,210.2	\$15,006.2	\$1,308.5	\$401.4	\$8.98	NM	NM	NM	72.5%	30.7
FTI Consulting, Inc. (FCN)	140.11	4,671.9	5,050.7	2,543.0	350.3	6.00	1.99 x	14.4 x	23.3 x	31.6%	13.8
Exponent, Inc. (EXPO)	97.45	5,079.4	4,857.2	378.4	90.1	1.55	NM	NM	NM	33.9%	23.8
CBIZ, Inc. (CBZ)	32.66	1,735.6	1,890.1	987.2	111.3	1.67	1.91 x	17.0 x	19.6 x	13.9%	11.3
Huron Consulting Group Inc. (HURN)	50.38	1,089.3	1,301.4	844.1	78.8	(1.08)	1.54 x	16.5 x	NM	29.8%	9.3
CRA International, Inc. (CRAI)	74.64	544.9	652.2	508.4	48.8	3.07	1.28 x	13.4 x	24.3 x	27.3%	9.6
Mean		\$4,555.2	\$4,793.0	\$1,094.9	\$180.1	\$3.36	1.68 x	15.3 x	22.4 x	34.9%	16.4
Median		3,203.8	3,373.6	915.6	100.7	2.37	1.73 x	15.5 x	23.3 x	30.7%	12.5

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months

<sup>‡ =</sup> excluded from Mean and Median calculations

Source: Public Filings, Press Releases and Published Research Reports.

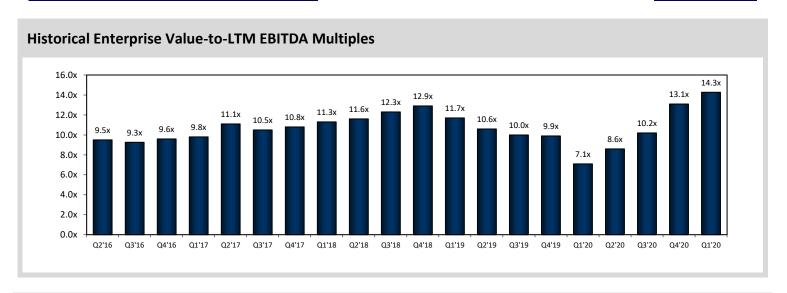
<sup>(1)</sup> As of close on March 31, 2021.

<sup>(2)</sup> Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, postretirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

<sup>(3)</sup> As of March 31, 2021 except TBI (March 28, 2021); RGP (February 27, 2021); KFY (January 31, 2021); KELY.A (January 3, 2021); RCMT (January 2, 2021); CRAI (January 2, 2021); EXPO (January 1, 2021); KFRC; AMN; CCRN; CTG; FICO; and HURN (December 31, 2020).

<sup>(4)</sup> Excludes non-recurring and discontinued operations.

## **Human Resources Outsourcing**



#### **Selected M&A Transactions**

Announced	Target	Target Description	Acquirer	Value
Mar 29	The Rhodes Group, Inc.	Provides construction consulting services	FTI Consulting, Inc. (NYSE:FCN)	ND
Mar 9	Kenzie Academy, Inc.	Operates a software engineering and coding apprenticeship school	Southern New Hampshire University	ND

ND - Not disclosed. Transaction values in millions.

#### **Selected News**

**Barrett Business Services, Inc. (NasdaqGS:BBSI)** reported net income of \$33.8 million for fiscal year 2020 as compared to \$48.3 million for the prior year. Earnings per share were \$4.39 versus \$6.27 for the prior year. Revenues for the year decreased to \$880.8 million from \$942.3 million for fiscal year 2019.

**CRA International, Inc. (NasdaqGS:CRAI)** reported net income of \$24.5 million for fiscal year 2021 as compared to \$20.7 million for the prior year. Earnings per share were \$3.07 versus \$2.53 for the prior year. Revenues for the year increased to \$508.4 million from \$451.4 million for fiscal year 2020.

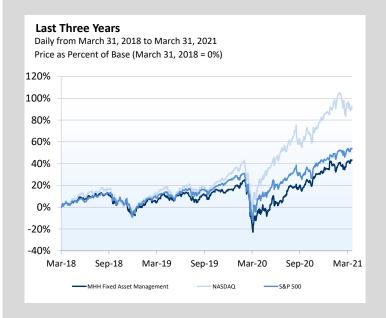
**Hudson Global, Inc. (NasdaqGS:HSON)** reported net income of (\$1.2) million for fiscal year 2020 as compared to (\$1.0) million for the prior year. Earnings per share were (\$0.43) versus (\$0.31) for the prior year. Revenues for the year increased to \$101.4 million from \$9 3.8 million for fiscal year 2019.

Note: All per share results are reported on a fully-diluted basis.

Outsourced facility management services including: environmental services, facility maintenance, food service contracting, manned security services, uniform/linen rental, and waste management services.

#### **Comparative Index Performance**

The Mufson Howe Hunter Fixed Asset Management Index (a) increased by 6.4% in March of 2021.





