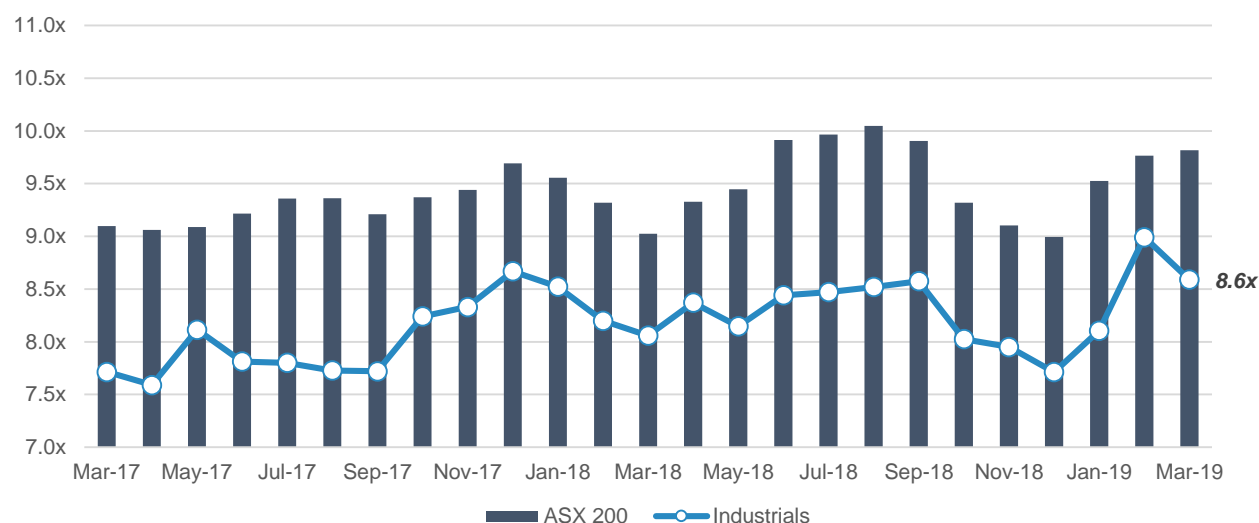


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 31/03/2019) Source: FactSet Research Systems Inc.

Multiples in the Industrials sector have decreased over the period. At the end of March, the sector traded on a forward EV / EBITDA multiple of 8.6x, compared to the ASX200 on 9.8x.



Average Values and Trading Multiples (as at 18/04/2019) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2019	EV/EBIT FY2019	Price / Earnings FY2019
Chemicals and Plastics	18,909	8.6x	13.3x	19.5x
Construction and Building Materials	57,981	8.7x	11.0x	15.0x
Engineering Services	19,245	7.4x	10.9x	15.5x
Infrastructure	50,902	25.8x	45.5x	91.7x
Packaging	28,822	8.8x	12.3x	15.1x
Industrials	175,975	8.9x	16.6x	17.7x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2019. Difference in forward EV/EBITDA multiples between Figure and Table are representative of the timing difference between month-end result, and current day result.

¹ The InterFinancial Industrials Index set is an unweighted index comprising Industrials sector related companies trading on the Australian Securities Exchange (ASX). Estimates are sourced from FactSet Research Systems Inc.

MERGER & ACQUISITION NEWS...



Value: \$19.0m

Securitas, a Swedish security services company, has acquired Australian-based **Staysafe**, an alarm monitoring company. **Staysafe** is one of the largest monitoring companies in Australia with \$11m annual sales and 73 employees. The acquisition will allow **Securitas** to strengthen its client value proposition and continue its trend of strong growth in the Australian market.

ASSA ABLOY



Value: Not Disclosed

Spence Doors, the Australian commercial door producer, has been acquired by Swedish lock and security systems giant, **Assa Abloy**. This acquisition delivers on the company's strategy to strengthen their position in mature markets through adding complementary products and solutions to their core business.



Value: Not Disclosed

CHAMP Private Equity is set to buy a majority stake in **Marand Precision Engineering**, an Australia-based supplier of precision engineered solutions. **Marand Precision Engineering** is believed to have revenue of more than \$100m and employ over 250 workers. The company engineers and supplies equipment and know-how to the aerospace, defence, automotive, rail and energy industries.



Value: Not Disclosed

Robayne, an Australia-based paints and coatings distributor, has been purchased out of administration by private equity interests. The deal's value was not disclosed. **Robayne's** general manager, Doug Barber, is among the group's buyers and will remain with the business. **Robayne** entered administration earlier this year owing creditors around \$12m.



Value: Not Disclosed

Aurecon has acquired **Quartile One**, an Australia-based asset management firm that offers advice to mining companies. **Quartile**, which uses sensors that provide real-time information to offer advice to mining companies on the best use of capital equipment, expects an annual revenue of \$15m for this financial year.

SCUTTLEBUTT...

- **Atlas Arteria**, an Australia-based toll road owner, is considering an offer for **China Investment Corporation's (CIC)** 13.84% stake in Melbourne's EastLink toll road. The stake could be worth \$400m to \$500m.
- **National Plant & Equipment**, an Australia-based mining equipment business, is close to securing a \$100m loan to finance the acquisition of **Wolff Group**, an Australian earthmoving business. **National Plant & Equipment** is likely to undertake an IPO following the **Wolff acquisition**.
- The engineering and services arm of **LendLease** is being prepared for sale. It may attract Japan-based **Sumitomo's** construction business and South Korea's **Daewoo Engineering and Construction**. **Lendlease's** engineering and services unit brought in FY18 revenue of \$3.3bn and at the end of December had an order book of \$6.6bn.
- UK-based **Serco** and Singapore's **Surbana Jurong** are believed to be interested in **RCR Tomlinson's** property services business. The asset could sell for tens of millions of dollars. The property services operations are one of the last remaining **RCR** assets to be sold by the group's administrator.
- **QIC** is preparing to bid for a controlling stake in Hobart International Airport, an Australian airport asset.

CONTACT DETAILS

If you are interested in specific information regarding mergers and acquisitions in the Industrials sector, please contact Mark Steinhardt or Brad Shaw.

Name	Position	Phone	Email
Sharon Doyle	Managing Director	(07) 3218 9122	sdoyle@interfinancial.com.au
Paul Keehan	Chairman	(07) 3218 9100	pkeehan@interfinancial.com.au
Mark Steinhardt	Head of M&A	(07) 3218 9105	msteinhardt@interfinancial.com.au
David Hassum	Director	(07) 3218 9108	dhassum@interfinancial.com.au
Andrew Wheeler	Director	(07) 3218 9107	awheeler@interfinancial.com.au
Simon Douglas	Director	(07) 3218 9100	sdouglas@interfinancial.com.au
Ted Marchant	Director	(07) 3218 9100	tmarchant@interfinancial.com.au
Yvonne Macleod	Director	(07) 3218 9100	ymacleod@interfinancial.com.au
Brad Shaw	Director	(07) 3218 9100	bshaw@interfinancial.com.au
Anthony Vago	Associate Director	(07) 3218 9100	avago@interfinancial.com.au
Tom Benham	Associate Director	(07) 3218 9113	tbenham@interfinancial.com.au
Michael Kakanis	Associate	(07) 3218 9106	mkakanis@interfinancial.com.au

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InterFinancial
Corporate Finance Limited
ABN: 49 136 962 966
AFSL: 341675
Level 2, 201 Charlotte Street
GPO Box 975
Brisbane Queensland 4001
(07) 3218 9100
admin@interfinancial.com.au
www.interfinancial.com.au

