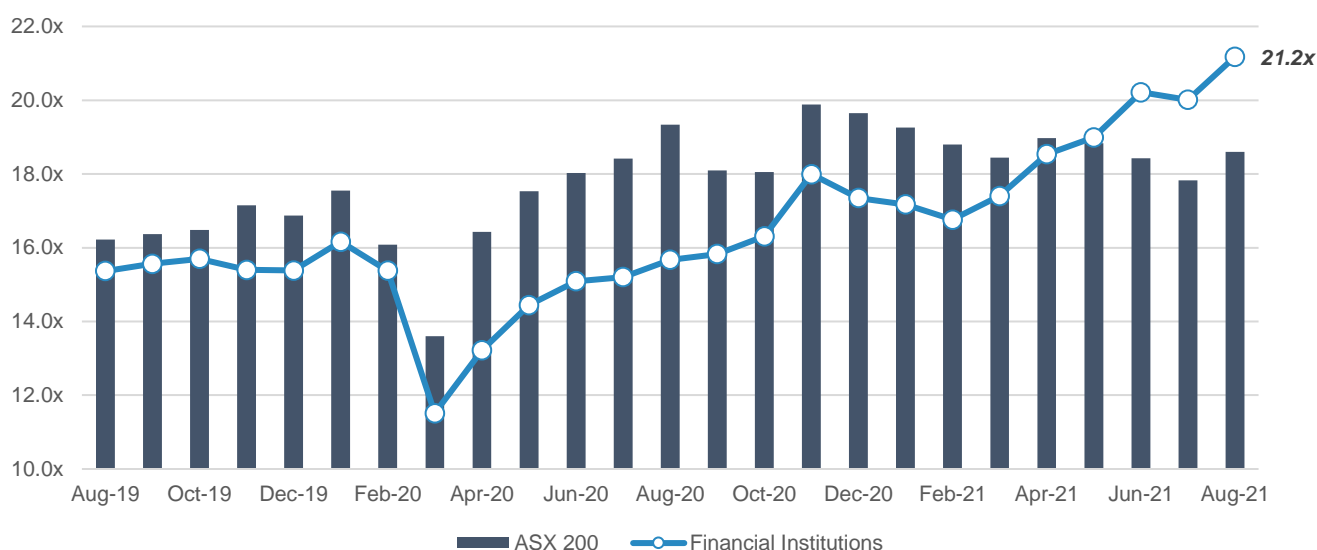


PRICING MULTIPLES

Forward Price Earnings Multiples (monthly to 31/08/2021) Source: FactSet Research Systems Inc.

Multiples in the Financial Institutions sector have increased over the period. At the end of August, the sector traded on a forward P/E multiple of 21.2x, compared to the ASX200 on 18.6x.



Average Values and Trading Multiples (values as at 16/09/2021) Source: FactSet Research Systems Inc.

Subsector	Market Cap (\$ m)	Price / Book Value	Price / Earnings FY2021	EPS Growth
Consumer Credit Businesses	5,202	2.2x	16.1x	(28.3%)
Financial Services Providers	90,223	5.6x	25.4x	41.3%
Insurance & Mortgage Brokers	3,853	3.6x	21.0x	12.4%
Lending Institutions	537,302	1.4x	14.8x	38.8%
Property Developers	3,710	1.1x	21.9x	(19.7%)
REIT	140,291	1.2x	20.7x	(56.9%)
Financial Institutions	780,581	2.7x	21.1x	(9.5%)

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2022. Difference in forward PE multiples between Figure and Table are representative of the timing difference between month-end result, and current day result. Composition of companies in Sector Dashboards are updated every 6 months. Most recent update: May 2021.

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

MERGER & ACQUISITION NEWS...



Value: AUD 15.2 m

ClearView Wealth Ltd (CVW), an Australia-based financial services company specialising in life insurance, wealth management, and financial advice solutions, has agreed to sell its Financial Advice businesses, **Matrix Planning Solutions Limited** and **LaVista Licensee Solutions Pty Ltd** to **Centre Point Alliance Ltd (CAF)**, an Australia-based financial services and wealth management business.



Value: Not disclosed

Potentia Capital, an Australia-based private equity firm, has acquired a stake in **SuperChoice Services Pty Limited**, an Australia-based fintech company providing superannuation services to employers, from **CPS Group**, in a management buyout transaction.



Value: AUD 17 m

MB Prestige Holdings, the holding company for the Australia-based car insurance firm **MB Insurance**, has been acquired by Australian rival **ATC Insurance Solutions**. The transaction will create one of the largest independent underwriting agencies in Australia handling gross written premiums of AUD 125m.



