

PKF Deal Sheet

August 2017



Should any of these opportunities be of interest to you, your clients or other associates, please feel free to contact the relevant person(s) listed below.

Seeking Buyers

Sector	Description	Transaction Size	Contact
Asphalt Services Business *NEW*	NSW Central Coast based asphalt services business specialising in providing quality paving, sealing and patchwork for roads, driveways, parking lots and other surfaces in both commercial and residential applications.	Expressions of interest sought	Simon Thorn
Hoist Manufacturer	Hoist manufacturing business seeking a buyer. Would suit a trade buyer.	Expressions of interest sought	Steven Perri
Food manufacturer & wholesaler	Antipasto food business seeking a buyer. Would suit a competitor looking to expand product offering.	Expressions of interest sought	Steven Perri
Timber truss manufacturing	Timber truss manufacturing business located in Victoria. Would suit a trade buyer.	Expressions of interest sought	Steven Perri
Waste Management Business & Associated Property	Sydney based waste management business with revenues and EBITDA of approximately \$9m and \$2.2m respectively. Business is involved in the collection and sorting of building and construction waste. High value facilities located in central Sydney. Potential to also acquire related property with future development potential.	\$9m - \$25m	Andrew Jones Nick Navarra
Digital Advertising Agency	Leading advertising agency in the property development industry experiencing revenue growth between 15%-20% over the past five years. This opportunity would suit digital and technology transformation businesses looking at vertical integration opportunities.	Expressions of interest sought	Steven Perri Stefan Galbo
Hoist Hire Company	Sydney based and fast growing hoist hire company. Seeking a buyer or investment partner to fund growth opportunities. Modern fleet and strong management team.	\$1m +	Nick Navarra
Events Management	Sydney-based events management business with growing revenues of circa \$6 million and strong clientele. Would suit trade buyer.	Expressions of interest sought	Nick Navarra
Scaffolding Business	With revenues greater than \$5m and EBITDA of \$1.5m, this business is involved in the provision of steel and aluminium scaffolding components, systems and labour to commercial, industrial, rail, mining and related industries in NSW.	\$4m to \$6m	Andrew Jones Matt Swan

Seeking Acquisitions

Sector	Description	Transaction Size	Contact
Healthcare *NEW*	Seeking healthcare assets particularly in the aged care, private hospital, oncology services and pharmaceutical (including health products) sectors.	\$20m +	Shaun Lindemann
Property Development *NEW*	Seeking development project opportunities.	\$40m +	Shaun Lindemann
Insurance & Finance Sector *NEW*	Seeking acquisitions in the insurance and financial sector. Will consider a variety of businesses on a case-by-case basis.	\$60m + although will consider smaller acquisition	Shaun Lindemann
Technology / Mechanical Innovation *NEW*	Chinese based investors seeking a variety of investment opportunities in the technology / mechanical innovation sectors, with a focus of technologies that could be imported into China	\$10m +	Shaun Lindemann
Industrial Property *NEW*	Large Asian property group seeking joint venture opportunities for development of industrial property.	\$50m +	Andrew Jones
Alcoholic Beverages *NEW*	Chinese alcoholic beverage group seeking investment opportunities in Australian alcoholic beverages to leverage their distribution network in China	\$20m +	Andrew Jones
Industrial and Agri-Business	Diversified industrial company looking for acquisition in similar space. Will consider complimentary (Vertical and Horizontal) acquisitions. Has existing logistics, abrasive retables, work wear, wool and industrial fastener businesses.	\$5m - \$10m	John Bell
Downstream Automotive	Large established buying group with \$100m + annual turnover seeking to acquire synergistic businesses.	\$25m - \$100m	John Bell
IT Products and Services	Large infrastructure as a service IT provider with operations in AU/NZ, seeking to execute rollup strategy.	\$3m - \$5m	John Bell
Property	Property developers seeking off market acquisitions of greenfield sites, medium density sites and commercial sites located in Australia.	To be reviewed on a case-by-case basis	Stefan Galbo
Health Care Equipment & Services	ASX listed healthcare group seeking related acquisitions of medical and health care device businesses.	Open	Steven Perri
Various	Investors seeking minority stake investment opportunities.	\$100,000 to \$200,000	Steven Perri Stefan Galbo
Gas Project	Industrial business seeking to acquire gas projects where additional offtake opportunities exist. Focus on Australian east-coast projects.	Will review on a case-by-case basis	Andrew Jones
Private Hospitals & Aged Care	Seeking acquisitions of private hospital and aged care assets. Will also consider other related health care assets.	\$20m +	Andrew Jones Nick Navarra
Community & Social Housing	Not for profit organisation seeking acquisition of community and social housing assets and projects.	\$20m to \$100m	Andrew Jones
Transportation & Logistics	A privately owned wharf cartage and warehousing business seeking acquisitions of complimentary or competitor businesses.	Revenues of <\$10m	Steven Perri Stefan Galbo
Healthcare	Financial group seeking healthcare related acquisitions in particular in the sectors of In Vitro diagnosis, liquid biopsy and cancer screening and treatment.	Open	Andrew Jones Nick Navarra Steven Perri Stefan Galbo

