

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

## INDUSTRIAL PRODUCTS AND SERVICES

### SIEMENS ACQUIRES KAON HOLDINGS

September 2012

German based technology company Siemens has recently acquired Australian based Kaon Holdings, including its subsidiaries Kaon Electric Pty Ltd and Kaon Consulting Pty Ltd, for an undisclosed amount. As well as taking over the distribution and sale of Kaon's electrical products, Siemens is planning to continue the research and development of some of Kaon's more innovative products. It is believed that Siemens will use this acquisition as a means to strengthen their presence in the global market for energy distribution solutions for overhead lines.



Source: [FDI Tracker](#)  
Deal Size: Undisclosed

### HORIZON ENERGY ACQUIRES HASTIES NZ CONTRACTING ARM

September 2012

Horizon Energy Distribution Limited, based in Whakatane recently announced its purchase of heating, air conditioning and ventilation businesses Aquaheat Industries Limited, and Hastie's New Zealand, in a deal worth \$4M. Hasties NZ is the contracting arm of the business, and going forward these businesses will operate under the name Aquaheat New Zealand Limited from September 1, 2012.



Source: [Horizon Energy Media Release](#)  
Deal Size: \$4M

### RELIANCE STEEL & ALUMINUM CO ACQUIRES AIRPORT METALS ASSETS

July 2012

Bralco Metals Australia Pty Ltd, a subsidiary of Reliance Steel and Aluminium Co, recently announced the acquisition of the assets of Melbourne-based Airport Metals Pty Ltd for an undisclosed amount. Airport Metals is a subsidiary of Samuel Son & Co Limited, and distributes and stocks aircraft supplies and materials. This strategic move is expected to allow Bralco Metals to develop their presence in the Australian market and leverage the reputation that Airport Metals has developed.



Source: [Benzinga Blog](#)  
Deal Size: Undisclosed

## FINANCIAL SERVICES

### AUSENCO GROUP ACQUIRES RYLSON GROUP

August 2012

Engineering and project management company Ausenco recently announced the acquisition of Queensland based Rylson Group, a global provider of business improvement and asset management solutions, in a deal worth \$4.2M. This is a strategic move for Ausenco, who is expanding, and working to secure a strong revenue base. Rylson Group will form part of Ausenco's Program Management business. It is believed that this acquisition will increase Ausenco's forecast 2012 after tax earnings to \$41.4M.



Source: [Trader Dealer](#)  
Deal Size: \$4.2M

## TECHNOLOGY AND COMMUNICATIONS

### PRAEMIUM ACQUIRES WEALTHCRAFT SYSTEMS

September 2012

Hong Kong based Wealthcraft Systems has been acquired by Praemium in a deal estimated to be worth \$2.5M. Wealthcraft Systems is a technology company that provides wealth management services for financial institutions through its own technology platform. Clients include investment advisory firms, insurance brokerage firms, insurance companies, mutual fund companies and retail and private banks. The transaction is expected to be completed by October 2012.



Source: [TopStocks](#)  
Deal Size: Approx AUD\$2.5M

## EMPIRED ACQUIRES CONDUCTIVE

August 2012

IT services provider Empired recently acquired Conductive Pty Ltd in a deal worth \$7.5M. It is expected that Conductive will remain as an individual brand and the existing directors will continue in leadership roles in the new structure. Employees and contractors will continue with the company. This acquisition is anticipated to provide opportunities for the companies, giving Empired the chance to expand its current range of managed services, and allowing Conductive to increase its existing client base.



Source: [Conductive Blog](#)  
Deal Size: \$7.95M

### CODAN LTD ACQUIRES DANIEL ELECTRONICS LTD

August 2012

Codan Ltd recently announced its purchase of Canadian-based radio communications company Daniel Electronics Ltd for \$24M. It is believed that this acquisition will enable Codan Ltd to grow its market share and diversify its radio communication products throughout North America and Canada. Going forward, Daniel Electronics will be incorporated into Codan's business structure, and will offer its products through Codan's distribution chain. Daniel's current senior management team will remain with the company.



