



Houlihan Lokey

# Testing, Inspection, Certification, and Compliance

**Market Update** 



## **ABOUT OUR FIRM**

#### **Key Facts and Figures**



### **Our Ranking by Service**

#### **Corporate Finance**

	22 M&A Advisory Rankings bbal Transactions Under \$1 Billion	
	Advisor	Deals
1	Houlihan Lokey	381
2	Rothschild & Co	369
3	JP Morgan	217
4	Lazard	206
5	Goldman Sachs & Co	203
Sour	ce: Refinitiv. Excludes accounting firms and brokers.	

No. 1 Global M&A Advisor for **Transactions Under \$1 Billion** 

> Learn More About **Corporate Finance**

Learn More About Financial Restructuring

Learn More About Financial and Valuation Advisory

> Learn More About **Our Industry Coverage**

#### **Corporate Finance**

	2022 M&A Advisory Rankings All U.S. Transactions						
	Advisor	Deals					
1	Houlihan Lokey	191					
2	Goldman Sachs & Co	188					
3	JP Morgan	160					
4	Jefferies LLC	135					
5	Piper Sandler & Co	132					
Sour	rce: Refinitiv.						

#### No. 1 U.S. M&A Advisor

Leading Capital Markets Advisor

	2 Global Distressed Debt & Bankro tructuring Rankings	uptcy
	Advisor	Deals
1	Houlihan Lokey	58
2	PJT Partners Inc	30
3	Lazard	29
4	Rothschild & Co	25
5	Moelis & Co	21
Sourc	e: Refinitiv.	

**Financial Restructuring** 

No. 1 Global Restructuring Advisor

1,500+ Transactions Completed Valued at More Than \$3.0 Trillion Collectively

### **Financial and Valuation Advisory**

\$1.8B

**REVENUE**<sup>(3)</sup>

	98 to 2022 Global M&A Fairness visory Rankings	
	Advisor	Deals
1	Houlihan Lokey	1,232
2	JP Morgan	1,030
3	Duff & Phelps, A Kroll Business	938
4	Morgan Stanley	725
5	BofA Securities Inc	710
Sour	ce: Refinitiv. Announced or completed transactions.	

No. 1 Global M&A Fairness Opinion Advisor Over the Past 25 Years 1,000+ Annual Valuation Engagements

### **Fully Integrated Financial Sponsors Coverage**

Senior officers dedicated to the sponsor community in the Americas and Europe

1.000+market insights and

Sponsors covered, providing knowledge of buyer behavior

> Companies sold to financial sponsors since 2015

#### Houlihan Lokey Is a Global Firm

Americas			Europe and	d Middle Eas	st	Asia-Pacifi	с	
Atlanta	Los Angeles	São Paulo	Amsterdam	Madrid	Stockholm	Beijing	Hong Kong	Shanghai
Boston	Miami	Washington,	Antwerp	Manchester	Tel Aviv	Fukuoka	SAR	Singapore
Chicago	Minneapolis	D.C.	Dubai	Milan	Zurich	Gurugram	Mumbai	Sydney
Dallas	New York		Frankfurt	Munich		Ho Chi Minh	Nagoya	Tokyo
Houston	San Francisc	0	London	Paris		City	Osaka	

(1) As of December 31, 2022. Excludes corporate managing directors. (2) As of April 2023. (3) LTM ended December 31, 2022.

Houlihan Lokey 2

## ABOUT OUR BUSINESS SERVICES INDUSTRY GROUP

Houlihan Lokey's Business Services Group combines extensive industry relationships with substantial experience to offer a broad array of M&A, corporate finance, restructuring, and financial and valuation advisory services to the business services industry.

Based on number of transactions and according to data provided by Refinitiv, Houlihan Lokey was ranked the No. 1 investment bank for all global business services M&A transactions in 2022.\*

\*Excludes accounting firms and brokers.

	2022 M&A Advisory Rankings All Global Business Services Transactions						
	Advisor	Deals					
1	Houlihan Lokey	69					
2	Rothschild & Co	50					
3	Lincoln International	37					
4	Goldman Sachs & Co	34					
5	GCG	26					
Sour	ce: Refinitiv. Excludes accounting firms and brokers.						

Learn More About Our **Business Services Industry Coverage** 

#### **Key Facts and Figures**

130 +Dedicated Business Services bankers

**69** 

Completed Business Services M&A/ private placement transactions in CY22

\$2.9B In financing deals in CY22

#### **Industry Sector Coverage**

We cover a broad array of sectors, with bankers dedicated to each of our primary coverage areas.





