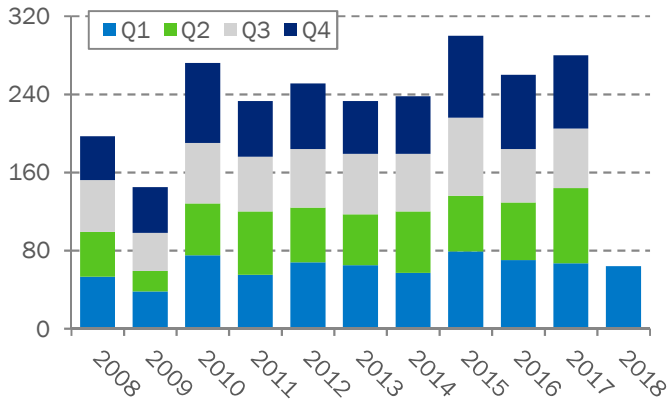
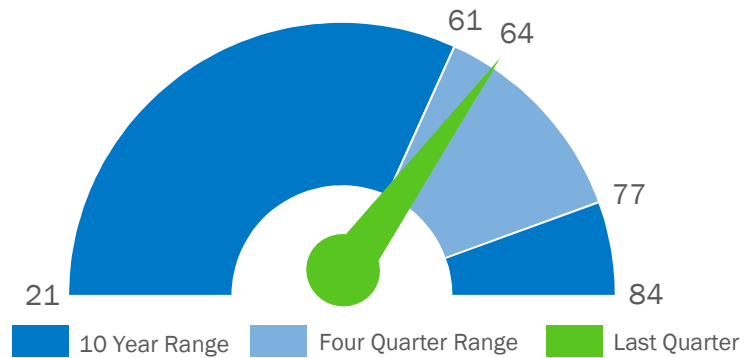


- In an effort to keep pace with increasing levels of automation and competition, industry participants are shifting investment away from legacy solutions and towards transformational technologies
- The above-mentioned transformational technologies are giving rise to technology-led and people-assisted solutions, contrasting the traditional people-led and technology-assisted service model
- With increasing demand for solutions-based offerings, service providers find themselves buying, building, or partnering to solve industry-specific issues for customers. This trend should give way to increased vertical consolidation, enabling service providers to build out IT-consulting capabilities to deliver holistic solutions to clients

