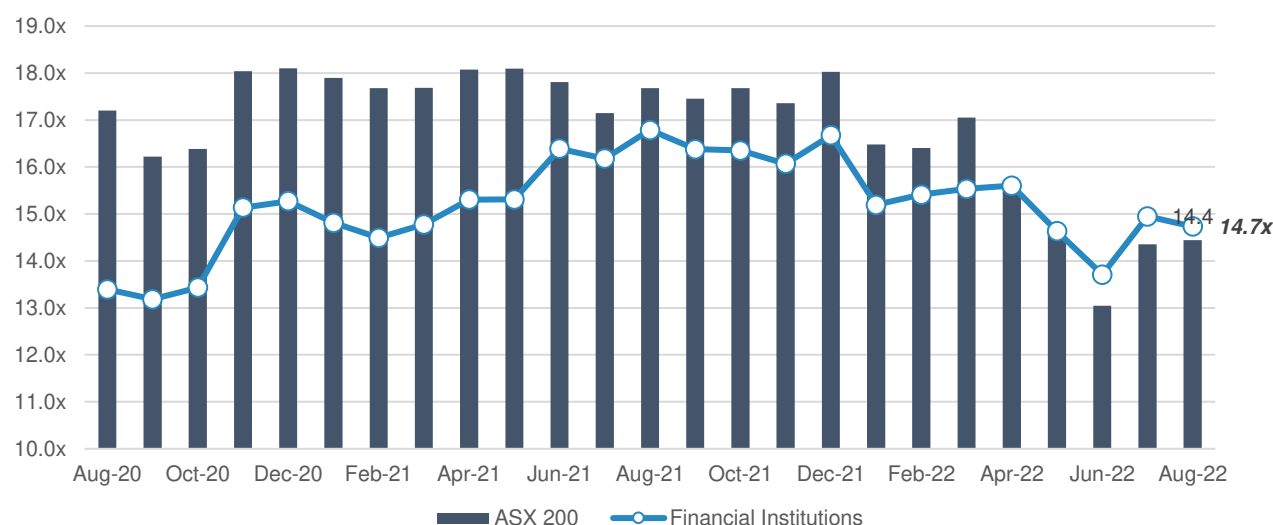


## PRICING MULTIPLES

### Forward Price Earnings Multiples (monthly to 27/09/2022) 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 14.7x, compared to the ASX200 on 14.4x.



### Average Values and Trading Multiples (values as at 27/09/2022) Source: FactSet Research Systems Inc.

Subsector	Market Cap (\$ m)	Price / Book Value	Price / Earnings FY2023	EPS Growth
Consumer Credit Businesses	2,947	4.8x	10.2x	(21.8%)
Financial Services Providers	71,388	10.7x	13.1x	36.5%
Insurance & Mortgage Brokers	4,414	2.1x	12.3x	68.2%
Lending Institutions	497,544	1.2x	11.4x	12.6%
Property Developers	3,146	1.6x	14.3x	(23.7%)
REIT	119,650	0.8x	14.7x	(60.3%)
<b>Financial Institutions</b>	<b>690,836</b>	<b>3.9x</b>	<b>13.4x</b>	<b>12.0%</b>

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2023. 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: AUD 20.3M

**Latitude Group Holdings (ASX:LFS)** has entered into an agreement to sell **Latitude Insurance Holdings** to the **St Andrew's Insurance Group**.

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Value: AUD 301.0M

**Steadfast Group (ASX:SDF)** has announced a binding agreement to acquire **Insurance Brands Australia**, an Australian privately owned insurance distribution business. The company also launched an AUD 225.0M fully underwritten equity Institutional Placement and accompanying non-underwritten Share Purchase Plan (SPP) to raise up to an additional AUD 25.0M.

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Value: AUD 2.5bn

**Pandal Group (ASX:PDL)** has entered into a deed with **Perpetual Limited (ASX:PPT)**, agreeing to be fully acquired by Perpetual.

