

# PKF Deal Sheet

MARCH 2021

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	Cleaning Services Group seeking acquisitions in metro locations across Australia.	\$5 - \$25m	Dan Cotton Chris Weatherall
Seeking Acquisitions	Facilities management businesses with maintenance contracts in regional QLD, WA, SA, NSW & VIC.	EBIT \$1 - \$5m	Dan Cotton Chris Weatherall
Seeking Buyers	Privately held provider of labour services seeking buyers.	EBITDA	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 +	Michael Sanders Steven Perri
Seeking Acquisitions	Privately held provider of labour services seeking buyer.	EBITDA \$3m	Michael Sanders Steven Perri
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 A\$1m - A\$20m	Alan Stevenson

## COMMUNICATION SERVICES

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions	Company seeking to acquire telco or internet providers.	Revenue \$15m +	Steven Perri

## CONSUMER PRODUCTS AND SERVICES

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Buyers Seeking Capital <b>*NEW*</b>	Boat charter and cruise operator considering succession options. Opportunity to acquire a quality fleet and iconic brands. Owner willing to help financial buyers to scale up the business as a consultant.	\$20 - \$50m EV	Vikas Nahar
Seeking Acquisitions	Well-funded general practise and emergency vet company looking for acquisitions of metro and urban, small-animal vet practices.	\$5m +	Dan Cotton
Seeking Capital	Australian-based company to construct and cultivate cannabis-based oils and resins for the wholesale market.	\$8m - \$10m	Shaun Lindemann
Seeking Acquisitions	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 specializing 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 'top3 in market', branded consumer electronics, electrical, travel, outdoor, cleaning equipment (toasters; BBQs; cameras; lights, fans, electrical consumer product; earphones; outdoor product, brushes, bins, mops).	\$5 - \$40m EV	Dan Cotton Steven Perri
Seeking Acquisitions	Company seeking to acquire travel products.	EBITDA \$2m	Michael Sanders Steven Perri
Seeking Acquisitions	Looking for acquisitions in promotional product marketing and point of sale promotion and fulfilment services.	\$2 - \$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

## ENERGY, MINING AND RELATED SERVICES

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Capital <b>*NEW*</b>	Mining and construction equipment manufacturer looking for capital to set up a contract mining business. The business will have exclusive license to use patented technology that provides substantial efficiencies capable of improving economics and feasibility for mining operations through higher throughput and better grade.	\$20m	Vikas Nahar
Seeking Buyers	Established NSW Civil Construction business.	EBITDA \$30m	Alan Stevenson
Seeking Capital	Proven, low capex, innovative Lithium extraction process and significant secured resources in USA.	Min. cheque \$2m; Total \$20 - \$25m raise	Dan Cotton
Seeking Capital	Capital raise to fund increase in gas production.	\$40m	Alan Stevenson

## HEALTHCARE

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions <b>*NEW*</b>	Company seeking to acquire businesses providing specialised equipment servicing the aged care and disability services sector.	\$5m - \$10m	ChunHoe Tan
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	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 EV	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 networks. 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	Privately owned metal fabrication and general engineering business specialising in the transport, defence, underground mining and architecture industries.	\$8.3m Turnover EBITDA Approx. \$1.6m	Andrew Beattie
Seeking Acquisitions	Manufacturer of motor vehicle trailers, either based in or with operations in Victoria.	Open	Alastair Richards
Seeking Buyers	Electrical contracting and maintenance company looking to sell.	Revenue \$15m EBITDA \$1.9m	Andrew Beattie
Seeking Buyers	Timber truss manufacturing business located in Victoria. Would suit a trade buyer.	Expressions of interest 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 Approx. \$1.7m	Dan Cotton
Seeking Buyers	High end lighting supplier to re-fits and new builds in retail, 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 and 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.	\$5 - \$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
Seeking Acquisitions	Looking for industrial OH&S products-tapes, barriers, bollards, signs required under safety regulations.	\$5 - \$25m	Dan Cotton

## REAL ESTATE

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Capital	Leading office and hospitality premises fit out - looking for funding.	\$4 - \$10m	Dan Cotton

