

PKF Deal Sheet

MARCH 2020

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.

COMMUNICATION SERVICES

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions	Company seeking to acquire telco or internet providers.	\$2m +	Steven Perri

CONSUMER DISCRETIONARY

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions *NEW*	Company seeking to acquire travel products.	Up to \$2m	Michael Sanders Steven Perri
Seeking Acquisitions *NEW*	Looking for acquisitions in promotional product marketing and point of sale promotion and fulfilment services.	\$2m - \$5m EV	Dan Cotton
Seeking Buyers *NEW*	A Victorian-based custom manufacturer specialising in wardrobes, wall units and other built-in furniture. Would suit a trade buyer.	Up to \$10m	Steven Perri
Seeking Buyers *NEW*	Electrical contracting and maintenance company looking to sell.	Revenue \$15m EBITDA \$1.9m	Andrew Beattie
Seeking Acquisitions	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
Seeking Buyers	Leading supplier of nursery and landscaping plants to industry.	Revenue \$16m EBITDA \$4m	Alan Stevenson

CONSUMER STAPLES

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions	Private equity firm seeking acquisition targets/ merger candidates in Agri/Food processing sector to add scale to existing business.	Revenue \$5m +	Shaun Lindemann
Seeking Acquisitions	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 Buyers	Privately held online wine sale platform seeking buyers.	Revenue \$20m EBITDA \$1m	Alan Stevenson
Seeking Buyers	Privately held provider of labour services seeking buyers.	EBITDA \$5m	Alan Stevenson
Seeking Capital	E-commerce site selling niche, ethically sourced consumer products like probiotics, skincare, cosmetics, cooking ingredients, grocery and other wellness products, seeking capital.	\$1m - \$2m	Dan Cotton

ENERGY

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Capital	Capital raise to fund increase in gas production.	\$40m	Alan Stevenson

HEALTHCARE

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions *NEW*	Large medical distribution company seeking multiple acquisitions of medical devices, consumer products that have a health angle and medical consumable products.	\$10m - \$100m	Dan Cotton Steven Perri
Seeking Acquisitions *NEW*	Investment group seeking acquisitions of physiotherapy, podiatry or similar allied health services businesses across Australia.	Open	Darren Shillington
Seeking Acquisitions *NEW*	Investment group seeking acquisition of specialist medical practices across Australia.	Open	Vikas Nahar
Seeking Acquisitions *NEW*	Overseas investor seeking acquisition of optometric groups.	EBITDA \$5m +	Vikas Nahar
Seeking Buyers *NEW*	Life care planning and medico legal report writing. Vendor sell down.	EBIT \$500K	Dan Cotton

HEALTHCARE (CONTINUED)

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions	Listed healthcare group seeking related acquisitions of medical and healthcare device businesses.	Open	Steven Perri
Seeking Acquisitions	Listed company and large institutional investor seeking in-home and accommodation care businesses providing aged and disability care.	\$5m - \$25m	Steven Perri Stefan Galbo
Seeking Capital	Australian biotechnology group seeking funding for expansion and scale-up plans, currently moving to first revenues.	Up to \$5m	Alastair Richards
Seeking Capital	Medical device company, specialising in wearable devices for cardiac events monitoring, seeking growth capital.	Up to \$2m	Alastair Richards
Seeking Capital	Australian invented AI platform delivering ambient assisted living technology designed to ensure the health, wellbeing and independence of the ageing population. Seeking to raise \$2.5m to commercialise the product in AUS/NZ and will seek to list on the ASX within 18-24 months.	\$2.5m	Steven Perri
Seeking Capital	Leading CRM and workflow cloud-based software solution for pharmacies that currently has a partnership to implement its solution within one of Australia's largest pharmacy network. The company is seeking \$5m in growth capital to fund software development and scale-up operations.	\$5m	Alan Stevenson

