

PKF Deal Sheet

NOVEMBER 2018

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 ACQUISITIONS

SECTOR	DESCRIPTION	TRANSACTION SIZE	CONTACT
Software Consulting and Services	Nasdaq listed software consulting and services group seeking related acquisitions of software consulting and services, staffing or recruitment businesses in Australia and New Zealand servicing the financial services sector.	Revenue between \$2m - \$20m	Stefan Galbo
IT Services	UK private equity owned IT services business seeking to acquire Australian/New Zealand IT services business that provide software solutions to government (federal, state, local).	EBITDA \$1m - \$20m	Alan Stevenson
Travel and Tourism	International travel group seeking to acquire tour operators, travel agents and suppliers of equipment to the leisure sector in Australia.	EBITDA \$5m - \$10m	Andrew Jones Vikas Nahar
Real Estate (Preferred Melbourne/Sydney)	An offshore investment/funds manager seeking acquisitions for real estate, focused on value-add office and/or retail assets with value add/ redevelopment potential. Will consider JV structure.	\$50m +	Stefan Galbo
Health	Listed healthcare group seeking related acquisitions of medical and healthcare device businesses.	Open	Steven Perri
Health	Listed company and large institutional investor seeking in-home and accommodation care businesses providing aged and disability care.	\$5m - \$25m	Steven Perri Stefan Galbo
Food and Beverage	Private equity investor looking to acquire equity of between 30 -100% of businesses in food production or manufacturing.	EBITDA \$2m - \$10m	Steven Perri Stefan Galbo

SEEKING ACQUISITIONS (CONTINUED)

SECTOR	DESCRIPTION	TRANSACTION SIZE	CONTACT
Food or Livestock Feed	Chinese-based company specialising in the manufacture of vitamin supplements seeking acquisition of Australian-based food manufacturing businesses, with a particular focus on livestock feed manufacturing businesses. Will consider all locations.	Open	Andrew Jones Nick Navarra
Education Products	Manufacturer and supplier of furniture to the education sector seeking acquisitions of manufacturers providing products to the education sector.	\$5m - \$50m	Andrew Jones
Micro-Breweries	Seeking acquisitions or investments in Micro-Breweries with strong growth or expansion opportunities.	\$2m - \$20m	Andrew Jones
Construction/ Property Services	Company seeking to acquire distressed assets of businesses servicing the construction and property sectors such as property management and leasing (commercial and residential), building fit outs and digital marketing.	Up to \$1m	Stefan Galbo
eLearning	Company seeking to acquire or invest in online learning assessment or STEM space.	Up to \$12m	Steven Perri
Telco	Company seeking to acquire telco or internet providers.	\$2m +	Steven Perri
Healthcare	Financial group seeking healthcare related acquisitions, in particular, the sectors of In Vitro diagnosis, liquid biopsy and cancer screening and treatment.	Open	Andrew Jones Nick Navarra Steven Perri
Agriculture	ASX listed agriculture group seeking acquisitions in: <ul style="list-style-type: none"> The agriculture sector, with a focus on plantations and dairy preferred; and/or Health products segment (e.g. vitamins). 	\$5m +	Andrew Jones Nick Navarra
Transportation and Logistics	A privately-owned wharf cartage and warehousing business seeking acquisitions of complimentary or competitor businesses.	Open	Stefan Galbo
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 - \$50m	Andrew Jones Nick Navarra

SEEKING BUYERS

SECTOR	DESCRIPTION	TRANSACTION SIZE	CONTACT
Food and Agribusiness	Privately held provider of labour services seeking buyers.	EBITDA \$5m	Alan Stevenson
FMCG	Privately held online wine sale platform seeking buyers.	Revenue \$20m EBITDA \$1m	Alan Stevenson
Electrical Design and Engineering	Industry leading ASP3 solutions provider and electrical services consulting firm.	Expressions of interest sought	Chad Russell
Debt Collection	Debt collection business with experienced management team and excellent growth track record and prospects.	Expressions of interest sought	Andrew Jones
Specialist Engineering	Engineering and millwright business specialising in roller mills, located in Victoria.	Expressions of interest sought	Alastair Richards
Training	Registered Training Organisation providing training services to the industrial and construction sectors.	Expressions of interest sought	Andrew Jones
Electrical and Control Systems Engineering	Industry leading proprietary technology provider with globally relevant bulk materials handling solutions.	Expressions of interest sought	Chad Russell
Events Management	Sydney-based events management business with growing revenues and strong clientele. Would suit trade buyer.	Expressions of interest sought	Nick Navarra
Timber Truss Manufacturing	Timber truss manufacturing business located in Victoria. Would suit a trade buyer.	Expressions of interest sought	Steven Perri

SEEKING CAPITAL

SECTOR	DESCRIPTION	TRANSACTION SIZE	CONTACT
Renewable Energy (Waste to Energy)	Equity and/or debt funding sought for the development of a number of waste to energy plants in NSW, Victoria and Tasmania.	\$1m - \$1.5m initially. \$110m total project value	Nick Navarra
Education Infrastructure	Manufacturer of sustainable solar powered portable classrooms seeking expansion capital.	\$5m +	Andrew Jones
Resources	Disruptive Oil and Gas Australian drilling technology operator seeking expansion capital and a strategic partner to grow business into either Asian or African markets.	\$2.5m	Stephen O'Keefe
Technology	Asian focused online real estate platform seeking to raise capital to fund further development.	\$10m	Alan Stevenson
Transport	Innovative early stage ride-sharing platform with unique technology and business model seeking capital for further development and roll-out.	\$750k initially and then \$4.75m	Andrew Jones Nick Navarra
Online Recruitment	Online networking platform targeted at the trades and services marketplace to recruit, promote, employ and engage with job prospects.	\$500,000	Stefan Galbo
Online Property Services	Online property data analytics platform seeking expansion capital to fund growth opportunities.	Open	Steven Perri Stefan Galbo

SEEKING INVESTMENT / LENDING OPPORTUNITIES

SECTOR	DESCRIPTION	TRANSACTION SIZE	CONTACT
Real Estate (Preferred Melbourne/Sydney)	An offshore debt provider looking for development funding opportunities in the real estate sector on a stretched senior basis.	\$10m - \$200m	Stefan Galbo
All	Family Office seeking acquisitions or investments in stable profitable businesses with minimum EBIT of \$3m.	\$10m +	Andrew Jones
Residential Property Development	Alternate debt provider seeking construction funding or refinancing opportunities in capital cities.	\$30m - \$70m	Andrew Jones
All	Alternate debt providers seeking opportunities to provide debt to refinance bank facilities, provide expansion capital or fund acquisitions.	\$10m - \$100m	Andrew Jones

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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