Price Appreciation	3-Year	LTM	1-Month
Mufson Howe Hunter Fixed Asset Management Index (a)	43.4%	55.5%	6.4%
NASDAQ	92.8%	72.0%	0.4%
S&P 500	53.9%	53.7%	4.2%

(a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Fixed Asset Management Index is comprised of all companies listed on the following page.

#### **Selected Valuation Metrics**

(\$ in millions, except per share data)	Ma	rket & Capital	ization	LTM Performance (3)		Valuation			Margins		
		Equity					Enterprise Value/		Price/	Gross	
Company	Price (1)	Value	Value (2)	Revenue	EBITDA (4)	EPS	Revenue	EBITDA	EPS	Profit	EBITDA
Facility Maintenance											
Rollins, Inc. (ROL)	\$34.42	\$16,939.1	\$17,191.1	\$2,208.9	\$487.8	\$0.63	7.78 x	35.2 x	54.6 x	52.1%	22.1%
Rentokil Initial plc (LSE:RTO)	7.11	13,171.1	14,538.8	3,854.9	717.6	0.14	3.77 x	20.3 x	52.2 x	78.5%	18.6%
Chemed Corporation (CHE)	459.82	7,372.2	7,298.8	2,091.1	367.1	20.13	3.49 x	19.9 x	22.8 x	34.6%	17.6%
FirstService Corporation (TSX:FSV)	148.30	6,497.5	7,253.3	2,849.7	289.2	2.37	2.55 x	25.1 x	62.5 x	32.4%	10.19
EMCOR Group, Inc. (EME)	112.16	6,139.0	5,913.6	8,801.3	613.0	2.58	0.67 x	9.6 x	43.5 x	15.9%	7.0%
ABM Industries Incorporated (ABM)	51.01	3,422.2	3,906.5	5,867.1	431.0	0.70	0.67 x	9.1 x	73.1 x	16.4%	7.3%
Comfort Systems USA, Inc. (FIX)	74.77	2,702.0	2,920.9	2,826.3	264.2	4.35	1.03 x	11.1 x	17.2 x	19.6%	9.3%
BrightView Holdings, Inc. (BV)	16.87	1,769.8	2,901.1	2,329.7	190.1	(0.39)	1.25 x	15.3 x	NM	25.1%	8.2%
Healthcare Services Group, Inc. (HCSG)	28.03	2,094.3	1,863.3	1,718.9	125.0	1.38	1.08 x	14.9 x	20.3 x	16.1%	7.3%
SP Plus Corporation (SP)	32.79	760.9	1,417.8	386.0	42.1	(5.91)	3.67 x	33.7 x	NM	12.1%	10.9%
Mean		\$6,086.8	\$6,520.5	\$3,293.4	\$352.7	\$2.60	2.60x	19.4x	43.3x	30.3%	11.8
Median		4,780.6	4,910.1	2,578.0	328.2	1.04	1.90x	17.6x	47.9x	22.4%	9.79
Manned Security Services											
Securitas AB (OM: SECU B)	\$17.03	\$6,213.6	\$8,057.7	\$13,144.7	\$665.8	\$0.81	0.61 x	12.1 x	21.1 x	16.8%	5.19
The Brink's Company (BCO)	79.23	3,942.0	6,337.9	3,795.8	469.8	0.55	1.67 x	13.5 x	NM	22.5%	12.49
G4S plc (LSE:GFS)	1.92	2,986.1	4,978.4	9,256.6	817.2	0.00	0.54 x	6.1 x	NM	16.6%	8.89
The GEO Group, Inc. (GEO)	7.76	943.9	3,711.0	2,350.1	378.4	0.94	1.58 x	9.8 x	8.3 x	24.3%	16.19
Prosegur Compañía de Seguridad, S.A. (BME:PSG)	3.18	1,728.2	3,084.1	4,367.5	328.5	0.74	0.71 x	9.4 x	4.3 x	22.7%	7.5%
CoreCivic, Inc. (CXW)	9.05	1,088.4	2,963.6	1,905.5	398.0	0.45	1.56 x	7.4 x	20.1 x	26.9%	20.99
Mean	0.00		\$4,855.5	\$5,803.4		\$0.6	1.11x	9.7x	13.4x	21.6%	11.89
		\$2,817.0			\$509.6						
Median		2,357.2	4,344.7	4,081.6	433.9	0.6	1.13x	9.6x	14.2x	22.6%	10.69
Environmental Services											
Jacobs Engineering Group Inc. (J)	\$129.27	\$16,816.2	\$18,214.6	\$13,588.8	\$1,133.3	\$3.28	1.34 x	16.1 x	39.4 x	19.0%	8.39
Tetra Tech, Inc. (TTEK)	135.72	7,359.9	7,650.5	2,355.1	284.5	3.44	3.25 x	26.9 x	39.4 x	19.9%	12.19
Stantec Inc. (TSX:STN)	42.77	4,759.1	5,541.0	2,891.6	349.1	1.11	1.92 x	15.9 x	38.4 x	52.4%	12.19
Arcadis NV (ARCAD)	40.80	3,630.2	4,032.8	4,040.6	312.4	0.29	1.00 x	12.9 x	NM	17.2%	7.79
EEI Corporation (EEI)	0.12	121.7	326.4	373.0	6.5	(0.01)	0.88 x	NM	NM	6.0%	1.79
Mean		\$6,537.4	\$7,153.1	\$4,649.8	\$417.1	\$1.62	1.68 x	17.9 x	39.1 x	22.9%	8.4
Median		4,759.1	5,541.0	2,891.6	312.4	1.11	1.34 x	16.0 x	39.4 x	19.0%	8.39