Engineering and Infrastructure



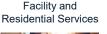


Equipment-as-a-

Service







Training and

Education







Transportation and Logistics

#### Selected Business Services Industry Transactions

				As acquired	
a portfolio company of	a portfolio company of	has received a strategic investment from	International has been acquired by		Medical Solutions
has acquired	has been acquired by	OCEAN <b>SOUND</b>	GISI	a portfolio company of	a portfolio company of
Buyside Advisor	Sellside Advisor	Sellside Advisor	Sellside Advisor & Fairness Opinion	Buyside Advisor	Sellside
WILLIAMS MARSTON		C us ecology	REVHEALTH	a portfolio company of	UniversalPure
A LIGN CAPITAL FABINESS	a portfolio company of	has been acquired by	has received an investment from	B 97 W R J V E R has been acquired by	a portfolio company of
	has received secondary investment from	53	WINDROSE	JS HELD	has been acquired by

Houlihan Lokey 3



IT Services



Marketing Services



Testing, Inspection, Certification, and Compliance

## **TESTING, INSPECTION, CERTIFICATION, AND COMPLIANCE TEAM**



Houlihan Lokey is pleased to present its latest Testing, Inspection, Certification, and Compliance (TICC) global industry update. Our dedicated TICC practice operates within Houlihan Lokey's Business Services Group and has earned a global reputation for providing superior service and achieving outstanding results in M&A advisory, capital raising, and financial and valuation advisory services.

Our clients have included early-stage, mid-size, and large private, PE-backed, and publicly owned businesses, and we understand that an industry driven by continuous innovation and evolution requires the sophistication of an advisor who thinks ahead of the market and utilizes solid industry relationships to advance its clients' vision. We optimize client outcomes by running well-executed, competitive processes, by focusing on deep domain knowledge to position for synergy and scarcity value, and by leveraging our world-class strategic and private equity access to bring the right senior decision-makers to the negotiation table.

### Leadership



Ranon Kent Managing Director RKent@HL.com 310.712.6523



Jonathan Harrison Managing Director JHarrison@HL.com +44 (0) 20 7747 7564



Contact Us

**James Sutch** Director James.Sutch@HL.com +44 (0) 74 363 38 062







**Kevin Rogstad** Vice President KRogstad@HL.com +44 (0) 20 7907 4284

## Subsector Coverage

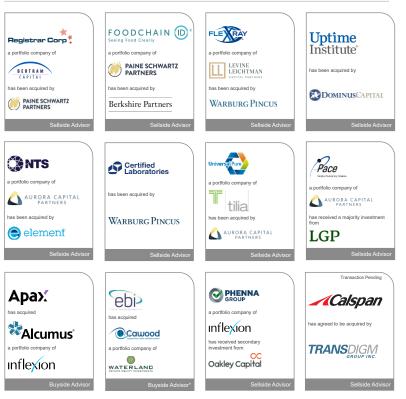


- Certification
- Inspection

.

- Integrity Management
- Pipeline Testing and Inspection .
- Quality Assurance/Control

#### **Featured Transactions**



Tombstones included herein represent transactions closed from 2018 forward. \*Selected transactions were executed by Houlihan Lokey professionals while at other firms acquired by Houlihan Lokey.

#### Tech-Enabled Solutions

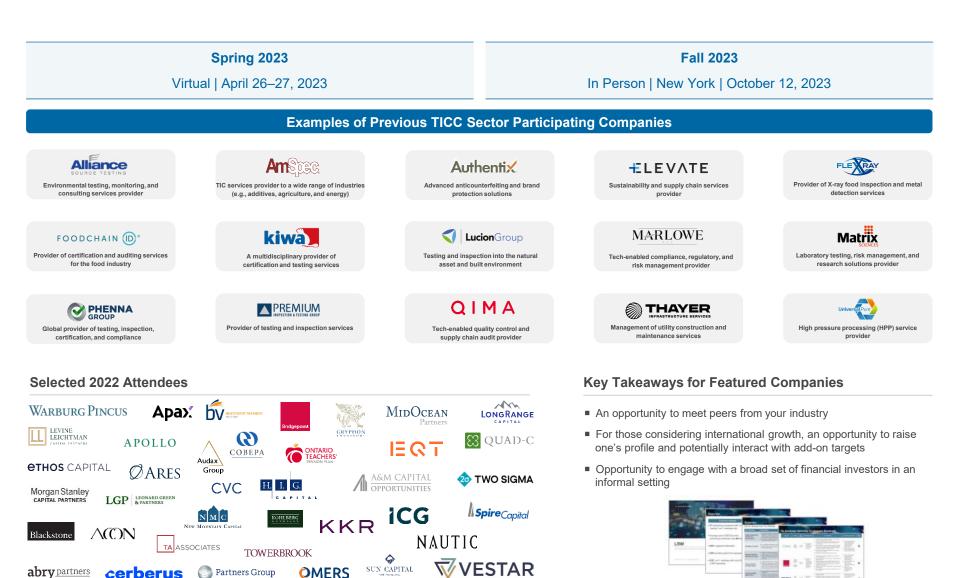
- Testing and Regulatory Compliance
- Utility Services

Houlihan Lokey

Please reach out to us to schedule a call to discuss this guarter's market update or to explore how we can serve your business needs.

