

March 2018 Industry snapshot

STAFFING

www.clairfield.com



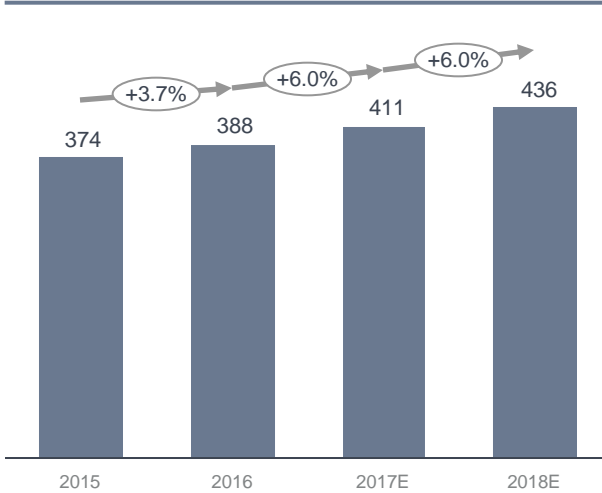
INSIDE

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- Key players
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- About Clairfield



MARKET HIGHLIGHTS

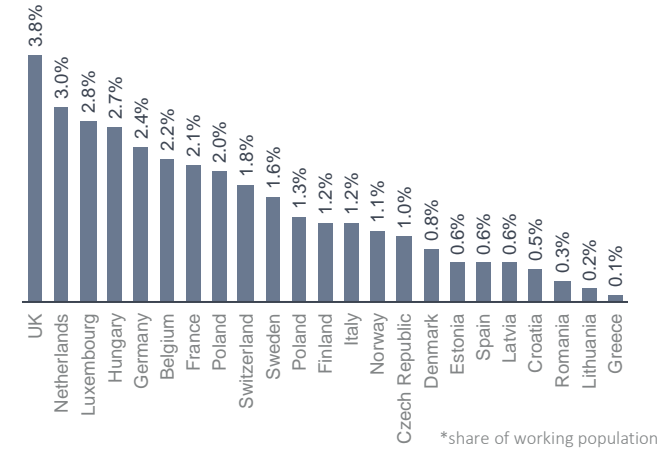
GLOBAL MARKET SIZE (EUR BN)



2015 REVENUE SPLIT BY TOP 15 COUNTRIES (EUR BN)

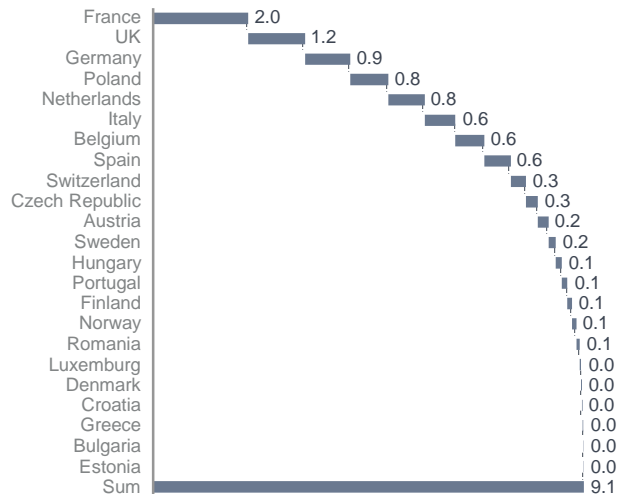


PENETRATION RATE* 2015 EUROPEAN COUNTRIES

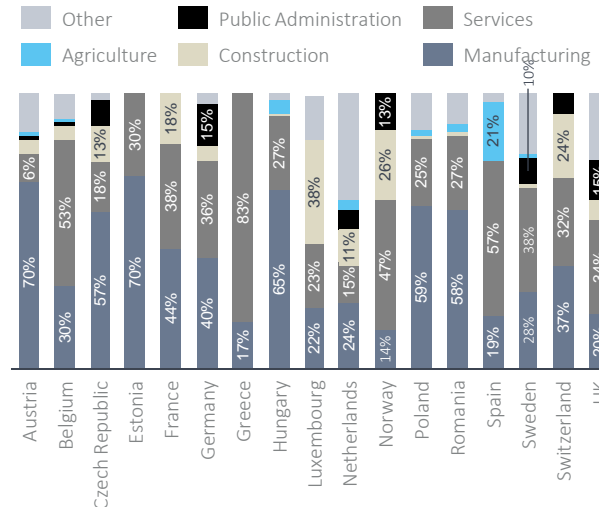


AGENCY WORK* HEADCOUNTS EUROPE (MILLION)