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months ‡ = excluded from Mean and Median calculations

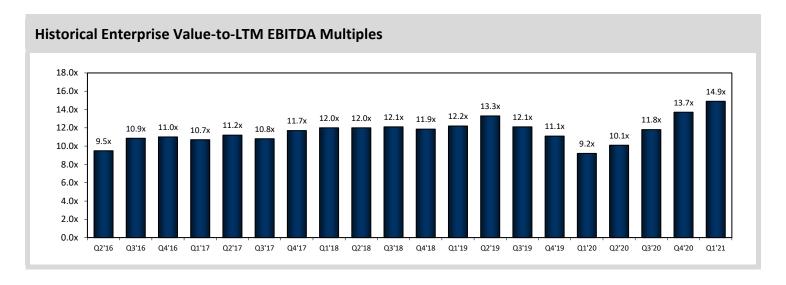
Source: Public Filings, Press Releases and Published Research Reports.

 $<sup>\</sup>hbox{(1) As of close March 31, 2021}.$ 

<sup>(2)</sup> Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, postretirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

<sup>(3)</sup> As of March 31, 2021 except ABM (January 31, 2021); RTO (December 31, 2020); BV (December 31, 2020); OM: SECU B (December 31, 2020); GEO (December 31, 2020); BME: PSG (December 31, 2020); CXW (December 31, 2020); and LSE:GFS (June 30, 2020).

<sup>(4)</sup> Excludes non-recurring and discontinued operations.



#### **Selected M&A Transactions**

Announced	Target	Target Description	Acquirer	Value
Mar 29	Capital Projects Advisory business of Worley Limited	Provides professional services to resources and energy sectors	TSA Management Pty Limited	\$48.0
Mar 8	Bolton Perez & Associates, Inc.	Provides engineering services	Colliers Engineering & Design, Inc.	ND
Mar 1	Jayset Management CIG Inc.	Offers management services	Colliers International Group Inc. (TSX:CIGI)	\$470.0

ND - Not disclosed. Transaction values in millions.

#### **Selected News**

**Cintas Corporation (NasdaqGS:CTAS)** reported third quarter net income of \$258.4 million for fiscal year 2021 as compared to \$234.5 million for the prior year period. Earnings per share were \$2.37 versus \$2.16 for the prior year period. Revenues for the quarter decreased to \$1,777.1 million from \$1,810.6 million for the same period in fiscal year 2020.

**ABM Industries Incorporated (NYSE:ABM)** reported first quarter net income of \$74.6 million for fiscal year 2021 as compared to \$28.0 million for the prior year period. Earnings per share were \$1.10 versus \$0.41 for the prior year period. Revenues for the quarter decreased to \$1,492.4 million from \$1,612.9 million for the same period in fiscal year 2020.

Heritage-Crystal Clean, Inc (NasdaqGS:HCCI) reported net income of \$11.9 million for fiscal year 2021 as compared to \$8.4 million for the prior year. Earnings per share were \$0.51 versus \$0.36 for the prior year. Revenues for the year decreased to \$406.0 million from \$444.4 million for fiscal year 2020.

**Rentokil Initial plc (LSE:RTO)** reported net income of \$254.4 million for fiscal year 2020 as compared to \$375.9 million for the prior year. Earnings per share were \$0.14 versus \$0.20 for the prior year. Revenues for the year increased to \$3,854.9 million from \$3,595.0 million for fiscal year 2019.

**UniFirst Corporation (NYSE:UNF)** reported second quarter net income of \$32.6 million for fiscal year 2021 as compared to \$34.7 million for the prior year period. Earnings per share were \$1.71 versus \$1.82 for the prior year period. Revenues for the quarter decreased to \$449.8 million from \$464.6 million for the same period in fiscal year 2020.

Note: All per share results are reported on a fully-diluted basis.

**Mufson Howe Hunter** is an independent investment bank for middle-market companies. We focus on selling businesses, buy-outs, acquisitions and raising capital. Unique to the middle market, our senior bankers have extensive corporate finance experience and deep knowledge of the capital markets.

## **Mergers & Acquisitions**

- Advise buyers and sellers (public and private companies)
- Sale of businesses, strategic acquisitions, management buy-outs and industry build-ups

# **Raise Capital**

- Equity (control and non-control)
- Mezzanine financing
- Senior and junior debt
- Typically raise capital from banks, finance companies, private investment funds and private equity groups

## **Financial Advisory Services**

- Analysis of business strategies and options
- Fairness opinions
- Valuations

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