

The Johnsons Report is a quarterly release designed to provide market intelligence on recently transacted mergers and acquisitions involving companies within the private sector.

# The Johnsons Report

JOHNSONS CORPORATE  
Business Sale Strategists

March 2012

## TECHNOLOGY

### BLACKBOARD INC ACQUIRES NETSPOT

March 2012

US company Blackboard Inc has acquired Adelaide based Netspot for an undisclosed amount. Blackboard Inc is a Washington based enterprise software company specializing in educational software and learning management systems. E-learning technology provider Netspot will continue to be run independently and work in conjunction with Blackboard to advance the Moodle project. Moodle is an open source learning management system which is used by universities and other higher education institutions in Australia. It is believed this acquisition will be beneficial for both Netspot and Moodle.



Blackboard

Source: [Startup Smart](#)

Deal Size: **Undisclosed**

## MEDIA

### CARSALES.COM BUYS 15% SHARE IN TORPEDO 7

March 2012

Carsales.com has recently made a move into e-tailing, purchasing a 15% stake in New Zealand based Torpedo 7 for an estimated \$AUD7.2m. Torpedo, owner of daily deal site 1-day.co.nz and online outdoor sports equipment retailer Torpedo7.co.nz, is believed to be a profitable business with good future potential. Carsales.com may reportedly increase its stake in the future.



Source: [One Online News and Events](#)

Deal Size: **\$AUD7.2m**

### INNOV8 MEDIA ACQUIRED BY VAL MORGAN

February 2012

Australian retail giant Val Morgan recently announced its acquisition of Innov8 Media for an undisclosed amount, intending this as a way to extend its digital TV presence in retail shopping centres. This acquisition will boost Val Morgan's screens by 150 panels, taking the number of shopping centre screens to 900 and making it one of the largest digital shopping centre networks in the world. The organization has plans to increase its digital shopping centre presence further in the future to 1500 screens across over 300 shopping centres.



Source: [ScreenMedia Daily](#)

Deal Size: **Undisclosed**

### DELUXE INC ACQUIRES CENTRO DIGITAL PICTURES

February 2012

Deluxe Entertainment Services Inc, provider of services and technology for the entertainment industry, has recently acquired Hong Kong based Centro Digital Pictures for an undisclosed amount. Centro provides VFX, animation and post production services to a number of US and Chinese feature film makers. This acquisition is expected to increase the opportunities for Deluxe's international customers to partner with filmmakers from China and Hong Kong, as well as providing the chance for content producers in this region to access the North American and European markets.



Source: [PR Newswire](#)

Deal Size: **Undisclosed**

## INDUSTRIAL PRODUCTS, MANUFACTURING AND LOGISTICS

### MAXI TRANS ACQUIRES QUEENSLAND DIESEL SPARES

April 2012

Melbourne based Maxi Trans has acquired Queensland Diesel Spares for \$21.6m in a move to increase its exposure to the mining and resources sector. Maxi Trans is a trailer maker and spare parts firm. Queensland Diesel Spares sells spare parts through nine retail stores and to the mining industry. It is believed this acquisition will help Maxi Trans expand its market presence and build on its current success.



Source: [Supply Chain Review](#)

Deal size: **\$21.6M (est)**

### JEYCO PTY LTD ACQUIRED BY ACTUANT

February 2012

In a recent move to consolidate and improve its presence in the Australian market, Wisconsin and Milwaukee based Actuant Corporation recently acquired mooring, rigging and towing systems specialists, Jeyco Pty Ltd, for an undisclosed amount. Jeyco is based in Perth and as well as providing specialized towing and rigging solutions to the oil and gas industry, it also services a number of other markets including cyclone mooring, marine and defence towing systems. The business will be run as part of the Cortland business within Actuant and it is believed that it will be a valuable addition to Actuant's global energy business.



Source: [Business Wire](#)

Deal Size: **Undisclosed**

### KUEHNE + NAGEL ACQUIRE LINK LOGISTICS

February 2012

Swiss freight company Kuehne + Nagel has recently purchased Link Logistics, specialists in transporting perishables and cold chain management and Australia's biggest air freight forwarder of perishable exports, for an undisclosed amount. Link Logistics was established in 1998 and has 33 employees. This move is expected to strengthen Kuehne + Nagel's efforts towards global expansion in the perishables logistics sector and allow the company to better serve its customers in the Asia Pacific region.



Source: [The Journal of Commerce](#)

Deal Size: **Undisclosed**

### ELLERSTON CAPITAL PURCHASES STAKE IN TEMANDO

February 2012

Packer run funds business, Ellerston Capital, recently purchased a stake in Temando, an e-commerce freight forwarding business based in Brisbane, for around \$AUD 5m. This is the first venture into the freight forwarding market by Ellerston Capital and it will help Temando expand its overseas operations to include New Zealand, Asia, Europe and the US. With the focus on business to consumer online sales, this move is in line with Packer's recent interest in DealsDirect and other online sales businesses.