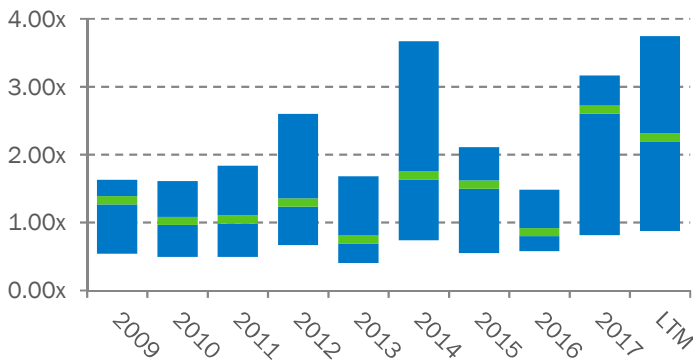
### M&A Deal Count



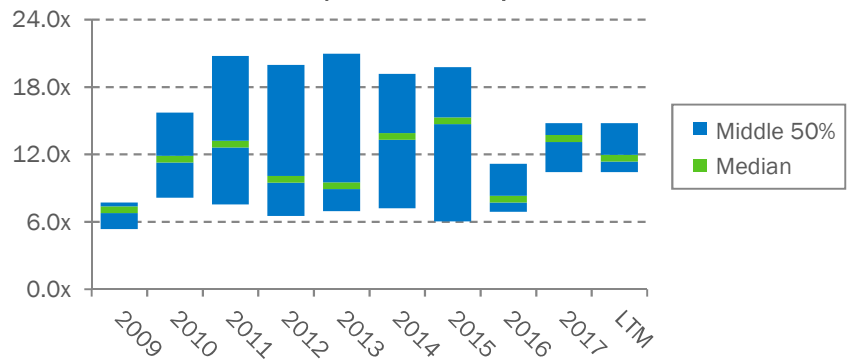
### Comparative Quarterly M&A Activity



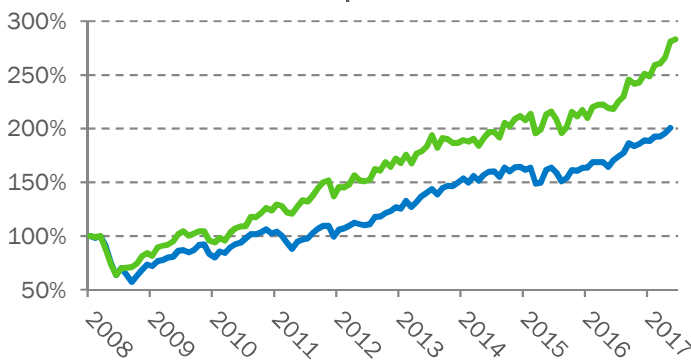
### TEV/Revenue Multiples



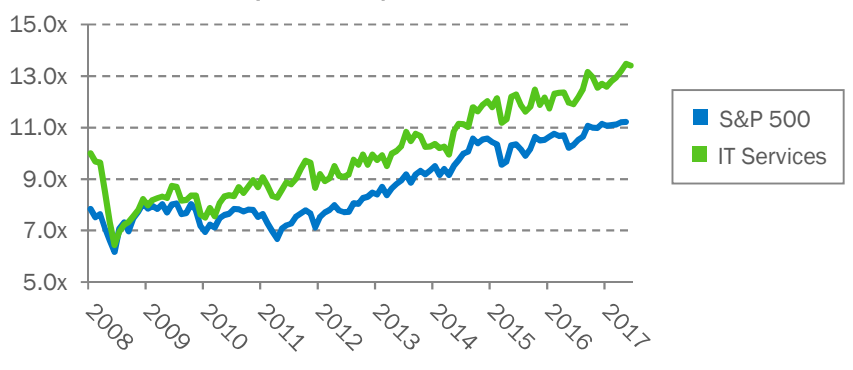
### TEV/EBITDA Multiples



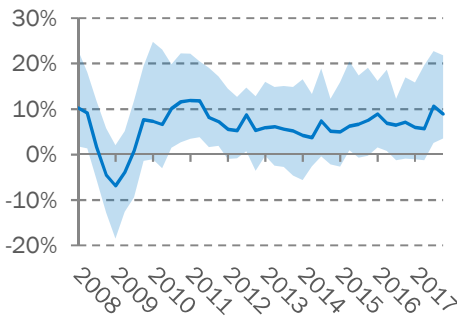
### Composite Index



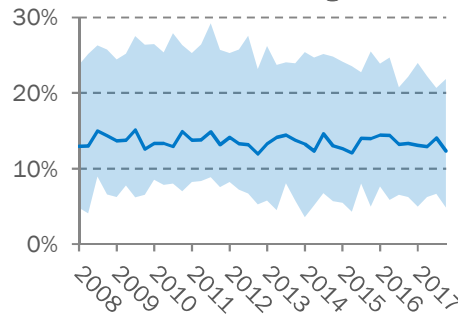
### Composite TEV/Forward EBITDA



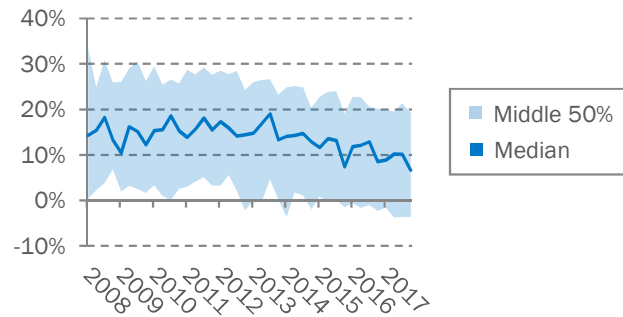
### Revenue Growth



### EBITDA Margin



### Return on Assets



### IT Services Announced M&A Deals (US\$ in millions)

Date	Target	Buyer	Transaction Value	EBITDA Multiple
01-16-18	Blackhawk Network Holdings, Inc.	Silver Lake; P2 Capital Partners, LLC; P:	4,929.4	16.0x
01-11-18	DST Systems, Inc.	SS&C Technologies Holdings, Inc.	7,208.2	11.5x
02-12-18	CSRA Inc.	General Dynamics Corporation	13,020.8	11.7x
12-26-17	Masscomm, Inc.	Windstream Services, LLC	47.6	-
11-30-17	Aricent Inc.	Altran US	2,577.6	10.4x
02-15-18	Arrow Systems Integration, Inc.	ConvergeOne, Inc. (nka:ConvergeOne H	38.4	-
10-30-17	Xavient Digital	TELUS International, Inc.	166.7	-
12-18-17	Cayan LLC	Total System Services, Inc.	1,350.6	-
12-11-17	IO Data Centers, LLC	Iron Mountain Incorporated	1,722.9	-
01-30-18	projekt202, LLC.	Amdocs Limited	66.6	-
01-02-18	Xcellence, Inc.	JLL Partners; JLL Partners Fund VII, L.P.	231.4	-
10-26-17	Planet Payment, Inc.	Fintrax Group Holdings Ltd.	333.9	18.9x
12-18-17	AOS, a ConvergeOne Company	ConvergeOne, Inc. (nka:ConvergeOne H	84.7	-
09-15-17	Starlight Media Inc.	Starlight Culture Entertainment Group L	30.8	-
10-20-17	BluePay, Inc.	First Data Corporation	958.1	-
10-17-17	Praxis Engineering Technologies, LLC.	CSRA LLC	295.3	-
