

# PKF Deal Sheet

JULY 2019

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
IT Consulting and Services <b>*NEW*</b>	IT service provider seeking to acquire an existing IT security consulting business.	Up to \$1m	Stefan Galbo
OTC Pharma <b>*NEW*</b>	Looking for branded skincare, hydration, pain relief, bandaid or other OTC products with proven medical benefits.	\$10m - \$75m	Dan Cotton
Software and Services <b>*NEW*</b>	ASX listed software and services group seeking related acquisitions of software and services businesses globally focused on servicing the hospitality sector.	\$1m - \$20m	Stefan Galbo
Courier Logistics <b>*NEW*</b>	Looking for courier logistics businesses including 'dry' packages; non-food refrigerated product especially medical and pharma product but in asset light models (i.e. lease rather than own vehicles and contract staff).	\$5m - \$100m	Dan Cotton
Industrial OH&S Products <b>*NEW*</b>	Looking for industrial OH&S products - tapes, barriers, bollards, signs required under safety regulations.	\$5m - \$25m	Dan Cotton
Environmental Software <b>*NEW*</b>	Company seeking to acquire environmental software or sensors business located in ANZ, North America or Europe.	\$3m - \$8m annualised recurring revenue or alternatively \$25m revenue	Alan Stevenson Demetria Kanagasabai
Motel <b>*NEW*</b>	HNW family seeking to acquire either Motel or Backpacker in QLD, NSW & VIC	\$4m x 2 properties (\$8m in total)	Ryan Kim
Office Equipment	Company seeking to acquire existing business located in Melbourne specialising in selling/leasing office equipment products (photocopy machine/printer/shredder machines etc.)	\$3m - \$5m	Steven Perri

## SEEKING ACQUISITIONS (CONTINUED)

SECTOR	DESCRIPTION	TRANSACTION SIZE	CONTACT
Coal Mining Project	Company seeking to acquire or invest in coal mining project.	Up to \$6m	Ryan Kim
Property	National architecture business looking for practice acquisition or merger in Sydney.	Open	Andrew Beattie
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
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
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

## SEEKING ACQUISITIONS (CONTINUED)

SECTOR	DESCRIPTION	TRANSACTION SIZE	CONTACT
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 Steven Perri
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 \$2m to \$10m. Preference for businesses with sustainable profits, low earnings volatility and low CAPEX.	\$8m - \$50m	Andrew Jones

## SEEKING BUYERS

SECTOR	DESCRIPTION	TRANSACTION SIZE	CONTACT
Mining Services <b>*NEW*</b>	Australian based drilling contractor in the mining and engineering sector, specialising in mineral exploration.	EBITDA \$2m - \$5m	Alastair Richards
Traffic Services <b>*NEW*</b>	Provider of signs, primarily to the road/traffic sector.	EBITDA \$5m - \$10m	Alastair Richards
Building/Construction Vertically Integrated Joinery Manufacturing <b>*NEW*</b>	Well established kitchen and joinery manufacturing business. Well positioned for further business growth. Would suit large building company or similar for further integration.	Expressions of interest sought	Simon Rutherford
Lighting Products <b>*NEW*</b>	High end lighting supplier to re-fits and new builds in retailers, hospitality and office sectors.	EBITDA \$2.8m	Dan Cotton
Electrical Infrastructure <b>*NEW*</b>	Privately held regional supplier of electrical infrastructure components seeking buyers.	Revenue \$8m EBITDA \$2m	Alan Stevenson
Property Development	Planning and development consultancy business looking to sell.	Turnover \$3m EBITDA \$1.15m	Andrew Beattie
Construction	Commercial construction business specialising in health industry looking to sell.	Turnover \$40m EBITDA \$2m	Andrew Beattie
Freight and Logistics	Privately held sensitive freight solutions business seeking buyer.	Revenue \$2.3m EBITDA \$800k	Andrew Beattie
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
Specialist Engineering	Engineering and millwright business specialising in roller mills, located in Victoria.	Expressions of interest sought	Alastair Richards
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
Medical Equipment <b>*NEW*</b>	Australian based multi-national medical technology business is seeking \$12m in expansion capital to support the launch of new products in key global markets. The products are able to significantly reduce the cost and time associated with high volume medical test.	\$12m	Andrew Jones
Pharmaceuticals <b>*NEW*</b>	Australian Medicinal Cannabis company seeking up to \$3 million pre-IPO funds for facility and greenhouse construction.	Up to \$3m pre-IPO	Stefan Galbo
Software and Services (Insurance Technology) <b>*NEW*</b>	Insurance Blockchain powered platform business seeking growth capital to expand in Australia and Asia (product release expected August 2019).	\$2m - \$5m	Stefan Galbo
Biotechnology	Australian biotechnology group seeking funding for expansion and scale-up plans, currently moving to first revenues.	Up to \$5m	Alastair Richards
Medical Equipment	Medical device company, specialising in wearable devices for cardiac events monitoring, seeking growth capital.	Up to \$2m	Alastair Richards
Property Development	Sydney based property developer with 40 year track record, seeking capital to fund a new townhouse development in Waverton, Sydney.	\$7m	David Foster
Technology	Asian focused online real estate platform seeking to raise capital to fund further development.	\$10m	Alan Stevenson

## SEEKING INVESTMENT / LENDING OPPORTUNITIES

SECTOR	DESCRIPTION	TRANSACTION SIZE	CONTACT
All	Family Office seeking acquisitions or investments in stable profitable businesses with minimum EBIT of \$3m.	\$10m +	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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