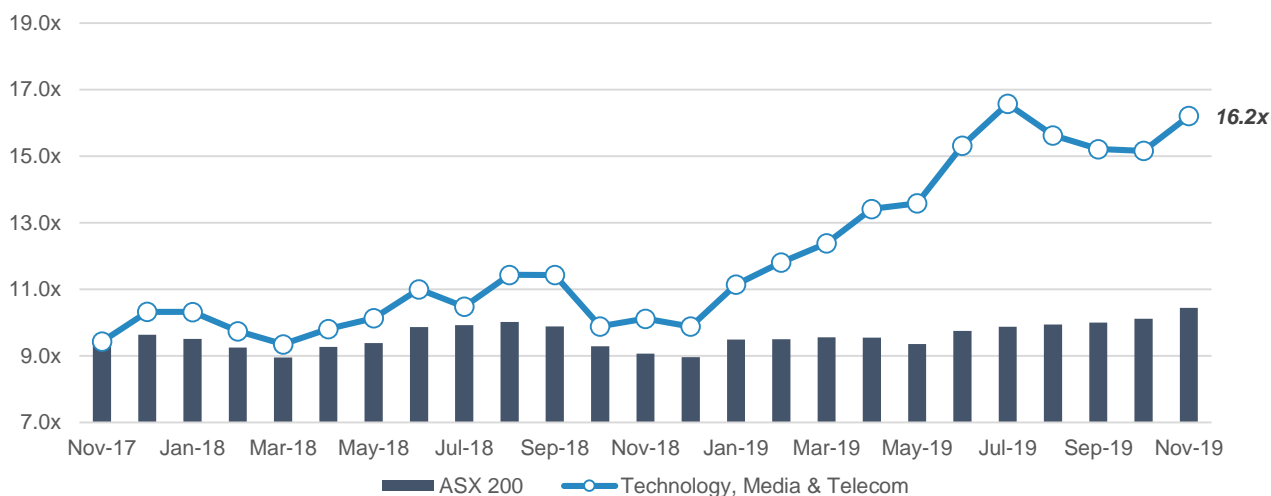


### VALUATION MULTIPLES

**Forward EV / EBITDA Multiples** (monthly to 30/11/2019) Source: FactSet Research Systems Inc.

Multiples in the Technology, Media & Telecom sector have increased over the period. At the end of November, the sector traded on a forward EV / EBITDA multiple of 16.2x, compared to the ASX200 on 10.4x.



**Average Values and Trading Multiples** (values as at 17/12/2019) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2020	EV/EBIT FY2020	Price / Earnings FY2020
Digital & Traditional Media	11,338	12.2x	18.1x	16.3x
Internet, IoT	28,559	21.8x	27.2x	42.0x
IT Services, Fintech	10,575	16.2x	17.3x	29.2x
Software (SaaS/Licence)	19,093	21.5x	28.4x	39.1x
Technological Hardware	254	8.1x	n.a.	n.a.
Telecommunications	74,697	7.8x	16.8x	17.1x
<b>Emerging vs Established</b>				
\$500m+ EV	147,865	18.7x	26.7x	32.5x
\$100m-\$500m EV	3,738	11.5x	15.5x	32.1x
EV Below \$100m	310	6.0x	7.6x	10.9x
<b>Technology, Media &amp; Telecom</b>	<b>151,912</b>	<b>15.9x</b>	<b>22.9x</b>	<b>31.2x</b>

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2020. Difference in forward EV/EBITDA multiples between Figure and Table are representative of the timing difference between month-end result, and current day result.

<sup>1</sup> The InterFinancial Technology, Media & Telecom Index set is an unweighted index comprising Technology, Media & Telecom sector related companies trading on the Australian Securities Exchange (ASX). Estimates are sourced from FactSet Research Systems Inc.