10-24-17	VMC Consulting, Inc.	Keywords International Limited	63.1	-
07-10-17	OnX Holdings LLC	Cincinnati Bell Inc.	256.4	6.9x
10-02-17	InfoZen, Inc.	ManTech International Corporation	66.3	-
09-25-17	Not Ordinary Media, LLC	MTM Choice LLC	21.0	-

### IT Services - 15 Largest Public Companies (US\$ in millions)

Company Name	TEV	TEV/EBITDA			EBITDA Margin	3-year CAGR <sup>1</sup>	Debt / EBITDA
		LTM	2018E	2019E			
Visa Inc.	\$313,492	23.8x	21.8x	19.2x	66.7%	14.4%	1.3x
Mastercard Incorporated	\$208,639	27.1x	23.5x	20.6x	54.2%	11.2%	0.8x
International Business Machines Corporation	\$163,438	9.8x	8.8x	8.4x	15.1%	(11.0%)	2.8x
PayPal Holdings, Inc.	\$91,559	34.6x	22.8x	19.2x	15.4%	15.5%	1.1x
Automatic Data Processing, Inc.	\$60,981	21.9x	21.3x	18.3x	18.5%	7.2%	0.7x
Fidelity National Information Services, Inc.	\$44,094	17.3x	14.0x	13.2x	18.7%	16.6%	3.6x
Cognizant Technology Solutions Corporation	\$42,053	13.3x	12.3x	10.8x	17.8%	13.5%	0.2x
First Data Corporation	\$41,529	13.2x	12.5x	11.7x	22.6%	5.6%	6.5x
Fiserv, Inc.	\$35,163	19.2x	16.2x	15.5x	26.7%	5.6%	2.5x
Alliance Data Systems Corporation	\$34,255	19.8x	15.7x	14.1x	17.5%	6.7%	14.2x
Worldpay, Inc.	\$33,724	33.7x	18.3x	15.8x	14.0%	17.6%	8.3x
DXC Technology Company	\$29,106	5.8x	6.2x	5.9x	12.4%	89.5%	1.7x
Square, Inc.	\$25,770	n.m. <sup>2</sup>	101.4x	57.2x	(2.52%)	n.m.	n.m.
CGI Group Inc.	\$24,892	13.4x	11.9x	11.2x	14.4%	2.3%	1.0x
Paychex, Inc.	\$24,865	17.7x	17.3x	17.0x	38.3%	7.3%	0.0x

<sup>1</sup>Historical compound annual growth rate of EBITDA

<sup>2</sup>Not measurable

High	\$313,492	34.6x	101.4x	57.2x	66.7%	89.5%	14.2x
Low	\$24,865	5.8x	6.2x	5.9x	(2.52%)	(11.0%)	0.0x
Median	\$41,529	18.4x	16.2x	15.5x	17.8%	9.3%	1.5x
Mean	\$78,237	19.3x	21.6x	17.2x	23.3%	14.4%	3.2x