*Main segment of staffing with a 95% share



SECTORIAL DISTRIBUTION



KEY EUROPEAN PLAYERS

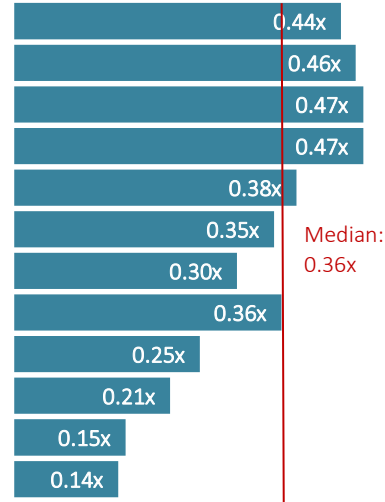


KEY PLAYERS

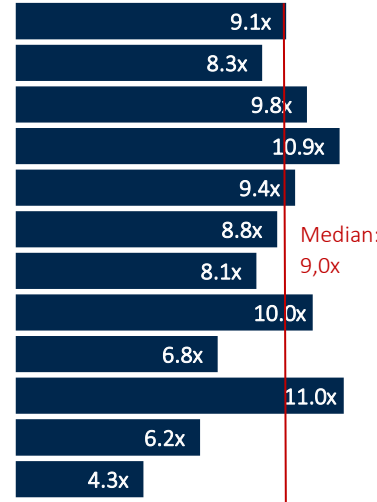
LISTED PLAYERS

	Switzerland
	France
	Netherlands
	United Kingdom
	United Kingdom
	United States
	Italy
	United Kingdom
	United Kingdom
	United States
	United Kingdom
	United Kingdom

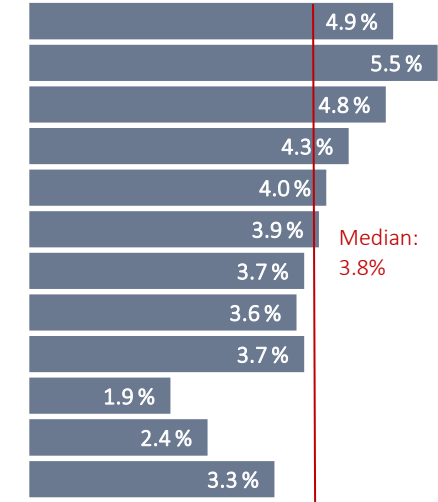
EV/SALES 2018E



EV/EBIT 2018E



EBIT% 2018E



SELECTED TRANSACTIONS (EUR MILLION)

DATE	TARGET	COUNTRY	BUYER	COUNTRY	EV	EV/SALES	EV/EBITDA
1/17	Orizon Unser Job ist gutes Personal				72.6	0.3x	5.0x
1/17	Obiettivo Lavoro				102.5	0.2x	5.1x
8/16	Gilde groep				132.4	0.3x	5.8x
3/16	Co.Mark				50.5		9.0x
2/16	Proffice				183.9	0.4x	11.1x

- EUR 22.7 billion in total revenue with 60% stemming from Europe
 - 5100 branches in over 60 countries
 - 700,000 associates on assignment daily
 - Involved in 48 deals
- USD 19 billion in total revenue (all segments) with 12.5 located in Europe
 - Over 600,000 people employed every day
 - Involved in 24 deals
- EUR 20.7 billion in revenue
 - 4752 offices in 39 countries with 32,280 corporate employees
 - 626,300 people employed every day
 - Involved in 60 deals
- EUR 1.1 billion in revenue
 - 450 locations supplying over 55 million hours of temporary labor annually
 - Acquired 12 companies

CLAIRFIELD TRACK RECORD IN BUSINESS SERVICES

80+

SERVICES TRANSACTIONS
CLOSED SINCE 2006

+EUR 2.5 bn

CUMULATIVE VALUE OF
SERVICES TRANSACTIONS
CLOSED SINCE 2006

DEAL SPOTLIGHT

Norway



was sold to




STAFFING


Eterni Gruppen AS, one of Norway's leading temporary staffing service companies, sold a majority share to Herkules Private Equity Fund IV. The management of the company reinvested and retains a minority stake. Five years after founding the company, Eterni was the fifth largest temporary staffing company in Norway in a segment dominated by international companies and was ready for a new stage of growth. Jarle Mork, the lead dealmaker, skillfully negotiated a transaction that required exceptional handling due to political considerations over the role of temporary staffing on the national stage. The company saw interest from multiple private equity houses and the investment has had a flying start.

