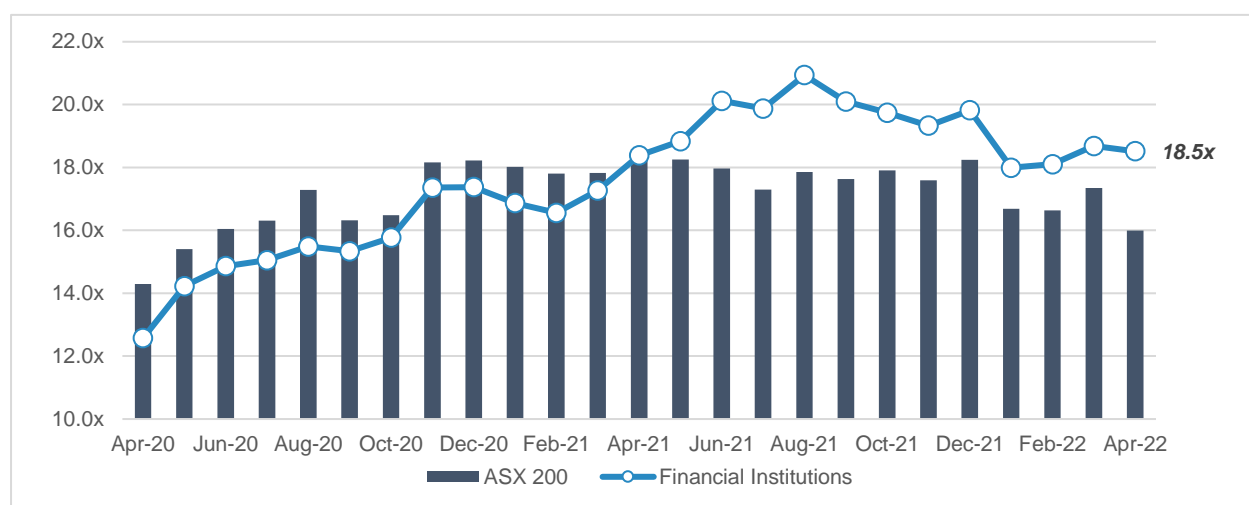


PRICING MULTIPLES

Forward Price Earnings Multiples (monthly to 30/04/2022) Source: FactSet Research Systems Inc.

Multiples in the Financial Institutions sector have increase over the period. At the end of April, the sector traded on a forward P/E multiple of 18.5x, compared to the ASX200 on 16.0x.



Average Values and Trading Multiples (values as at 25/05/2022) Source: FactSet Research Systems Inc.

Subsector	Market Cap (\$ m)	Price / Book Value	Price / Earnings FY2021	EPS Growth
Consumer Credit Businesses	6,233	5.2x	12.2x	28.3%
Financial Services Providers	61,305	11.7x	14.7x	52.2%
Insurance & Mortgage Brokers	30,744	2.3x	14.0x	23.0%
Lending Institutions	534,135	1.4x	13.8x	3.2%
Property Developers	2,641	1.6x	16.1x	(3.7%)
REIT	138,173	1.0x	16.6x	(34.2%)
Financial Institutions	773,231	4.2x	15.3x	4.9%

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...



Value: AUD 699.0 m

DigitalBridge Group Inc, a US-based REIT focused on healthcare, data center and industrial properties, has entered into an agreement to acquire the international infrastructure equity investment management business of **Collimate Capital Limited**, the asset management subsidiary of **AMP Limited**, an Australia-based provider of wealth management products, investment management and commercial banking services.



Value: AUD <10.0 m

Lifelong insurance Solutions, a family-owned, Australia-based life insurance broker, has been acquired by **Compare Club**. The article said that the acquisition is part of Compare Club's plan to increase its life insurance premiums under management to AUD 100.0m in three years.



Value: AUD 75.0 m

UK-based bank **Barclays** has increased its stake in Australian financial group, **Barrenjoey Capital Partners**, to 18.2%. The full proceeds will be used to further increase regulatory capital to over AUD 250m, up from AUD 150m at the start of FY22.



Value: AUD 150.0 m

Koda Capital, an Australian independent financial advice firm for high-net-worth clients, has announced that **Emigrant Partners** has acquired a strategic minority stake (20%) in the business. Koda is planning to grow via acquisitions following the deal.



