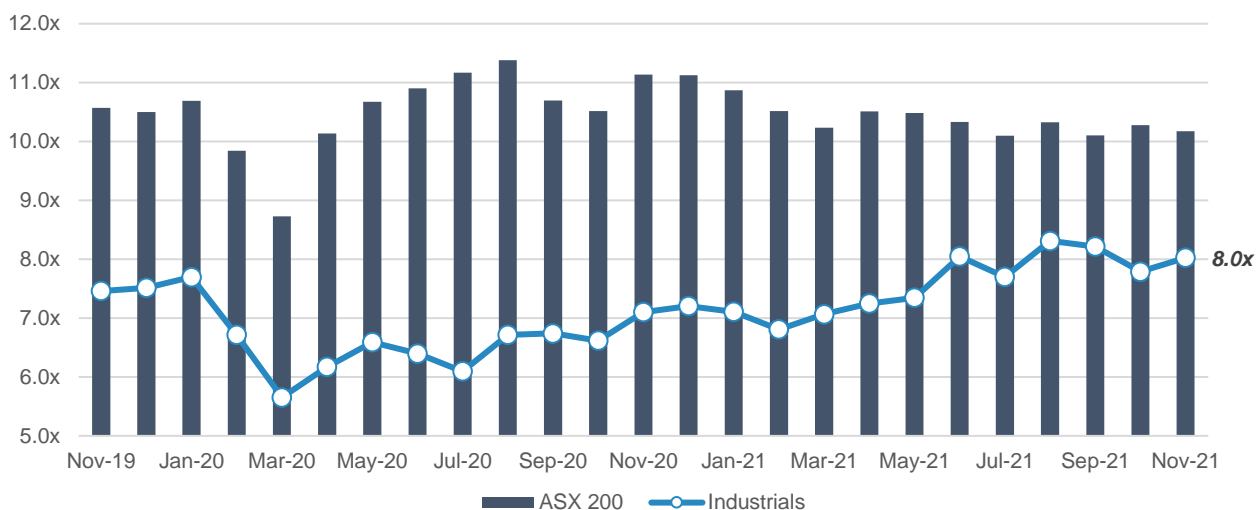


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 30/11/2021) Source: FactSet Research Systems Inc.

Multiples in the Industrials sector have increased over the period. At the end of November, the sector traded on a forward EV / EBITDA multiple of 8.0x, compared to the ASX200 on 10.2x.



Average Values and Trading Multiples (as at 16/12/2021) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2022	EV/EBIT FY2022	Price / Earnings FY2022
Chemicals and Plastics	14,831	6.9x	11.0x	15.2x
Construction and Building Materials	20,568	6.9x	9.3x	11.9x
Construction/Mining Services	15,361	NA	6.9x	17.9x
Engineering Services	8,513	5.9x	8.8x	14.2x
Industrial Products And Services	25,856	NA	8.3x	39.1x
Packaging	5,719	8.2x	13.2x	14.6x
Industrials	90,848	11.1x	8.6x	23.5x

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 EV/EBITDA 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 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: AUD 18.0 m

Sims Limited has announced that it has acquired the assets of Australia-based metal recycler, **Recyclers Australia**. The acquisition will allow Sims to execute on its strategy to grow in large coastal markets which offer the potential for top tier processing facilities and bulk export optionality.



Value: AUD 180.0 m

Orica Limited has entered into an agreement to sell its Minova business to European investment firm **Aurelius Group**. The sale of Minova is consistent with the groups strategy to sell non-core assets and focus on the four key verticals of growth: mining, quarry and construction, digital and mining chemicals.



LIVINGBRIDGE



Value: AUD 500.0 m

Livingbridge has agreed to acquire **Waste Services Group**, an Australia-based waste collection business. The company was sold by private equity firms **The Riverside Company** and **The Silverfern Group**.



AUTOPACIFIC
GROUP

Value: AUD 744.6 m

GUD Holding Limited, an Australia-based manufacturer of automotive filters and other automobile components, lawnmowers and small appliances, has entered into an agreement to acquire **AutoPacific Group Holding Limited**, an Australian manufacturer of vehicle accessories such as towing and trawling equipment from **Pacific Equity Partners**. The consideration consists of AUD 669.6m in shares and AUD 75m in scrip.



Value: AUD 43.6 m

Perenti Global Limited announced that it has sold **MinAnalytical Laboratory Services Australia Limited**, a subsidiary of Perenti, to **ALS Limited**, a global provider of analytical testing data.

MinAnalytical 

Brookfield



Value: AUD 1 bn

Global asset manager **Brookfield** has acquired a strategic stake in Australian smart meters business **Intellihub**. Once the transaction is complete, Intellihub will be owned by Brookfield and **Pacific Equity Partners**. Intellihub's new strategic relationship with Brookfield will provide additional access to expertise and capital to keep them at the forefront of Australia's energy transition.

SCUTTLEBUTT...

- **Brookfield** [TSE: BAM.A] is in exclusive talks to acquire a 50% stake in **Intellihub**, an Australian smart metres business from **Pacific Equity Partners**. The company is expected to be valued at an enterprise value of more than AUD 3bn (USD 2.13bn).
- **Close the Loop** [ASX: CLG], a newly listed Australian packaging and recycling business, could make further acquisitions to expand into new specialized recycling areas.
- **Seven Group Holdings** [ASX: SVW] could list its Australian equipment hire business **Coates Hire** next year. Coates would be well received by investors due to the booming industry conditions which could prompt Seven to exit the AUD 2.2bn business.
- **Johns Lyng Group** [ASX: JLG], an Australia-based property services business, is preparing to raise equity to finance a large acquisition. The company currently has a market capitalization of AUD 1.65bn (USD 1.15bn).
- **Tellus Holdings**, an Australia-based hazardous waste business, is seeking new investors and raise capital. The company is looking to issue primary equity of around AUD 25m (USD 18m) and an additional sell down by existing investors.

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	Executive Chair	(07) 3218 9122	sdoyle@interfinancial.com.au
Paul Keehan	Non-Executive Director	(07) 3218 9100	pkeehan@interfinancial.com.au
Anne-Marie Birkill	Non-Executive Director	(07) 3218 9100	
Rhyll Gardner	Non-Executive Director	(07) 3218 9100	
Brad Shaw	Chief Executive Officer	(07) 3218 9100	bshaw@interfinancial.com.au
Mark Steinhardt	Director – 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 Brodie	Director	(07) 3218 9100	sbrodie@interfinancial.com.au
Les Jones	Director	(07) 3218 9100	ljones@interfinancial.com.au
Michael Kakanis	Associate Director	(07) 3218 9106	mkakanis@interfinancial.com.au
Anuk Manchanda	Associate Director	(07) 3218 9100	amanchanda@interfinancial.com.au
Maggie Liu	Associate	(07) 3218 9100	mliu@interfinancial.com.au

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
www.interfinancial.com.au