## Request a Meeting Learn More About Us

## 2023 HOULIHAN LOKEY BUSINESS SERVICES CONFERENCES



cerberus

Partners Group

-

## TESTING, INSPECTION, CERTIFICATION, AND COMPLIANCE MARKET UPDATE

#### Introduction

Testing, inspection, certification, and compliance has been resilient despite a challenging 2022.

While the overall pace of M&A appears to have slowed, the global number of 2022 TICC transactions declined slightly to 105 transactions from 115 in 2021, with acquirers continuing to express interest in high-quality assets with robust demand drivers or assets that strategically expand product offerings or increase geographical reach.

New and innovative software solutions and equipment testing initiatives are also making their way to market alongside a new article of cannabis legislation that could eliminate its Schedule I classification.

#### Table of Contents

Executive Summary	7
Featured Sector News	8
Selected Transactions Executed by Houlihan Lokey	10
TICC Sector – M&A Highlights	11
Houlihan Lokey's TICC Top 20	12
Equity Market Index Performance	13
Public Company Valuations	14
Public Comparables	15
Disclaimer	16
	Featured Sector News Selected Transactions Executed by Houlihan Lokey TICC Sector – M&A Highlights Houlihan Lokey's TICC Top 20 Equity Market Index Performance Public Company Valuations Public Comparables

#### Q4 2022 Quick Facts



#### Houlihan Lokey TICC Index Performance<sup>(1)</sup>

9.1% Increase Over Prior Quarter

On a quarterly basis, the Houlihan Lokey TICC Index outperformed both the S&P 500 and the STOXX All Europe 100.

## **EXECUTIVE SUMMARY**

#### Sector Business Conditions<sup>(1)</sup>

- The global TICC sector was valued at approximately \$221 billion in 2021 and is projected to grow at a CAGR of around 4% to more than \$300 billion by 2030.
- Long-term secular growth drivers will continue to positively contribute to the sector's expansion.
  Key drivers include ever-increasing regulation, the growing importance of brand protection and quality assurance, increasing global trade, aging infrastructure, supply chain complexity, the growing cost of product non-conformity, a focus on CSR issues, and continuing Eastern urbanization.
- The introduction of advanced technologies across various sectors has further intensified the need for TICC services, as they contribute to the safe development and adoption of new technologies while maintaining compliance.
- Recent regulatory developments relevant to the sector include:
  - The European Commission recently published its new certification of carbon removals proposal outlining the necessary rules required to monitor, report, and verify carbon removals, marking a "huge step forward" in the EU's fight against climate change.
  - The American Council of Independent Laboratories recently announced its support for the States Reform Act (H.R.5977), a bill that would effectively eliminate many federal restrictions aimed at the cannabis industry and remove the drug's Schedule I classification.

#### **News Highlights**

- Intertek, a Total Quality Assurance provider, announced the launch of Intertek Green R&D, an integrated solution that optimizes a product's sustainability, quality, and safety attributes.
- The U.S. Agricultural Marketing Service has granted FSNS Certification & Audit, a Certified Group Company, Official Service Provider status in the USDA Process Verified Program.
- Advantage International Registrar, supporting ANAB-accredited ISO and aerospace standards, will join Amtivo's international portfolio to aid its growth ambitions in the key Americas market.
- ABS Consulting, a global operational risk management company, has collaborated with GDS Global Ltd. (Gliderol) to develop and test the first ever blast-mitigating roller shutter door.
- Cotecna has deployed its latest business intelligence module within the Gabonese Customs environment to help enhance customs operations and revenue collection.
- ALS Ltd. announced its latest strategic acquisition of RCTS, an industry-leading provider of clinical testing services to the personal care and pharmaceutical industries.
- Applus+ in Germany and sentin GmbH are cooperating to profitably integrate artificial intelligence and new testing technology into the day-to-day work of the testing, inspection, and certification industry.

#### **M&A Highlights**

- Apave announced its agreement with American Group ABS to acquire the entire technical inspection service line of its subsidiary, ABS Consulting.
- Applus+ announced its acquisition of Lightship Security, a North American provider of product certification services, for \$35.3 million.
- Eurofins Scientific, announced the signing of an agreement to divest its Digital Testing business to Stirling Square Capital Partners for €220 million on a cash and debt-free basis.

#### Public Comps Highlights<sup>(1)</sup>

- Although the global economy has slowed, the S&P 500, Houlihan Lokey TICC Index, and STOXX All Europe 100 have had steady performance.
- On a quarterly basis, the Houlihan Lokey TICC Index (9.1%) outperformed both the S&P 500 (4.4%) and the STOXX All Europe 100 (8.7%).
- The Houlihan Lokey TICC Index showed signs of healthy quarterly recovery in Q4 as it starts to hedge its year-over-year losses.