Value: AUD 7.0 m

Australia-based fund manager **Clime Investment Management** has entered into an agreement to acquire the operating assets of **MTIS Wealth Management**, an Australia-based accounting, financial advice and superannuation administration business. The acquisition is highly complementary and will increase Clime's funds under management and administered by AUD 380m.



Value: Not disclosed

Mitsui & Co Limited has entered into an agreement to acquire additional shares in **New Forests Limited**, an Australia-based forestry asset management company, increasing its stake to 49% from its previous 23% shareholding.



INSTITUTIONAL INTELLIGENCE...

- **AMP** has submitted a first-round offer for Westpac's unit with **Macquarie Group** and **Netwealth** also expected to be potential bidders.
- **Lifelong Insurance Solutions**, a family-owned, Australia-based life insurance broker, has been acquired by **Compare Club**, for a consideration of less than AUD 10m.
- **Uniseed**, an Australian technology-focused venture capital (VC) firm, has launched an AUD 75m (USD 54m) fund backed by Australian superfund **UniSuper**.
- **Xspansiv**, an Australia-based carbon trading platform, is expected to issue new shares to raise AUD 550m - AUD 600m in its ASX listing. The proceeds will be used to finance the acquisition of **APX**, a US-based provider of registry infrastructure.
- **Pacific Equity Partners**, an Australian private equity group, could be on the way to an ASX listing. Large overseas private equity players such as Blackstone, KKR, TPG, and EQT have pursued listing to provide liquidity for their founders. PEP has started to open up to institutional investors by disclosing FUM, as well as expanding their investment horizon adding secure assets to expand FUM.
- **AvSuper** and the **Commonwealth Superannuation Corporation (CSC)** have entered into a Memorandum of Understanding to conduct due diligence to determine whether a merger would benefit both parties.
- **Oceania Biofuels**, a privately-owned Australian biofuel company, is seeking acquisitions of strategic feedstock assets as it is planning an AUD 500m renewable diesel biorefinery in Gladstone, Queensland.
- **National Australia Bank** has informally expressed interest in acquiring **Suncorp Group's** banking business.
- Final binding bids for **Westpac's** investment platform are due in July. Non-binding offers have valued the platform at AUD 1.2bn, below the bank's price expectations of AUD 1.5bn or more.
- **Perpetual**, an Australian funds management business, is believed to be eyeing **Insignia's Australian Executor Trustee (AET)** business. The AET business could sell for between AUD 150m - AUD 200m.
- **Mercer Australia** is among bidders for **Westpac's** superannuation business **BT Super**. **Colonial First State**, widely considered the most logical buyer for the business has dropped out. **AMP** and **Insignia** are also competing for the asset.
- Buyers may be circling **Medibank Private**, an Australia-based health insurance business. Medibank has been pursuing acquisitions in short-stay hospitals, primary healthcare and telehealth.
- **Pendal**, an Australia-based investment manager, will consider a counteroffer from **Perpetual**.
- **FinClear** and **FNZ** could be potential buyers for **Openmarkets**, an Australia-based clearing and settlement platform. Openmarkets is thought to be seeking a new investor after failing to agree to a merger with **SelfWealth**.
- **Qualitas**, an Australia-based alternative real estate investment manager, has received inbound inorganic acquisition opportunities. The company has a market cap of AUD 635m.
- Singapore-based technology firm **Grab Holdings** is in talks to acquire **Australia and New Zealand Banking Group's** 22% stake in Malaysian financial services firm **AMMB Holdings**.
- **Michael Hill International**, a New Zealand-based jewelry retailer, has announced an agreement to sell its in-house Canadian credit receivables to Canadian consumer credit provider **Flexiti Financial**.
- **Janus Financial**, a privately-held Australian financial services business, is seeking acquisitions and at the same time is also interesting in talking with potential investors following approaches by private equity firms.
- **Mirvac**, an Australia-based real estate business, is threatening to complicate the AUD 300m sale of **AMP's** Australian property and infrastructure unit **Collimate Capital** to **Dexus**. Mirvac is making a renewed effort to secure AWOOF management rights.
- **Medibank Private**, an Australia-based health insurance business, is believed to have rejected an offer from private equity for its healthcare services business. Medibank has a market capitalization of AUD 8.81bn.
- **CloudTech Group**, a privately held Australian blockchain technology company, welcomes approaches from potential investors to assist its domestic expansion plans.
- **Padua**, an Australia-based fintech firm providing SaaS to financial advisors, could raise capital to fund acquisitions and new market entries ahead of an initial public offering.

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