SELECTED TRANSACTIONS

Denmark



acquired




France




was sold to



Sweden



merged with




Denmark




was sold to



Netherlands



acquired

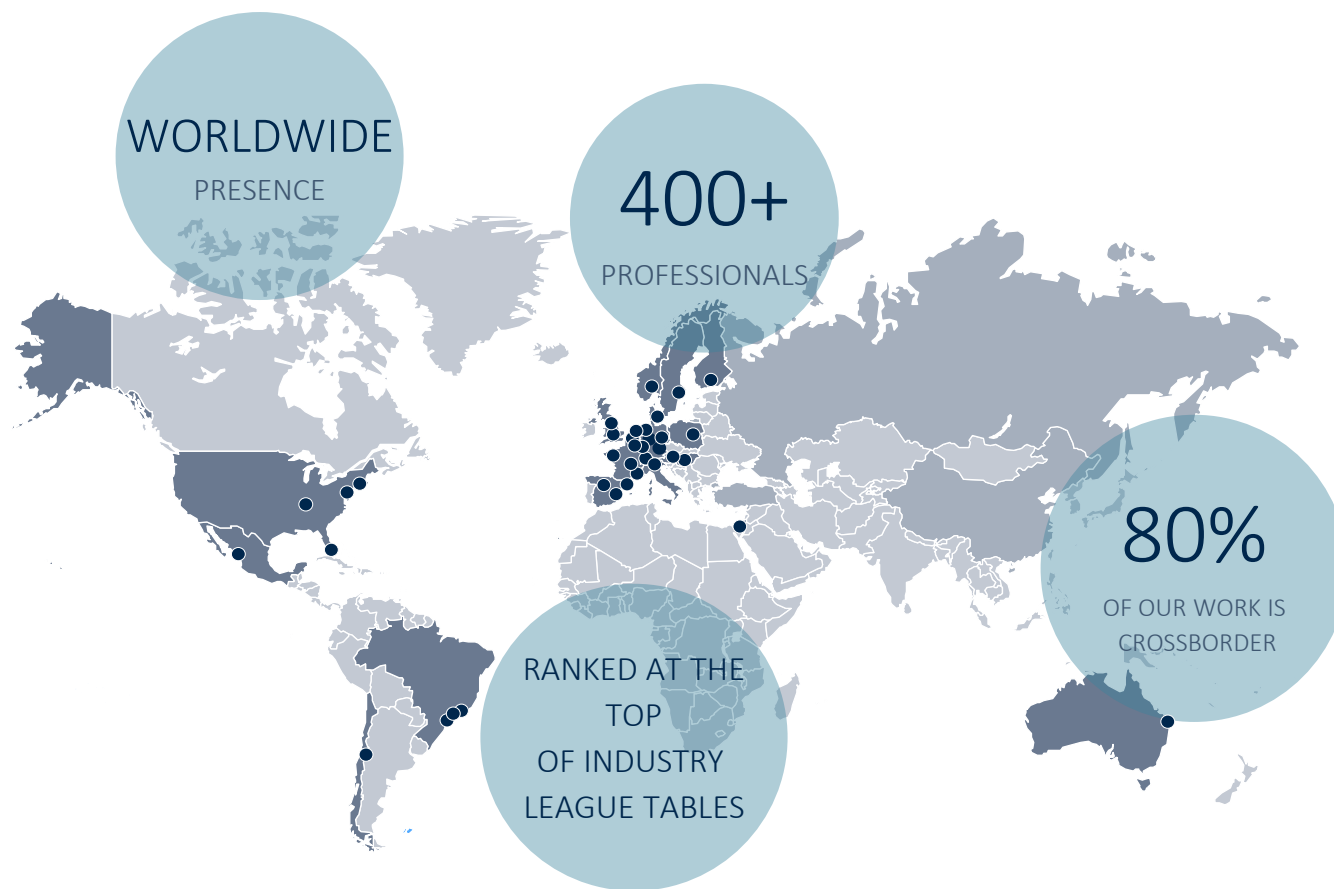


Belgium/ Spain



sold its Spanish operations to management through an MBO

CLAIRFIELD – A GLOBAL PARTNERSHIP OF M&A SPECIALISTS



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