(2) Houlihan Lokey's TICC Index consists of a diversified set of companies across the TICC sector. See page 15 for a complete list.

<sup>(1)</sup> Sources: Company website, press releases.

## **FEATURED SECTOR NEWS**

Chasing after acquisitions that could expand product offerings and global reach was the major theme of TICC M&A activity in Q4 2022, with cutting-edge software solutions, equipment testing initiatives, and innovative product enhancements making their way into the spotlight.

Date	Company	Description	Article Link
12/14/2022	apave	Apave, an international group specializing in risk management, acquired a majority stake in Numip, a Slovenian company specializing in nuclear power plants and treatment plants.	Read More
12/13/2022	Intertek Total Quality. Assured.	Intertek, a Total Quality Assurance provider, announced the launch of Intertek Green R&D, an integrated solution that optimizes a product's sustainability, quality, and safety attributes.	Read More
12/12/2022		Montrose Environmental Group, Inc., recently acquired Huco Consulting, Inc., a consultant specializing in implementing EHS and ESG software for industrial, commercial, and government clients.	Read More
12/6/2022	Certified Group Laboratory Testing   Regulatory Consulting	The United States Agricultural Marketing Service has granted FSNS Certification & Audit, a Certified Group Company, Official Service Provider status in the USDA Process Verified Program.	Read More
12/6/2022	COTECNA	Cotecna has deployed its latest business intelligence module within the Gabonese Customs environment with the goals of enhancing customs operations and revenue collection, etc.	Read More
12/1/2022	ALS	ALS Global has acquired the ExplorTech Division of Earthlabs Inc., formerly GoldSpot Discoveries Corp., to form the new ALS GoldSpot Discoveries Ltd. company, a consulting division of ALS Minerals.	Read More
11/29/2022	ALS	ALS Ltd. announced its latest strategic acquisition of RCTS, an industry-leading provider of clinical testing services to the personal care and pharmaceutical industries.	Read More
11/29/2022	apave	Apave, an international group specializing in risk management, announced its agreement with American Group ABS to acquire the entire technical inspection service line of its subsidiary, ABS Consulting.	Read More
11/28/2022	COTECNA	Cotecna, a global provider of testing, inspection, and certification services, acquired Shenzhen Toby Technology Co., Ltd., a testing laboratory for electrical and electronic products in Shenzhen, China.	Read More

# FEATURED SECTOR NEWS (CONT.)

Date	Company	Description	Article Link
11/24/2022		Applus+ in Germany and sentin GmbH are cooperating to profitably integrate artificial intelligence and new testing technology into the day-to-day work of the testing, inspection, and certification industry.	Read More
11/18/2022		Advantage International Registrar, Inc., supporting ANAB-accredited ISO and aerospace standards, wil join Amtivo's international portfolio to aid its growth ambitions in the important Americas market.	Read More
11/3/2022	ALS	ALS has announced its acquisition of environmental monitoring and analysis provider Serambiente. The Colombia-based company has 15 years of experience in the environmental services sector.	Read More
11/3/2022		Amtivo Group has added U.Sbased Orion Registrar, specializing in ANAB-accredited ISO, aerospace, and recycling standards, to its portfolio, granting the group access to the Americas market.	Read More
11/2/2022		Applus+, a global testing, inspection, and certification company, announced its acquisition of Lightship Security, Inc., a provider of product certification services based in North America, for \$35.5 million.	Read More
10/31/2022	Eddyfi Technologies	Eddyfi Technologies announced the arrival of Ectane 3, its new non-destructive testing instrument for surface and tubing inspections that also supports remote-field array technology.	Read More
10/24/2022	🔅 eurofins	Eurofins Agroscience Services and DELTAGee announced a strategic partnership that will facilitate the rapid introduction of new, high-value native traits into plant varieties and growers' fields.	Read More
10/20/2022	<b>ABS</b> Group	ABS Consulting, a global operational risk management company, has collaborated with GDS Global Ltd. (Gliderol) to develop and test the first-ever blast-mitigating roller shutter door.	Read More
10/20/2022	integra	Integra Testing Services, LLC, has acquired comprehensive HVAC testing, adjusting, and balancing services provider RSAnalysis and independent building commissioning firm RSACx.	Read More
10/18/2022	<b>ABS</b> Group	ABS Consulting has partnered with Itus Digital to provide clients with a powerful, end-to-end asset management solution that maximizes performance and longevity while minimizing maintenance costs.	Read More
10/18/2022	apave	Apave, with help from digital platform designer Comforth Karoo and European insurance leader Generali France, launched RiskCare, a solution offering industrial risk prevention and control services.	Read More

# SELECTED TRANSACTIONS EXECUTED BY HOULIHAN LOKEY'S TESTING, INSPECTION, CERTIFICATION, AND COMPLIANCE TEAM

#### Houlihan Lokey Advises NTS



- National Technical Systems (NTS), a leading independent provider of qualification testing, inspection, and certification solutions in North America, and a portfolio company of Aurora Capital Partners (Aurora), has been acquired by Element Materials Technology Group (Element), a global provider of testing, inspection, and certification services. Financial terms of the transaction were not disclosed.
- Aurora is a leading Los Angeles-based private equity firm founded in 1991. The firm focuses principally on control investments in middle-market companies with leading market positions, stable industry dynamics, attractive business model characteristics, and actionable opportunities for growth in partnership with management.
- Houlihan Lokey served as the financial advisor to NTS in the transaction.