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Value: AUD 1.0bn

**Apollo Global Management Inc**, an Australia based alternative asset management business focused on private equity and retirement services has acquired an undisclosed stake in **MaxCap Group Pty Ltd**, the local real estate investment manager providing asset management and advisory services.

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Value: AUD 900.0M

**Dai-ichi Life Holdings Inc**, a Japan based life insurance provider, through its subsidiary **TAL Dai-ichi Life Australia Pty Ltd** has agreed to acquire a 100% stake in **Westpac Life Insurance Services Ltd**, the Australia based provider of life insurance products, from **Westpac Banking Corp**.

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Value: AUD 425.0M

**DIF Capital Partners and Amber Infrastructure** have agreed to acquire **Rail First Asset Management**, an Australia-based rollingstock leasing business from **Anchorage Capital**.

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## INSTITUTIONAL INTELLIGENCE...

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- **Apollo Global Management** is believed to be pursuing **Westpac's** [ASX:WBC] wealth management unit. The paper noted that Westpac may be able to secure at least AUD 700m (USD 489m) for the business. **Colonial First State**, owned by **KKR** and **CBA**, are also known to be in the running to buy the operation.
- **AMP Limited (ASX:AMP)** will seek organic and inorganic opportunities for growth. Reports stated that the company is focused on the performance of its existing business but would look at inorganic and organic growth opportunities to increase scale or deliver new capabilities.
- **Fiducian Group (ASX:FID)**, a Sydney, Australia-based fund management and financial services provider, is seeking to grow through acquisitions of client books, according to an investor presentation.
- **Boomer Home Loans**, an Australia-based fintech lender, has entered voluntary administration. Boomer Home Loans raised AUD 13.0M earlier this year. Boomer was established in 2020 as the first specialist non-bank lender for over 55s in Australia offering reverse mortgages as well as new home loan products to the over-55 market.
- **Heartland Bank** enters non-binding MOU for potential acquisition of **Avenue Hold**, an Australian banking entity, according to an excerpt from a results announcement on 23 August. The purchase price for the assets is anticipated to be approximately AUD 55m.
- **EQT Holdings Ltd. (ASX:EQT)** is looking to acquire **Australian Executor Trustees Ltd** from SFG Australia Limited, a wholly owned subsidiary of Insignia Financial Ltd for AUD \$135 million.
- Australia's Foreign Investment Review Board (FIRB) has no objection to **Dye & Durham's (D&D) (TSX: DND)** proposed acquisition of **Link Administration Holdings Limited (ASX:LNK)**.
- **Suncorp (ASX:SUN)**, an Australia-based insurance business, is anticipated to revive efforts to acquire **Zurich's (SWX:ZURN)** Australian general insurance business.
- **Tyro Payments (ASX:TYR)** announced that it has received an unsolicited, non-binding and indicative proposal from a consortium of private equity investors led by Potentia Capital to acquire 100% of the issued share capital of Tyro.
- **Regal Partners (ASX:RPL)**, an Australia-based fund manager, is preparing to raise AUD 110m (USD 75m) to fund its strategies and potential M&A.
- **Omni Bridgeway (ASX:OBL)**, the Australian alternative asset manager and investor in litigation and enforcement assets, is exploring M&A opportunities, according to a results announcement.
- **McMillan Shakespeare (ASX:MMS)**, an Australian financial services and investment group, will use surplus cash to partially fund strategic acquisitions, according to a results announcement.
- **Scottish Pacific**, an Australia-based debtor and trade finance company, is believed to interest Australia's big banks such as **Commonwealth Bank of Australia (ASX:CBA)**.
- Australia-based **Great World Financial Group** has declared that its AUD 1.25 per share cash offer for **AIMS Property Securities Fund (ASX: APW; SGX:BVP)** is now free of all defeating conditions.

## CONTACT DETAILS

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