## TECHNOLOGY

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions <b>*NEW*</b>	Company seeking to acquire online content publishers servicing primary and secondary schools providers.	Revenue min. \$5m	Dan Cotton ChunHoe Tan
Seeking Investments <b>*NEW*</b>	Investment firm seeking to invest in E-commerce businesses.	EBITDA min. \$1m	ChunHoe Tan
Seeking Acquisitions <b>*NEW*</b>	A post revenue sport & media technology business with a fan engagement based solution seeking to raise capital to fund expansion and growth initiatives.	\$5m	Stefan Galbo
Seeking Acquisitions	Company seeking to acquire businesses providing education services and/or education technology (EdTech) in the life-long learning segment. Specifically in financial services, professional services (Accounting, Legal, Medical) and Health.	EBITDA \$500k - \$2m	Shaun Lindemann
Seeking Capital	B2B SaaS software that services Government program providers such as NDIS, Jobactive and aged care providers in Australia seeking to raise capital to fund growth opportunities.	\$1.5m - \$6m	Dan Cotton
Seeking Capital	In-store retail shop floor SaaS business providing customer engagement touch screens to enable endless aisle product selection, promotions, digital signage and quick check out.	\$5m	Dan Cotton Steven Perri
Seeking Acquisitions	IT managed services provider that services to corporates, government, or SMEs. Service offerings can include providing end-to-end ICT services, cloud & infrastructure services, IT security services, digital workplace solutions, data & managed network services, and end-user IT services.	EBITDA \$2 - \$7m	ChunHoe Tan Dan Cotton
Seeking Buyers	Geographic Information Services SAAS platform.	\$10m +	Alan Stevenson

## TECHNOLOGY CONTINUED

OFFERING	DESCRIPTION	TRANSACTION SIZE	CONTACT
Seeking Acquisitions	Company seeking to acquire SaaS businesses with a minimum of \$1m in profit.	\$5m - \$100m	ChunHoe Tan Dan Cotton
Seeking Acquisitions	Company seeking to acquire HR, mining, and education B2B SaaS businesses with a minimum of \$5m in revenue.	\$5m - \$50m	ChunHoe Tan Dan Cotton
Seeking Investments	Venture capital firm seeking to invest in companies with a minimum of \$1m in revenue.	\$1m - \$5m	ChunHoe Tan Dan Cotton
Seeking Acquisitions	Company seeking to acquire environmental software or sensors business located in ANZ, North America or Europe.	\$3 - \$8m annualised recurring revenue or alternatively \$25m revenue	Alan Stevenson Andrew Jones

## 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 Acquisitions	Medical courier logistics company seeking to acquire a cold-chain courier logistics company in which the company transports temperature sensitive medical products.	\$5 - \$20m EV	Dan Cotton Stefan Galbo
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:

## ■ Andrew Jones

Partner & Executive Director –  
PKF Corporate Finance Sydney &  
Newcastle

P: +61 2 8346 6000

E: [ajones@pkf.com.au](mailto:ajones@pkf.com.au)

## ■ Alan Stevenson

Partner & Executive Director –  
PKF Corporate Finance Sydney &  
Newcastle

P: +61 2 8346 6000

E: [alans@pkf.com.au](mailto:alans@pkf.com.au)

## ■ Dan Cotton

Partner & Executive Director –  
PKF Corporate Finance Sydney &  
Newcastle

P: +61 2 8346 6000

E: [dcotton@pkf.com.au](mailto:dcotton@pkf.com.au)

## ■ Andrew Beattie

Director – PKF Corporate Finance  
Newcastle & Central Coast

P: +61 2 4962 2688

E: [abeattie@pkf.com.au](mailto:abeattie@pkf.com.au)

## ■ Vikas Nahar

Partner & Executive Director –  
PKF Corporate Finance Sydney &  
Newcastle

P: +61 2 8346 6000

E: [vnahar@pkf.com.au](mailto:vnahar@pkf.com.au)

## ■ Chris Weatherall

Manager – PKF Corporate Finance  
Sydney & Newcastle

P: +61 2 8346 6000

E: [cweatherall@pkf.com.au](mailto:cweatherall@pkf.com.au)

## ■ Greg Grant-Smith

Manager – PKF Corporate Finance  
Sydney & Newcastle

P: +61 2 8346 6000

E: [ggrant-smith@pkf.com.au](mailto:ggrant-smith@pkf.com.au)

## ■ ChunHoe Tan

Associate – PKF Corporate Finance  
Sydney & Newcastle

P: +61 2 8346 6000

E: [ctan@pkf.com.au](mailto:ctan@pkf.com.au)

## ■ Michael Sanders

Associate – PKF Corporate  
Finance, Sydney & Newcastle

P: +61 2 8346 6000

E: [msanders@pkf.com.au](mailto:msanders@pkf.com.au)

## ■ Stefan Galbo

Associate Director – PKF Melbourne

P: +61 3 9679 2345

E: [sgalbo@pkf.com.au](mailto:sgalbo@pkf.com.au)

## ■ Steven Perri

Partner – PKF Melbourne

P: +61 3 9679 2222

E: [sperri@pkf.com.au](mailto:sperri@pkf.com.au)

## ■ Alastair Richards

Director – PKF Melbourne

P: +61 3 9679 2371

E: [arichards@pkf.com.au](mailto:arichards@pkf.com.au)

## ■ Shaun Lindemann

Partner – PKF Brisbane

P: +61 7 3839 9733

E: [shaun.lindemann@pkf.com.au](mailto:shaun.lindemann@pkf.com.au)