#### Houlihan Lokey Advises Pace



Sellside Advisor

- Pace®, North America's leading provider of analytical testing and related outsourced scientific solutions to the life sciences industry, and a portfolio company of Aurora Capital Partners (Aurora), a leading middle-market private equity firm and former majority owner of Pace, has received a majority investment from Leonard Green & Partners, LP (LGP). Financial terms were not disclosed.
- LGP is a leading private equity investment firm founded in 1989 and based in Los Angeles with more than \$50 billion of assets under management.
- Houlihan Lokey served as the lead financial advisor and assisted in marketing, structuring, and negotiating the transaction on behalf of Pace and Aurora.

### Houlihan Lokey Advises Phenna Group



- Inflexion completed a minority investment in Phenna Group in February 2021, and the 18-month partnership more than doubled EBITDA and tripled headcount as an international TICC platform of scale was created.
- Formed in 2018, Phenna has rapidly emerged as one of the fastest-growing TICC groups globally, with revenue growth of around 100% CAGR over the past three years. Today, the group comprises 32 independent businesses that provide specialist TICC services across infrastructure, built environment, niche industrial, health sciences, and certification and compliance divisions. The business operates across 12 countries in four continents.
- Houlihan Lokey served as the exclusive financial advisor to Inflexion and the Phenna Group shareholders in a deal that exemplifies the continued success of Houlihan Lokey's dedicated global coverage of the TICC sector.

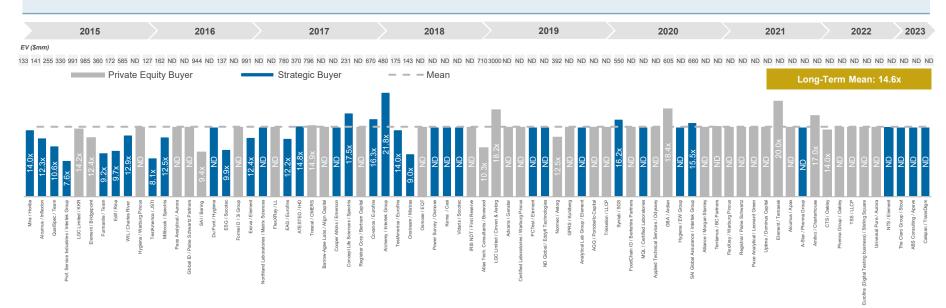
### Houlihan Lokey Advises Apax



- Apax Partners LLP (Apax) has acquired a controlling stake in Alcumus, a global leader in technology-led risk management and compliance solutions, from Inflexion. The transaction valued Alcumus at more than £600 million.
- Alcumus helps organizations of all sizes anticipate, manage, and avoid risks, thereby improving outcomes for employees and company operations.
- Apax is a leading global private equity advisory firm. For nearly 50 years, Apax has worked to inspire growth and ideas that transform businesses. The firm has raised and advised funds with aggregate commitments of more than \$60 billion.
- Houlihan Lokey served as the exclusive financial advisor to Apax.

## **TICC SECTOR – M&A TRANSACTIONS**

# Deal activity in the TICC sector has remained robust over the past decade, with many recent transactions commanding values above long-term averages