Source: [Australian Defence Magazine](#)  
Deal Size: \$24M

## MANUFACTURING

### PAPERLINX PURCHASES CANTERBURY PACKAGING NZ

August 2012

Paper merchant PaperlinX recently announced its acquisition of New Zealand-based Canterbury Packaging for an undisclosed amount. Canterbury Packaging is a Christchurch-based distributor for industrial packaging, hygiene, hospitality and safety products, and it is hoped that this move may help PaperlinX turn around its struggling business. Through Spicers - the New Zealand branch of the business - PaperlinX hopes to diversify its product offerings and improve its infrastructure on a more national scale. It is believed this purchase is one of many changes that PaperlinX has undergone to try to boost flagging profits.



Source: [News.com.au](http://News.com.au)  
Deal size: Undisclosed

### GRAPHITYPE SELLS PHARMA ARM TO CCL INDUSTRIES

July 2012

Sydney-based Graphitype recently announced the sale of its pharmaceutical arm to Canadian-based labelling and packaging company CCL Industries for \$7M. It is believed that this acquisition will help consolidate CCL's Melbourne branch and strengthen their position in the Australian healthcare sector. Graphitype is an award winning print company that incorporates design, prepress, digital, offset print and binary services. Graphitype management will continue to run the business, with roughly 60% of current staff being retained.



Source: [Graphix](http://Graphix)  
Deal size: \$AUD 7M

## CONSUMER PRODUCTS AND RETAIL

### L CAPITAL ASIA PARTNERS WITH JONES THE GROCER

September 2012

Asia-based private equity fund L Capital Asia has recently announced a partnership with Australian-based Jones the Grocer in a deal worth \$17M. Through this collaboration, L Capital Asia hopes to help the brand grow across Asia and expand further into new markets. L Capital Asia is a private equity fund which is sponsored by the LVMH group with the purpose of providing capital to private companies to help them grow their brands.



Source: [Jones the Grocer blog](http://Jones the Grocer blog)  
Deal size: \$17M

### MCPHERSONS LTD ACQUIRES FOOTCARE INTERNATIONAL

August 2012

Consumer products marketer McPherson's recently announced its acquisition of foot comfort products marketing and distribution company Footcare International for \$9M. Footcare International is a leading marketer of a range of foot care products, shoe care products and shoe accessories and it is believed that this acquisition will help to diversify McPherson's personal care business and allow them entry into a new market. Footcare International is showing strong growth, and it is expected to continue into the future with profits anticipated to rise to \$2M over the next twelve months.



Source: [McPherson's media release](http://McPherson's media release)  
Deal size: AUD \$9M

## MEDICAL

### BLACKMORES BUYS FIT BIO-CEUTICALS

July 2012

Natural health supplements giant Blackmores recently announced their acquisition of supplements business Fit Bio-Ceuticals for \$40M. It is believed that this acquisition will help cement Blackmores as a market leader in health supplements, and add to its existing product offerings. The BioCeuticals range of health products is generally sold directly through naturopaths and doctors, rather than over the counter. Although it was necessary for Blackmores to increase their debt level to complete this transaction, according to the company this will be conservatively geared.



Source: [The Australian](http://The Australian)  
Deal size: AUD \$40M

## MINING SERVICES

### CALIBRE BUYS ECHELON

Sept 2012

Queensland-based coal engineering group Echelon was recently acquired by mining services company Calibre for an undisclosed amount. It is hoped that this acquisition will help by providing Calibre with an opportunity to grow and diversify its revenue base into longer term income streams. Echelon's clients include Rio, BHP and Peabody Energy. It is also expected that Echelon's mine networks can help grow Calibre's geological, mining and geotechnical divisions. This is Calibre's first acquisition since listing.



Source: [The Australian](http://The Australian)  
Deal size: Undisclosed

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