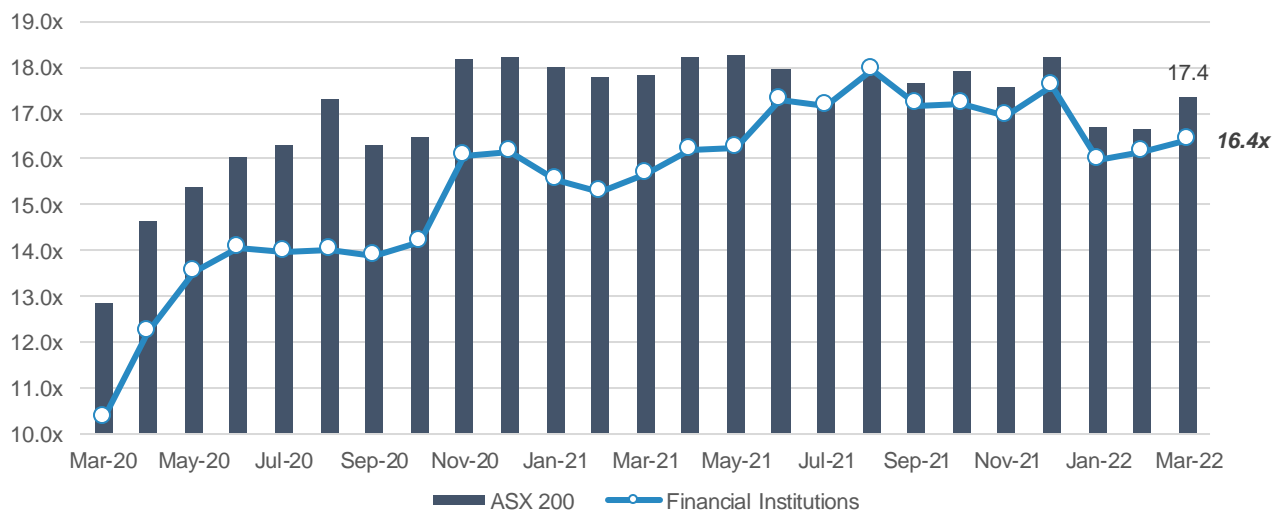


### PRICING MULTIPLES

#### Forward Price Earnings Multiples (monthly to 31/03/2022) Source: FactSet Research Systems Inc.

Multiples in the Financial Institutions sector have decreased over the period. At the end of March, the sector traded on a forward P/E multiple of 16.4x, compared to the ASX200 on 17.4x.



#### Average Values and Trading Multiples (values as at 21/04/2022) Source: FactSet Research Systems Inc.

Subsector	Market Cap (\$ m)	Price / Book Value	Price / Earnings FY2021	EPS Growth
Consumer Credit Businesses	7,108	5.9x	14.3x	29.1%
Financial Services Providers	63,857	4.2x	15.9x	52.8%
Insurance & Mortgage Brokers	30,729	2.6x	14.8x	21.6%
Lending Institutions	564,149	1.5x	14.3x	4.3%
Property Developers	2,996	1.9x	18.1x	(4.2%)
REIT	154,846	1.1x	18.3x	(34.0%)
<b>Financial Institutions</b>	<b>823,686</b>	<b>2.4x</b>	<b>16.6x</b>	<b>4.5%</b>

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: April 2022.

## MERGER & ACQUISITION NEWS...

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Value: 78.0 m

**Pepper Money**, an Australian residential mortgage lender providing personal, auto-loans and advisory services, is set to acquire a 65% stake for a consideration of AUD 78 m in **Stratton Finance**, an Australia-based vehicle finance broker.

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Value: 154.0 m

**Heartland Group**, the New Zealand based bank holding company, is set to acquire **StockCo Holdings**, the Australia based provider of livestock financing, for a total consideration of AUD 154 m (AUD 143 m in cash & AUD 11 m paid in earnout) from **Elders Limited**, an Australian distributor of farmsupplies and equipment.