Value: AUD 116 m

Bendigo and Adelaide Bank [ASX: BEN] has announced it will acquire Melbourne-based fintech **Ferocia**. The acquisition will allow bring additional digital and technical expertise to the Bank, internalize Ferocia's market leading digital capability and consolidate ownership of **Up**. It will also allow Bendigo and Adelaide Bank to grow and advance the Up platform, further develop its digital eco system and add to Up's existing product offerings.



Value: 411.5 m

Steadfast Group Limited has announced that it has entered into a binding agreement to acquire 100% of **Coverforce**, one of Australia's largest privately owned insurance brokers.



Value: Not disclosed



PATRIZIA AG, a German investment manager in the real estate sector, has entered into an agreement to acquire **Whitehelm Capital**, an Australian independent owned infrastructure manager. The acquisition will help PATRIZIA to triple its infrastructure assets under management to more than EUR 5bn with a mid-term goal to grow this segment to EUR 15-20bn.

INSTITUTIONAL INTELLIGENCE...

- **AP Ventures**, an Australia-based investment business, is preparing for an ASX listing to raise AUD 100m, selling shares to at 0.40 each. The group will be renamed **Touch Ventures Ltd** and initial backers such as **Afterpay (APT)**, **Woodson Capital**, and **Thorney Investment Group** are expected to participate in the IPO.
- **IOU Pay**, a Malaysia-headquartered provider of BNPL services, is looking for acquisition opportunities. The company is considering targets in the BNPL space, digital banking, e-wallets, and other solutions around mobile banking and consumer credit.
- **Greenstone**, an Australia-based financial services company, is finalizing the sale of a 44% stake. The 44% stake held by CDPQ will be taken over by an incoming investor. The income investor is likely to be Ontario Teachers' Pension Plan and Canada Pension Plan Investment Board.
- **CryptoSpend**, an Australian cryptocurrency payments start-up, has opened its Series A round aiming to raise AUD 15m – 20m by the end of the year.
- **Citigroup's** consumer business/**NAB** deal is being placed under an informal review by the **ACCC**.
- **Novatti**, an Australian payments solutions provider, is interested in acquisitions in the Southeast Asia and European region that will provide them with financial services licenses.
- **Heritage Bank** and **People's Choice Credit Union**, both of which are two of Australia's leading customer-owned banks, have announced that they have entered a non-binding agreement to explore a potential merger opportunity.
- **Kina Securities (KSL)**, have committed to a PGK 25 m investment in technology and digital innovation into **Westpac Bank PNG Ltd**. This follows the completion of an acquisition of an 89.91% stake in the business from **Westpac Banking Corp (WBC)**.
- **Fundsquire**, a source of capital for startup and scale-ups globally, has announced that they have received a strategic AUD 75m (GBP 40m) debt and equity investment from **Fasanara Capital** which will support its goals to launch new funding products in its existing markets in Australia.
- **The Independent Consumer and Competition Commission** of Papua New Guinea has decided not to approve **Kina Securities Limited** [ASXX: KSL] proposed acquisition of 89.91% of the shares in **Westpac Bank PNG Limited** from **Westpac Banking Corp** [ASX: WBC].
- **Ontario Teacher's Pension Plan Board** has announced that it has reached an agreement to acquire a 33.4% interest in **Greenstone**, one of Australia and New Zealand's leading insurance distributors.
- **Superhero**, an Australia-based share trading business, is preparing for an IPO early next year. Superhero has raised AUD 15m (USD 11m) in a private funding round to help expand the business ahead of the IPO.
- **MRHB DeFi**, a Sydney-based halal, decentralized finance platform, has secured a strategic investment from **Acreditus Partners**, a Dubai-based angel innovation investor.
- **Apollo Global Management** will acquire as much as a 50% stake in **MaxCap**, an Australia based non-bank lender.
- **Navigator Global Investments Limited** [ASX: NGI] has announced that it has signed an agreement to acquire a 32% ownership interest in **Longreach Alternatives Limited**.
- **Xpansiv**, a California-based, ESG-focused commodity marketplace, has increase the size of its pre-IPO capital raisings to USD 100m. Xpansiv was previously reported to be raisings upwards of USD 50m.
- Australian bank **Westpac** [ASX: WBC] has delayed the sale of its **BT Panorama** wealth platform until next year. The sale process has been delayed due to recent systems outages that left clients unable to access distributions.
- New Zealand's Hulijich family is set to become a major investment in **Touch Ventures LIC**, an Australian investment business formerly called **AP Ventures**. The family will become one of the largest backers behind **Centuria Capital** [ASX: CNI], **Afterpay** [ASX: APT], **Thorney Investment Group** and **Woodson Capital**.
- **Open**, an Australian insurtech, has received approaches from trade buyers and private equity suitors but is not interested in a sale anytime soon.

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