

PKF Deal Sheet

SEPTEMBER 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.

BUSINESS SERVICES

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions *NEW*	Facilities management businesses with maintenance contracts in regional QLD, WA, SA, NSW & VIC.	EBIT \$1m - \$5m	Dan Cotton Chris Weatherall
Seeking Acquisitions *NEW*	HVAC group seeking acquisition of HVAC maintenance service provider in Victoria.	Revenue \$20m+	Vikas Nahar
Seeking Buyers	Privately held provider of labour services seeking buyers.	EBITDA \$5m	Alan Stevenson
Seeking Acquisitions	Diversified Group seeking to acquire specialised white-collar recruitment businesses, aged/homecare businesses with an NDIS focus, specialised cleaning businesses.	EBITDA \$5m+	Steven Perri Michael Sanders
Seeking Acquisitions	Privately held provider of labour services seeking buyer.	EBITDA \$3m	Steven Perri Michael Sanders
Seeking Acquisitions	IT service provider seeking to acquire an existing IT security consulting business.	Up to \$5m EV	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	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.	EBITDA \$700K	Andrew Beattie

COMMUNICATION SERVICES

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

CONSUMER PRODUCTS & SERVICES

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions *NEW*	Marketer and distributor of specialty chemicals and ingredients seeking to acquire Asia-Pacific businesses operating in personal and home care, food ingredients, nutraceuticals, enzyme solutions, pharmaceuticals, animal feed, pet food and specialty chemicals.	Open	Dan Cotton Greg Grant-Smith
Seeking Buyers	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	Privately held online wine sale platform seeking buyers.	Revenue \$20m EBITDA \$1m	Alan Stevenson
Seeking Acquisitions	Looking for acquisitions in the wholesale, import or distribution of 'top 3 in market', branded consumer electronics, electrical, travel, outdoor, cleaning equipment (toasters; BBQs; cameras; lights; fans; electrical consumer product; earphones; outdoor product; brushes; bins; mops).	\$5m - \$40m EV	Dan Cotton Steven Perri
Seeking Acquisitions	Company seeking to acquire travel products.	EBITDA \$2m	Steven Perri Michael Sanders
Seeking Acquisitions	Looking for acquisitions in promotional product marketing and point of sale promotion and fulfilment services.	\$2m - \$5m EV	Dan Cotton
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
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, MINING AND RELATED SERVICES

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Capital	Established manufacturing business seeking capital to commercialise a new product that provides significant efficiencies for contract mining.	\$10m+	Vikas Nahar
Seeking Buyers	Australian based drilling contractor in the mining and engineering sector, specialising in mineral exploration looking to sell.	EBITDA \$2m - \$5m	Alastair Richards

ENERGY, MINING AND RELATED SERVICES CONTINUED

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Capital	Proven, low capex, innovative Lithium extraction process and significant secured resources in USA.	Min cheque \$2m; Total \$20m - \$25m raise	Dan Cotton
Seeking Capital	Capital raise to fund increase in gas production.	\$40m	Alan Stevenson

HEALTHCARE

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Capital	A specialist health services provider is looking to raise new equity capital to fund the growth and scale-up of the business across Australia.	\$1.5m - \$2m	Steven Perri Stefan Galbo
Seeking Buyers	Life care planning and medico legal report writing. Vendor sell down.	EBIT \$500K	Dan Cotton
Seeking Acquisitions	Large medical distribution company seeking multiple acquisitions of medical devices, consumer products that have a health angle and medical consumable products.	\$10m - \$100m EV	Dan Cotton Steven Perri
Seeking Acquisitions	Investment group seeking acquisitions of physiotherapy, podiatry or similar allied health services businesses across Australia.	Open	Darren Shillington
Seeking Acquisitions	Investment group seeking acquisition of specialist medical practices across Australia.	Open	Vikas Nahar
Seeking Acquisitions	Overseas investor seeking acquisition of optometric groups.	EBITDA \$5m+	Vikas Nahar
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
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. Will seek to list on the ASX within 18-24 months.	\$2.5m	Steven Perri