INDUSTRIALS

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions *NEW*	Diversified group seeking to acquire specialised white-collar recruitment businesses, aged/homecare businesses with an NDIS focus, specialised cleaning businesses.	\$5m +	Steven Perri Michael Sanders
Seeking Acquisitions *NEW*	Privately held provider of labour services seeking buyer.	EBITDA \$3m	Steven Perri Michael Sanders
Seeking Acquisitions *NEW*	A large multinational Transport & Freight Forwarding company seeking to acquire transport businesses in Australia. Preferably businesses in South Australia, that does not own its fleet and that have offices overseas.	Open	Dan Cotton Stefan Galbo
Seeking Acquisitions *NEW*	Medical courier logistics company seeking to acquire a cold-chain courier logistics company in which the company transports temperature sensitive medical products.	\$5m - \$20m	Dan Cotton Stefan Galbo

INDUSTRIALS (CONTINUED)

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions *NEW*	Industrial electrical product distribution. Looking for \$5-20m EV acquisitions in high, medium and low voltage electrical product distribution and services like training, testing and calibration.	\$5m - \$20m EV	Dan Cotton
Seeking Acquisitions *NEW*	Investment group seeking acquisition of trucking businesses across Australia.	EBITDA \$10m +	Vikas Nahar
Seeking Acquisitions *NEW*	Logistics business seeking acquisition of long haul, rail, forestry, defence logistics, ports and terminal assets.	EBITDA \$5m +	Dan Cotton Vikas Nahar
Seeking Acquisitions	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	A privately-owned wharf cartage and warehousing business seeking acquisitions of complimentary or competitor businesses.	Open	Stefan Galbo
Seeking Acquisitions	Looking for industrial OH&S products - tapes, barriers, bollards, signs required under safety regulations.	\$5m - \$25m	Dan Cotton
Seeking Buyers	Australian and New Zealand based civil construction company looking to sell.	Revenue \$28m EBITDA \$4.3m	Andrew Beattie
Seeking Buyers	Precision structural steel fabrication business involved in sourcing, distributing, cutting, bending, welding, painting of steel product and retail of related small-scale products (like welding supplies) looking to sell.	Approx. \$2.5m EBIT Sale of 80 -100% depending on requirements of buyer	Dan Cotton
Seeking Buyers	Commercial construction business specialising in health industry looking to sell.	Revenue \$40m EBITDA \$2m	Andrew Beattie
Seeking Buyers	Manufacturer and supplier of an innovative range of industrial valves, water meters and water valves looking to sell.	Revenue \$6m EBITDA \$2m	Alan Stevenson
Seeking Buyers	High end lighting supplier to re-fits and new builds in retailers, hospitality and office sectors looking to sell.	EBITDA \$2.8m	Dan Cotton
Seeking Buyers	Leading NSW based passenger transport business looking to sell.	Revenue \$20m EBITDA \$6m	Alan Stevenson
Seeking Buyers	Privately held sensitive freight solutions business seeking buyer.	Revenue \$2.3m EBITDA \$800K	Andrew Beattie
Seeking Capital	Australian based decking technology business is seeking \$500K - \$600K in growth funds to expand the range of products.	\$500K - \$600K	Andrew Beattie

INFORMATION TECHNOLOGY

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions	Company seeking to acquire IT Services, also known as Managed Services, and infrastructure (OnPrem and/or Cloud) business based in Newcastle, Sydney, Melbourne or Brisbane with revenue up to \$5m.	Up to \$2m	Andrew Beattie
Seeking Acquisitions	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 Andrew Jones Demetria Jones
Seeking Acquisitions	Company seeking to acquire or invest in online learning assessment or STEM space.	Up to \$12m	Steven Perri
Seeking Acquisitions	IT service provider seeking to acquire an existing IT security consulting business.	Up to \$5m	Stefan Galbo
Seeking Acquisitions	UK private equity owned IT services business seeking to acquire Australian/NZ IT services business that provide software solutions to government (federal, state, local).	EBITDA \$1m - \$20m	Alan Stevenson
Seeking Acquisitions	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
Seeking Buyers	Tech business in targeted B2C and B2B lead generation. High margin business with approx \$500K EBIT.	TBD	Dan Cotton
Seeking Buyers	Leading provider of information and communication technology services with strong market position in local area looking to sell.	Revenue \$4.3m EBITDA \$2m	Alan Stevenson
Seeking Capital	Insurance Blockchain powered platform business seeking growth capital to expand in Australia and Asia.	\$2m - \$5m	Stefan Galbo
Seeking Capital	Adelaide based company seeking capital to commercialise its app and portable mobile charging stations/units. The app and charging stations can also offer an advertisement platform to marketers. Current model has been trialled using a MVP app and proved successful.	\$25K - \$500K	Nicole Peterson