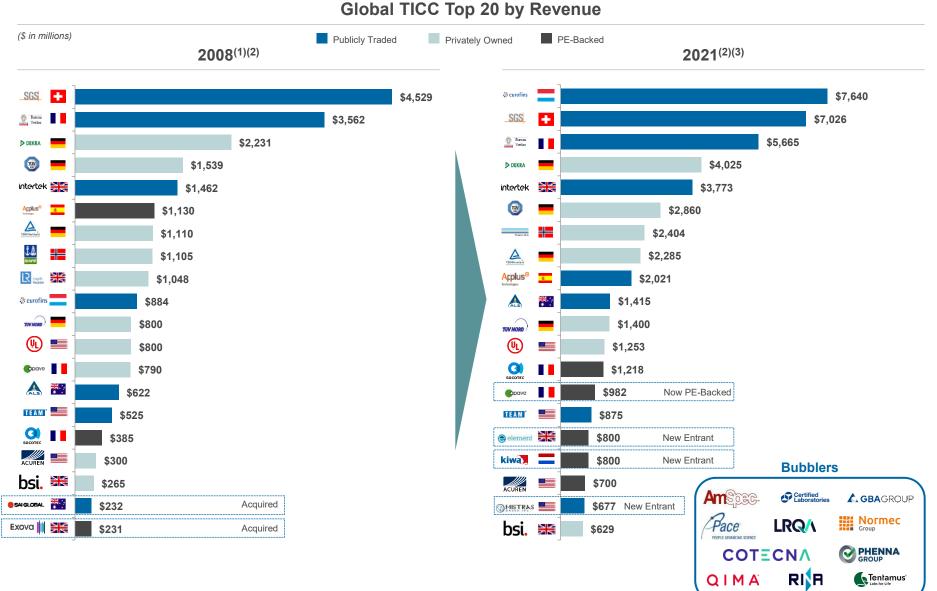
#### **Recent Valuations Above Long-Term Trend**



#### **Premium Valuations Driven By**

Financial	Investors	Strate	egics
Platform With Consolidation Opportunity	Attractive End Markets/ Tailwinds	Strategic Moves	Synergies
*	Ż	2	
	+ COVID-19	Resilience	

## TICC TOP 20



Sources: S&P Capital IQ and company reports.

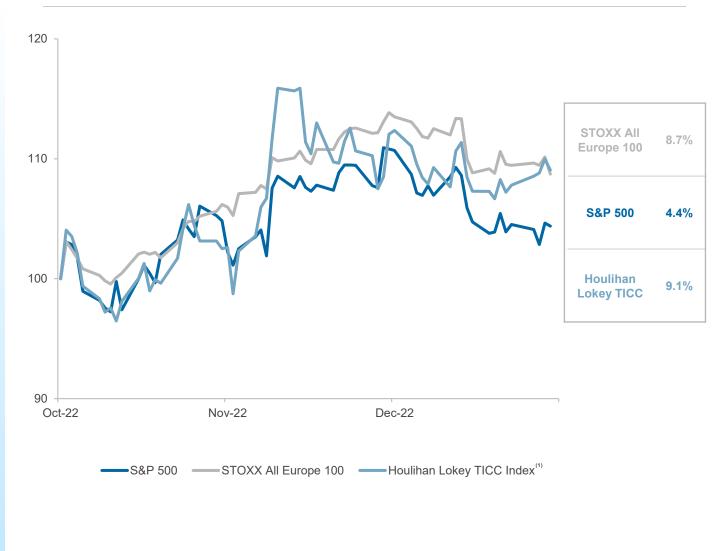
(1) Represents LTM revenue available as of December 31, 2008. Estimates provided where information was not readily available.

(2) Excludes public companies with minor testing and certification operations.

(3) Represents most recent LTM revenue available as of December 31, 2022.

## EQUITY MARKET INDEX PERFORMANCE

- Although the global economy has slowed, the S&P 500, Houlihan Lokey TICC Index, and STOXX All Europe 100 have had steady performance.
- On a quarterly basis, the Houlihan Lokey TICC Index (9.1%) outperformed both the S&P 500 (4.4%) and the STOXX All Europe 100 (8.7%).
- The Houlihan Lokey TICC Index showed signs of healthy quarterly recovery in Q4 as it starts to hedge its year-overyear losses.



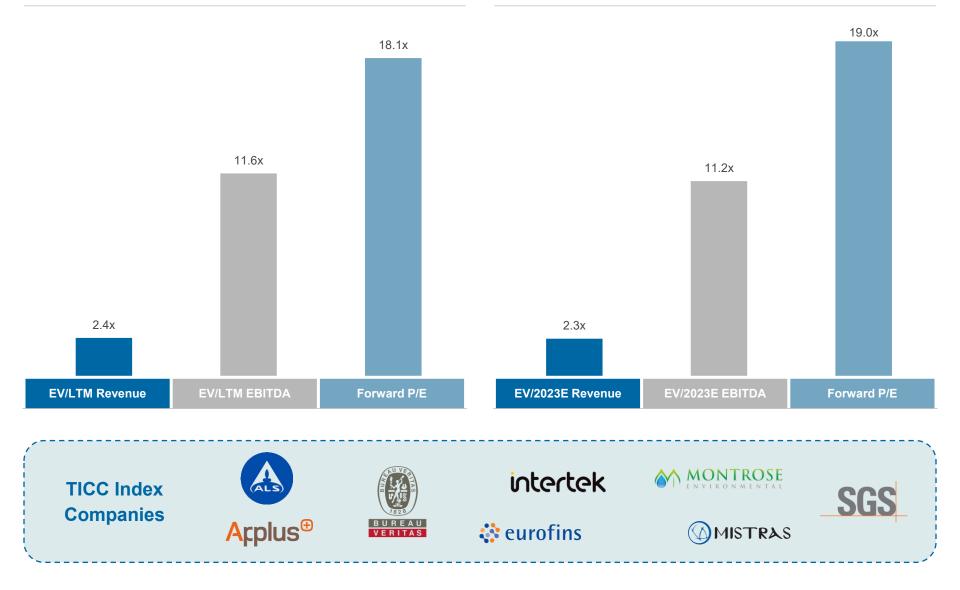
#### **October–December 2022 Performance**

Source: S&P Capital IQ. Data as of December 30, 2022. All share prices rebased to 100. (1) The Houlihan Lokey TICC Index consists of a diversified set of companies across the TICC sector. See page 15 for a complete list.