## MERGER & ACQUISITION NEWS...

	<p>Value: \$7.8m</p> <p><b>Amaysim</b>, an Australia-based telecommunications and utilities re-seller, has acquired <b>Jeenee Communications</b>, a privately-owned mobile virtual network operator (MVNO), engaged in providing telecommunications services. The consideration will be funded by cash from cash reserves and existing credit facilities.</p>
	<p>Value: Undisclosed</p> <p><b>TES Global Holdings Limited</b>, the UK-based digital education company, has acquired <b>Edval Timetables</b>, the Australia-based company specialized in creating timetables for schools.</p>
	<p>Value: \$17.5m</p> <p><b>Ellerston JAADE Private Asset Fund</b>, an Australia-based fund of <b>Ellerston Capital</b>, has acquired a 35% stake in <b>CA Technology (CAMMS)</b>, an Australia-based company engaged in developing software.</p>
	<p>Value: \$25m</p> <p><b>IVE Group Limited</b>, the listed Australia-based company which provides tailored communications solutions, has agreed to acquire <b>Reach Media New Zealand Limited</b>, the New Zealand-based provider of digital media space and <b>Marketing Solutions Business of Salmat Limited</b>, the Australia-based listed company engaged in providing business process outsourcing and customer contact solutions.</p>
  	<p>Value: \$20m</p> <p><b>Main Sequence Ventures</b> along with <b>In-Q-Tel</b>, and <b>Brick &amp; Mortar Ventures</b> have agreed to acquire an undisclosed stake in <b>Advanced Navigation</b>, an Australia-based company specializing in the development of navigation technologies and robotics. <b>Main Sequence Ventures</b> made the investment through its <b>CSIRO Innovation Fund</b>.</p>
	<p>Value: \$78m</p> <p><b>Uniti Group Limited</b>, a listed Australia-based provider of wireless broadband solutions, has agreed to acquire <b>1300 Australia Pty Ltd</b>, an Australia-based company that provides phone words and phone names, from <b>Aura Funds Management</b> and other shareholders.</p>
	<p>Value: \$13.2m</p> <p><b>WiseTech Global Limited</b>, the listed provider and developer of software solutions to the logistics industry, has acquired <b>Ready Korea</b>, the Korean-based company providing trade compliance solutions.</p>

## GOING VIRAL...

---

- **Cisco**, the networking technologies company, in San Jose, California announced its intent to acquire **Exablaze** (also known as **Zomojo**), an Australian designer and manufacturer of advanced network devices.
- **Gumtree**, a classifieds business owned by eBay, is believed to be in talks to buy **Carsguide** and **Autotrader**, Australian automotive classifieds businesses, for possibly a price of less than \$100m.
- Canada's **OMERS** has partnered with **IPI Partners** to bid for **AirTrunk**, an Australian data centre business.
- **Nexacu**, an Australian provider of Microsoft software skills training, could take on a strategic partner for potential overseas expansion in late 2020.
- **Unifii** will start preparations next year for listing its shares on the ASX, after securing cornerstone investment from **Perennial Value** and **Inception Asset Management**.
- **VMO**, the Australian outdoor media company under cinema group **Hoyts**, is keeping a close eye on acquisition opportunities in Australia to complement its current business verticals in the digital outdoor advertising space.
- **Secure Code Warrior**, a Sydney-based cybersecurity company, announced that it has raised \$70m in a funding round led by **Goldman Sachs**, **Forgepoint Capital**, and **Cisco**.
- **Freestyle Technology**, an Australia-based IT business, is seeking urgent expressions of interest. **Freestyle Technology** was valued at \$85m in 2014.
- **Harrison.ai**, an Australian healthcare artificial intelligence start-up, has raised \$29m.
- **oOh!Media** and **Southern Cross Austereo** (a subsidiary of the Southern Cross Media Group) have held exploratory merger discussions. **oOh!Media** has a market capitalisation of \$918m.
- **Archer Capital** is believed to be close to selling **illion**, an Australia-based credit checking business, to an undisclosed private equity group. Archer's \$1.5bn-plus asking price is believed to have previously deterred potential suitors.
- **Telstra's** plan to transfer its mobile towers into an \$11bn unit in the first step towards a spin-off of the division.
- **TPG Telecom Ltd.** is expecting to clear regulatory hurdles early next year for its planned merger with **Vodafone Hutchison Australia**, after gaining a favorable court decision on the proposed deal.
- **Adamantem Capital** is believed to be among buyers interested in **Luxury Escapes**, an Australia-based e-commerce travel business. **Luxury Escapes** is forecasted to bring in revenue of \$500m during the 2020 financial year.
- **Amaysim** and **Vocus** are subject to escalating speculation that a buyer is considering a deal to combine their retail operations.
- **ReadiiTel**, a private Melbourne-based Australian fixed wireless telco and managed services company, is preparing for an ASX listing, possibly in 12-18 months.
- **thedocyard**, a privately-held, Sydney, Australia-based deal management technology company, is planning to list on the ASX to raise up to \$5m.