MATERIALS

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Capital *NEW*	Innovative Lithium extraction process and secured resources.	Min. cheque \$2m Total \$15m - \$25m	Dan Cotton
Seeking Acquisitions	Large FMCG packaging business seeking acquisitions of businesses in closures, bottling, wrapping of bottles, containers, jars.	\$15m	Dan Cotton
Seeking Buyers	Australian-based drilling contractor in the mining and engineering sector, specialising in mineral exploration looking to sell.	EBITDA \$2m - \$5m	Alastair Richards
Seeking Buyers	Timber truss manufacturing business located in Victoria. Would suit a trade buyer.	EOI Sought	Steven Perri

REAL ESTATE

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Capital *NEW*	Leading office, hospitality and retail premises fit out - looking for funding.	\$4m - \$10m	Dan Cotton
Seeking Acquisitions	A multi-location commercial property management business is seeking to acquire and/or rebrand, joint venture discussions and mergers of other commercial property management businesses.	Open	Andrew Beattie
Seeking Acquisitions	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 \$5m	Stefan Galbo
Seeking Capital	Sydney-based property developer with 40 year track record seeking capital to fund developments in Sydney.	\$5m - \$10m	David Foster

Contact us

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

■ Andrew Jones

Director
PKF Corporate Finance
Sydney & Newcastle

P: +61 2 8346 6000

E: ajones@pkf.com.au

■ Alan Stevenson

Director
PKF Corporate Finance
Sydney & Newcastle

P: +61 2 8346 6000

E: alans@pkf.com.au

■ Dan Cotton

Director
PKF Corporate Finance
Sydney & Newcastle

P: +61 2 8346 6000

E: dcotton@pkf.com.au

■ Andrew Beattie

Director
PKF Corporate Finance
Newcastle

P: +61 2 4962 2688

E: abeattie@pkf.com.au

■ Vikas Nahar

Director
PKF Corporate Finance
Sydney & Newcastle

P: +61 2 8346 6000

E: vnahar@pkf.com.au

■ Demetria Jones

Principal
PKF Corporate Finance
Sydney & Newcastle

P: +61 2 8346 6000

E: demetria@pkf.com.au

■ Michael Sanders

Senior Analyst
PKF Corporate Finance
Sydney & Newcastle

P: +61 2 8346 6000

E: msanders@pkf.com.au

■ David Foster

Partner
PKF Taxation
Sydney

P: +61 2 8346 6000

E: dfoster@pkf.com.au

■ Nicole Peterson

Partner
PKF Business Advisory
Adelaide

P: +61 8 8373 5588

E: nicole.peterson@pkfsa.com.au

■ Steven Perri

Partner
PKF Corporate Finance
Melbourne

P: +61 3 9679 2222

E: sperri@pkf.com.au

■ Alastair Richards

Director
PKF Corporate Finance
Melbourne

P: +61 3 9679 2371

E: arichards@pkf.com.au

■ Stefan Galbo

Associate Director
PKF Corporate Finance
Melbourne

P: +61 3 9679 2345

E: sgalbo@pkf.com.au

■ Shaun Lindemann

Partner
PKF Audit and Assurance
Brisbane

P: +61 7 3838 9733

E: shaun.lindemann@pkf.com.au

■ Darren Shillington

Partner
Perth

P: +61 8 9426 8999

E: dshillington@pkfperth.com.au