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Value: AUD 504.6 m

**VGI Partners Limited**, a private equity firm, has entered into an agreement to acquire **Regal Funds Management Limited**, an Australian hedge fund.

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## INSTITUTIONAL INTELLIGENCE...

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- **AUB Group**, an Australian risk and insurance management services business, is in discussions with **Odyssey Investment Partners**, the current owner of **Tysers**, the London-based Lloyd's wholesale insurance broker, for a potential transaction.
- **Suncorp**, the Australian banking corporation, has re-entered talks to acquire **Zurich Insurance Group's** general insurance business, two months after exiting the race after being deterred by Zurich's travel insurance unit (which is likely to be excluded in a future deal).
- **Keybridge Capital Limited** has decided to withdraw its intention to make an off-market takeover bid for **WAM Active Limited** which was initially announced in February.
- **Suncorp**, an Australian financial services business, is considering the sale of its New Zealand life insurance business which could be worth around AUD 300m (USD 228m).
- **Independent Reserve**, an Australian cryptocurrency exchange, could be closer to a potential IPO on the ASX in the wake of the ASX having its first crypto-related listing of **Block** earlier in the year.
- **Australian Ethical Investment's** superannuation subsidiary Australian Ethical Superannuation and **Christian Super** have signed an MOU to explore a potential merger. If successful, the merger could see Australian Ethical managing more than AUD 9bn (USD 6.8bn) on behalf of 100,000 Australians.
- **P&N Group**, an Australia-based bank, has appetite for mergers and acquisitions.
- **Zepto**, the Australian provider of account-to-account merchant payment solutions, has raised AUD 25m in a Series A funding round from **AirTree Ventures** and **Decade Partners**.
- **Holon Global Investments**, an Australian investment firm primarily focusing on investment in entities and assets related to Web 3.0, is seeking to raise AUD 70m (USD 52.3m) in its Series B funding round.
- **Splend**, an Australia-based vehicle subscription business, has raised AUD 150m (USD 112m) from a group of investors which include **Pollen Street Capital** and **Acorn Capital**.
- **AMP Limited** is set to announce the break-up of its asset management business **Collimate Capital** and to end demerger plans. The divestment will help refresh AMP's balance sheet and allow it to pursue growth strategies for its remaining banking and wealth management operations.
- **Navigator Global Investments Limited** has announced that it has agreed to acquire a passive strategic stake in **Marble Capital**, a Texas-based real estate manager for a total consideration of USD 100m.
- **Pendal** has determined that the indicative offer from **Perpetual** is not in the best interest of shareholders.
- **KKR** and **Commonwealth Bank** have partnered to bid for **Westpac's** investment platform business. **Macquarie Group** and **Netwealth** are also likely to have submitted first round offers.
- **SuperFierce**, an Australia-based wealth technology platform, is planning to raise up to AUDm (USD 3.6m) in Series A capital to accelerate its growth.
- **Euroz Hartleys**, an Australian wealth management business, plans to pursue additional acquisitions. The group has recently acquired **Black Swan**, **Entrust** and **Hartleys** and has a lot of experience acquiring and integrating businesses.
- **OpenMarkets Group**, an Australia-based trading platform, is believed to be in exclusive talks on merger with a business partner, **SelfWealth Limited**. SelfWealth has a market capitalization of AUD 48.5m (USD 35.5m).
- **MA Financial Group** has announced that it has acquired the remaining 52% interest in **MKM**, an Australia residential mortgage lender. A total cash consideration of AUD 11.4m was paid.
- **Carbon Asset Solutions**, a private Australian carbon credit and investment platform, is planning an AUD 20m (USD 14m) Series A raise within the next year ahead of a potential IPO.
- **Mynted**, an Australian digital bank, is looking to raise AUD 35m (USD 26m) to develop its banking platform.

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