## CONTACT DETAILS

If you are interested in specific information regarding mergers and acquisitions in the Technology, Media & Telecom sector, please contact Graeme McKellar.

Name	Position	Phone	Email
Sharon Doyle	Managing Director	(07) 3218 9122	<a href="mailto:sdoyle@interfinancial.com.au">sdoyle@interfinancial.com.au</a>
Paul Keehan	Chairman	(07) 3218 9100	<a href="mailto:pkeehan@interfinancial.com.au">pkeehan@interfinancial.com.au</a>
Graeme McKellar	Managing Director IFL Ventures	(07) 3218 9100	<a href="mailto:graeme@iflventures.com">graeme@iflventures.com</a>
Lisa McKellar	Associate Director IFL Ventures	(07) 3218 9112	<a href="mailto:lisa@iflventures.com">lisa@iflventures.com</a>
Jenny Zeng	Associate Director IFL Ventures	(07) 3218 9113	<a href="mailto:jenny@iflventures.com">jenny@iflventures.com</a>
Mark Steinhardt	Head of M&A	(07) 3218 9105	<a href="mailto:msteinhardt@interfinancial.com.au">msteinhardt@interfinancial.com.au</a>
Brad Shaw	Chief Operating Officer	(07) 3218 9100	<a href="mailto:bshaw@interfinancial.com.au">bshaw@interfinancial.com.au</a>
David Hassum	Director	(07) 3218 9108	<a href="mailto:dhassum@interfinancial.com.au">dhassum@interfinancial.com.au</a>
Andrew Wheeler	Director	(07) 3218 9107	<a href="mailto:awheeler@interfinancial.com.au">awheeler@interfinancial.com.au</a>
Anna Green	Director	(07) 3218 9100	<a href="mailto:agreen@interfinancial.com.au">agreen@interfinancial.com.au</a>
Ted Marchant	Director	(07) 3218 9100	<a href="mailto:tmarchant@interfinancial.com.au">tmarchant@interfinancial.com.au</a>
Sally McMillan	Associate Director	(07) 3218 9100	<a href="mailto:smcmillan@interfinancial.com.au">smcmillan@interfinancial.com.au</a>
Brent Wall	Associate Director	(07) 3218 9102	<a href="mailto:bwall@interfinancial.com.au">bwall@interfinancial.com.au</a>
Michael Kakanis	Associate	(07) 3218 9106	<a href="mailto:mkakanis@interfinancial.com.au">mkakanis@interfinancial.com.au</a>

## DISCLAIMER

This information has been sourced from the ASX, Mergermarket.com and various other public information sources. Forecasts are consensus forecasts sourced from FactSet Research Systems Inc.

**Important Disclaimer** – This may affect your legal rights: Because this document has been prepared without consideration of any specific person's financial situation, particular needs and investment objectives, a financial services licensee or investment adviser should be consulted before any investment decision is made. While this document is based on information from sources which are considered reliable, InterFinancial, its directors, employees and consultants do not represent, warrant or guarantee, expressly or impliedly, that the information contained in this document is complete or accurate. Nor does InterFinancial accept any responsibility to inform you of any matter that subsequently comes to notice, which may affect any of the information contained in this document. This document is a private communication to clients and is not intended for public circulation or for the use of any third party, without the prior approval of InterFinancial. This report does not constitute advice to any person.

**Disclosure.** InterFinancial has no interest in any of the securities mentioned in this publication. However, its directors, executives or consultants may have an interest in some of the securities, directly or indirectly, which are mentioned.

*InterFinancial is a member of Clairfield International, an international corporate finance firm that provides advisory services in crossborder mergers and acquisitions. Clairfield is represented by over 400 people across 22 countries, closing over 100 transactions each year.*

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](mailto:admin@interfinancial.com.au)  
[www.interfinancial.com.au](http://www.interfinancial.com.au)

CLAIRFIELD  
INTERNATIONAL