Seeking Acquisitions (continued)

Agriculture	ASX listed agriculture group seeking acquisitions in the agriculture sector, with a focus on plantations and dairy preferred.	\$5m +	Andrew Jones Nick Navarra
Various	Investors seeking acquisitions of businesses with EBIT of \$1m to \$10m. Preference for businesses with sustainable profits, low earnings volatility and low CAPEX.	\$4m to \$50m	Andrew Jones

Seeking Capital

Sector	Description	Transaction Size	Contact
Vehicle Rental Company *NEW*	Australian and New Zealand based vehicle rental company specialising in a niche tourism sector seeking capital to expand operations into the US market.	Seeking Expressions of Interest	Nick Navarra
eSports *NEW*	Content creation company focused on eSports and gaming.	\$500,000	Stefan Galbo
Online Recruitment *NEW*	Online networking platform targeted at the trades and services marketplace to recruit, promote, employ and engage with job prospects.	\$500,000	Stefan Galbo
Renewal Energy *NEW*	Opportunity exists to invest in an early stage capital raising for a next generation thin film renewable energy solution. The Company is commercialising the renewable energy solution, in order to provide low cost alternatives to current conventional photo voltaic solar panels and lithium ion battery storage. To date over \$50M has been spent on research, development and prototyping with funding to prove the science having been provided by CSIRO and a leading university.	Seeking to raise \$5m to assist with commercialisation.	Steven Perri Stefan Galbo
Solar	Seed Capital Raising for a Solar business in Australia C & I market.	\$750,000	Rick Hopkins
Online Property Services	Online property data platform seeking expansion capital to fund growth opportunities. Would suit an active investor.	Open	Steven Perri Stefan Galbo
Digital Health	Indian based digital health business developing digital health solutions for low and middle income populations seeking expansion capital to support a new health subscription product and marketplace for the Indian urban middle class.	\$750,000	Stefan Galbo
Hoist Hire Company	Sydney based and fast growing hoist hire company. Seeking a buyer or investment partner to fund growth opportunities. Modern fleet and strong management team.	\$1m +	Nick Navarra
Food Manufacturer & Wholesaler	Sydney-based speciality small goods manufacturer and wholesale. Fast growing sector with a focus on niche products. Seeking capital to fund expansion and growth opportunities. Also potential to acquire competitor businesses in other capital cities.	\$1m +	Andrew Jones Nick Navarra
Fintech	Profitable billing and provisioning fintech business seeking up to \$3m to fund business growth and capital restructuring.	\$3m	Andrew Jones Nick Navarra

Contact us

Should you wish to obtain more information regarding any of the above opportunities, please contact the relevant persons listed below:

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