HEALTHCARE CONTINUED

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
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 Buyers	Electrical contracting and maintenance company looking to sell.	Revenue \$15m EBITDA \$1.9m	Andrew Beattie
Seeking Buyers	Leading supplier of nursery and landscaping plants to industry.	Revenue \$16m EBITDA \$4m	Alan Stevenson
Seeking Buyers	Timber truss manufacturing business located in Victoria. Would suit a trade buyer.	EOI sought	Steven Perri
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 waste services sector - sourcing, distributing, cutting, bending, welding, painting of steel product and retail of related small-scale products (like welding supplies).	EBITDA \$1.7m	Dan Cotton
Seeking Buyers	Commercial construction business specialising in health industry looking to sell.	Revenue \$40m EBITDA \$2m	Andrew Beattie
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 Acquisitions	Large FMCG packaging business seeking acquisitions of businesses in closures, bottling, wrapping of bottles, containers, jars.	Revenue \$15m+	Dan Cotton
Seeking Acquisitions	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	Company seeking to acquire existing business located in Melbourne specialising in selling/leasing office equipment products (photocopy machine/printer/shredder machines etc.).	\$3m - \$5m EV	Steven Perri

INDUSTRIALS CONTINUED

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions	Looking for industrial OH&S products - tapes, barriers, bollards, signs required under safety regulations.	\$5m - \$25m	Dan Cotton
Seeking Capital	Australian based decking technology business is seeking growth capital to expand the range of products.	\$500K - \$600K	Andrew Beattie

REAL ESTATE

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Capital *NEW*	The opportunity exists to acquire agricultural land in a reliable, high rainfall cropping region in NSW. Current operator leases the land from an overseas land investment business. Land will be leased under a 5 plus 5 plus 5 year lease agreement, with reputable land operator. Sophisticated investors may be a combination of high net worth individuals, and successful farming families (wanting rural investment diversity). Property is likely to be listed for sale in September with EOI due in October.	Approx. \$12m	John Falzarano
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 Capital	Leading office, hospitality and retail premises fit out - looking for funding.	\$4m - \$10m	Dan Cotton
Seeking Capital	Sydney based property developer with 40-year track record seeking capital to fund developments in Sydney.	\$5m - \$10m	David Foster

TECHNOLOGY

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Buyers	Geographic Information Services SaaS platform.	\$10m+	Alan Stevenson
Seeking Acquisitions	Company seeking to acquire SaaS businesses with a minimum of \$1m in profit.	\$5m - \$100m	Chunhoe Tan
Seeking Acquisitions	Company seeking to acquire or invest in online learning assessment or STEM space.	Up to \$12m EV	Steven Perri

TECHNOLOGY CONTINUED

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions	Company seeking to acquire HR, mining, and education B2B SaaS businesses with a minimum of \$5m in revenue.	\$5m - \$50m	Chunhoe Tan
Seeking Investments	Venture capital firm seeking to invest in companies with a minimum of \$1m in revenue.	\$1m - \$5m	Chunhoe Tan
Seeking Buyers	HR software (staff 'connection', development, retention and mentoring) and related consulting services.	\$5m EV	Dan Cotton
Seeking Buyers	Tech business in targeted B2C and B2B lead generation. High margin business with approx. \$500K EBIT.	TBD	Dan Cotton
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
Seeking Capital	Adelaide based company seeking capital to commercialise its app & 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

TRANSPORT AND LOGISTICS

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
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 Acquisitions	Medical courier logistics company seeking to acquire a cold-chain courier logistics company in which the company transports temperature sensitive medical products.	\$5m - \$20m EV	Dan Cotton Stefan Galbo
Seeking Acquisitions	Investment group seeking acquisition of trucking businesses across Australia.	EBITDA \$10m+	Vikas Nahar
Seeking Acquisitions	Logistics business seeking acquisition of long haul, rail, forestry, defence logistics, ports and terminal assets.	EBITDA \$5m+	Dan Cotton Vikas Nahar
Seeking Acquisitions	A privately-owned wharf cartage and warehousing business seeking acquisitions of complimentary or competitor businesses.	Open	Stefan Galbo

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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