Source: [The Australian](#)

Deal Size: **\$AUD5m**

## RETAIL

### KP MULTINATIONAL PTY LTD TAKEN OVER BY FUNTASTIC

March 2012

Funtastic, supplier of kids' toys, has taken over KP Multinational Pty Ltd in a deal worth just under \$3m. Along with the acquisition of the business, comes a three year license to distribute LEGO products in Europe, Asia and the US, which will mean that an expanded range of LEGO products can be distributed through ToysRUs stores throughout the world. Building on the success of KP, Funtastic has heralded this takeover as a chance to expand and consolidate its LEGO range on a global basis.



Source: [The Australian](#)

Deal Size: **\$2.7M**

### RETAIL FOOD GROUP (RFG) ACQUIRES PIZZA CAPERS

February 2012

Retail Food Group (RFG) has entered into a conditional arrangement with retail franchise Pizza Capers, to take over its existing franchise network of 110 outlets across Australia. Pizza Capers, a franchise focusing on gourmet pizza and other similar products, will be added to RFG's existing brands, which include Brumby's Bakeries, Donut King and Michel's Patisserie. It is believed that this acquisition will enhance and help consolidate RFG's current franchise systems.



Source: [Sydney Morning Herald](#)

Deal Size: **\$AUD30M**

## BUSINESS & FINANCIAL SERVICES

### AHS SERVICES GROUP BOUGHT BY CHANDLER MCLEOD

February 2012

Australasian workforce and advisory management service Chandler Macleod Group, recently announced its takeover of 100% of the shares in Australian based AHS Services Group Pty Ltd. AHS is a leading provider of accommodation services for over 8 million rooms across Australia and currently its revenue is forecast to be over \$120M in the 2012 financial year. With over 4000 employees, the acquisition of AHS is believed to be a great avenue for Chandler MacLeod to expand its services into adjacent markets, particularly New Zealand and Asia.



Source: [Trader Dealer](#)

Deal Size: **\$AUD31M**

### AUSTBROKERS BUYS FILM INSURANCE UNDERWRITING AGENCIES

February 2012

Insurance broker group Austbrokers recently announced its move into the Film insurance sector with the acquisition of Film Insurance Agencies (FUJA) for \$4.5m. FUJA will be merged with Latitude Film and TV - Austbrokers' film business, and will continue under the management of Joe Lo Surdo. This move follows an expansion in Austbrokers' NSW presence, with its acquisition of two other insurance services businesses in the region.



Source: [Insurance News](#)

Deal Size: **\$AUD4.5M**

### APPLUS+ PURCHASES JDA

February 2012

Global inspection, testing and quality control company Applus+ recently announced its acquisition of inspection services company John Davison and Associates (JDA) for an undisclosed amount. This acquisition is a move by Applus+, one of the largest conformity assessment companies worldwide, to gain a foothold in the Australasian marketplace. Australian company JDA has a workforce of 150 and offices in Australia, Indonesia and Papua New Guinea and provides inspection services for the oil and gas, construction, mining and engineering sectors.



Source: [Applus +blog](#)

Deal Size: **Undisclosed**

### DLA CONSULTING ACQUIRED BY HUMANIS

February 2012

In a move to expand its insurance and financial services profile in Australasia, international recruitment hire specialists Humanis has recently announced the acquisition of Melbourne based recruitment agency DLA Consulting. DLA Consulting provides recruitment solutions to employers in the insurance and financial services sector across Australia, the Middle East and Asia Pacific. This acquisition is expected to provide the opportunity for Humanis to complement and consolidate its current international operations and for DLA to benefit from the utilization of Humanis' international network.



Source: [Newsmaker](#)

Deal Size: **Undisclosed**

### PRO-PAC ACQUIRES HILLS INDUSTRIAL PRODUCTS

February 2012

Sydney-based industrial packaging distributor Hills Industrial Products, is soon to be acquired by national packaging company Pro-pac for an undisclosed amount. Hills Industrial Products specialises in selling products online, and its unique online business model and catalogue are reportedly the main reason behind the acquisition. Hills Industrial Products will continue to be run as a separate sales point and brand under Pro-pac but will benefit from the use of Pro-pac's infrastructure when it comes to back end logistics.



Source: [Logistics Magazine](#)

Deal Size: **Undisclosed**

## LEISURE

### UNIBET BUYS BETCHOICE

February 2012

International online gambling company Unibet has recently announced its acquisition of Australian online bookmaker Betchoice for over \$20M. The intention is for Unibet to enter the Australian market and potentially open live betting products in Australia in future. Betchoice is expected to be rebranded to Unibet and its offering and products enhanced and improved over time. Betchoice currently employs 35 people and has offices in Sydney and Darwin. This move is expected to strengthen Unibet's already strong position, with more than 6 million customers in over 100 countries.



Source: [Innovate Gaming blog](#)

Deal Size: **\$AUD20M**