## **PUBLIC COMPANY VALUATIONS**

#### **TICC–LTM December 2022 Valuations**

#### **TICC-FY 2023E Valuations**



## **PUBLIC COMPARABLES** TESTING, INSPECTION, CERTIFICATION, AND COMPLIANCE

#### LTM December 2022 Public Comparables

		Market Cap USDm						LTM			TE	V/
			EV USDm	Net Debt USDm	Net Debt/ LTM EBITDA	Revenue USDm	EBITDA USDm	EBITDA Margin	EPS	Forward P/E	LTM EBITDA	LTM Revenue
	ALS Limited	\$4,024.1	\$4,896.3	\$819.4	2.9x	\$1,468.5	\$318.5	21.7%	\$0.5	18.4x	15.4x	3.3x
nd ,	Applus Services, S.A.	931.5	1,910.6	898.5	4.0x	2,190.8	272.1	12.4%	0.9	7.6x	7.0x	0.9x
ting, Inspectio artification, an Compliance	Bureau Veritas SA	11,899.8	13,595.5	1,478.1	2.8x	6,038.9	1,167.9	19.3%	1.3	20.0x	11.6x	2.3x
	Eurofins Scientific SE	13,786.5	16,791.0	3,028.1	2.5x	7,173.3	1,445.4	20.2%	4.1	17.7x	11.6x	2.3x
	Intertek Group plc	7,831.2	9,311.0	1,277.3	2.0x	3,847.1	819.7	21.3%	2.7	18.1x	11.4x	2.4x
	Mistras Group, Inc.	147.4	344.1	185.0	3.9x	687.4	52.2	7.6%	0.5	10.1x	6.6x	0.5x
Ce	Montrose Environmental Group, Inc.	1,318.9	1,622.3	83.6	9.6x	544.4	18.1	3.3%	(0.8)	NM	NM	3.0x
	SGS SA	17,419.3	20,775.1	3,053.0	3.7x	7,183.1	1,293.4	18.0%	103.2	22.5x	16.1x	2.9x
Median				\$1,087.9	3.3x	\$3,019.0	\$569.1	18.7%	\$1.1	18.1x	11.6x	2.4x
Mean				\$1,352.9	3.9x	\$3,641.7	\$673.4	15.5%	\$14.0	16.4x	11.4x	2.2x
Overall	Madian			¢4 097 0	2.24	\$3,019.0	¢560.4	40 70/	\$1.1	18.1x	11.6x	2.4x
Overall				\$1,087.9 \$1,352.9	3.3x 3.9x	\$3,641.7	\$569.1 \$673.4	18.7% 15.5%	\$1.1 \$14.0	18.1x 16.4x	11.6x 11.4x	2.4x 2.2x

#### FY 2023E Public Comparables

		Net Debt/ 2022 _ EBITDA	EV/Revenue		EV/EBITDA		P/E		2021-23E CAGR		EBITDA Margin		Forward P/E	
			2022	2023E	2022	2023E	2022	2023E	Revenue	EBITDA	2022	2023E	2022	2023E
Testing, Inspection, Certification, and Compliance	ALS Limited	2.6x	3.3x	2.9x	15.4x	23.9x	30.3x	20.1x	7.7%	(19.7%)	21.7%	12.0%	18.4x	19.0x
	Applus Services, S.A.	3.3x	0.9x	0.9x	7.0x	5.4x	18.1x	7.5x	4.9%	15.5%	12.4%	15.9%	7.6x	7.6x
	Bureau Veritas SA	1.3x	2.3x	2.2x	11.6x	10.7x	24.1x	19.8x	5.0%	11.5%	19.3%	20.4%	20.0x	20.1x
	Eurofins Scientific SE	2.1x	2.3x	2.4x	11.6x	11.7x	23.0x	17.7x	(3.9%)	(15.0%)	20.2%	20.3%	17.7x	24.3x
	Intertek Group plc	1.6x	2.4x	2.3x	11.4x	10.3x	22.6x	17.7x	3.7%	3.5%	21.3%	22.4%	18.1x	18.1x
		3.5x	0.5x	0.5x	6.6x	5.3x	23.5x	11.4x	3.3%	10.0%	7.6%	9.0%	10.1x	9.1x
	Montrose Environmental Group, Inc.	4.6x	3.0x	2.8x	NM	23.1x	NM	NM	2.1%	6.7%	3.3%	12.3%	NM	NM
	SGS SA	2.4x	2.9x	2.8x	16.1x	12.2x	27.3x	22.2x	3.0%	10.8%	18.0%	22.8%	22.5x	22.3x
Median		2.5x	2.4x	2.3x	11.6x	11.2x	23.5x	17.7x	3.5%	8.3%	18.7%	18.1%	18.1x	19.0x
Mean		2.7x	2.2x	2.1x	11.4x	12.8x	24.1x	16.6x	3.2%	2.9%	15.5%	16.9%	16.4x	17.2x
Overall Median		2.5x	2.4x	2.3x	11.6x	11.2x	23.5x	17.7x	0.0x	8.3%	18.7%	18.1%	18.1x	19.0x
Overall		2.7x	2.2x	2.1x	11.4x	12.8x	24.1x	16.6x	0.0x	2.9%	15.5%	16.9%	16.4x	17.2x

## DISCLAIMER

© 2023 Houlihan Lokey. All rights reserved. This material may not be reproduced in any format by any means or redistributed without the prior written consent of Houlihan Lokey.

Houlihan Lokey is a trade name for Houlihan Lokey, Inc., and its subsidiaries and affiliates, which include the following licensed (or, in the case of Singapore, exempt) entities: in (i) the United States: Houlihan Lokey Capital, Inc., and Houlihan Lokey Advisors, LLC, each an SEC-registered broker-dealer and member of FINRA (www.finra.org) and SIPC (www.sipc.org) (investment banking services); (ii) Europe: Houlihan Lokey Advisory Limited, Houlihan Lokey EMEA, LLP, Houlihan Lokey (Corporate Finance) Limited, and Houlihan Lokey UK Limited, authorized and regulated by the U.K. Financial Conduct Authority; Houlihan Lokey (Europe) GmbH, authorized and regulated by the German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht); (iii) the United Arab Emirates, Dubai International Financial Centre (Dubai): Houlihan Lokey (MEA Financial Advisory) Limited, regulated by the Dubai Financial Services Authority for the provision of advising on financial products, arranging deals in investments, and arranging credit and advising on credit to professional clients only; (iv) Singapore: Houlihan Lokey (Singapore) Private Limited and Houlihan Lokey Advisers Singapore Private Limited, each an "exempt corporate finance adviser" able to provide exempt corporate finance advisory services to accredited investors only; (v) Hong Kong SAR: Houlihan Lokey (China) Limited, licensed in Hong Kong by the Securities and Futures Commission to conduct Type 1, 4, and 6 regulated activities to professional investors only; (vi) India: Houlihan Lokey Advisory (India) Private Limited, registered as an investment adviser with the Securities and Exchange Board of India (registration number INA000001217); and (vii) Australia: Houlihan Lokey (Australia) Pty Limited (ABN 74 601 825 227), a company incorporated in Australia and licensed by the Australian Securities and Investments Commission (AFSL number 474953) in respect of financial services provided to wholesale clients only. In the United Kingdom, European Economic Area (EEA), Dubai, Singapore, Hong Kong, India, and Australia, this communication is directed to intended recipients, including actual or potential professional clients (UK, EEA, and Dubai), accredited investors (Singapore), professional investors (Hong Kong), and wholesale clients (Australia), respectively. Other persons, such as retail clients, are NOT the intended recipients of our communications or services and should not act upon this communication.

Houlihan Lokey gathers its data from sources it considers reliable; however, it does not guarantee the accuracy or completeness of the information provided within this presentation. The material presented reflects information known to the authors at the time this presentation was written, and this information is subject to change. Any forward-looking information and statements contained herein are subject to various risks and uncertainties, many of which are difficult to predict, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. In addition, past performance should not be taken as an indication or guarantee of future performance, and information contained herein may be subject to variation as a result of currency fluctuations. Houlihan Lokey makes no representations or warranties, expressed or implied, regarding the accuracy of this material. The views expressed in this material accurately reflect the personal views of the authors regarding the subject securities and issuers and do not necessarily coincide with those of Houlihan Lokey. Officers, directors, and partners in the Houlihan Lokey group of companies may have positions in the securities of the companies discussed. This presentation does not constitute advice or a recommendation, offer, or solicitation with respect to the securities of any company discussed herein, is not intended to provide information upon which to base an investment decision, and should not be construed as such. Houlihan Lokey or its affiliates may from time to time provide investment banking or related services to these companies. Like all Houlihan Lokey employees, the authors of this presentation receive compensation that is affected by overall firm profitability.



Corporate Finance Financial Restructuring Financial and Valuation Advisory

HL.com