

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

CHEMICAL AND MATERIALS

BRENTAG ACQUIRES ADBLUE DISTRIBUTOR IN AUSTRALIA

May 2013

Chemical distribution company Brenntag recently announced the purchase of the AdBlue distribution arm of Blue Sky Environment Pty Ltd for \$2.7M, in a move that is expected to help the company expand its capabilities and establish its position in Australia. German-based Brenntag is a global market leader in chemical distribution, offering more than 10,000 products. AdBlue is a chemical solution which transforms NOx emissions into harmless water vapour and nitrogen. It is nontoxic and environmentally friendly.



Source: [Brenntag Press Release](#)
Deal Size: \$2.7M

LUCAS MEYER COSMETICS ACQUIRES SOUTHERN CROSS BOTANICALS

April 2013

Lucas Meyer Cosmetics has recently announced its acquisition of Southern Cross Botanicals, the leading supplier of botanical ingredients in Australia. Lucas Meyer Cosmetics is a wholly owned subsidiary of Unipex Group, and is a market leader in supplying active ingredients to the cosmetics industry. This move is intended to expand the existing product line and tie in with Lucas Meyer Cosmetics' corporate vision of innovation and client satisfaction. Southern Cross Botanicals has a portfolio of innovative chemical products derived from Australian native plants and sources in an environmentally sensitive and ethical way.



Source: [Lucas Meyer Cosmetics Press Release](#)
Deal Size: Undisclosed

COMPUTER SERVICES & SOFTWARE

XCITELOGIC ACQUIRED BY DATACOM

June 2013

Business technology solutions provider Datacom recently announced its acquisition of WA-based education provider XciteLogic. This acquisition is expected to complement the existing Datacom business in Western Australia, and improve its offerings to the education market.

XciteLogic currently has a presence in Victoria and New South Wales, and it is expected that Datacom will expand this presence. Datacom is one of the largest independent business

technology solutions providers in Australasia, and this move is consistent with its strategy to continue to develop intellectual property assets and position the company as a leader in the region.



Source: [XciteLogic Press Release](#)
Deal Size: Undisclosed

CHANGETRACK RESEARCH ACQUIRED BY ACCENTURE

April 2013

Global management consulting company Accenture recently announced the acquisition of ChangeTrack research Pty Ltd, in a move to help its clients improve their ability to measure and monitor their change programs. ChangeTrack Research has a patented analytics tool, which is designed to collect data from people and processes for change programs, and measure progress as well as identify areas for possible correction. It is expected that ChangeTrack's analytics tools will expand Accenture's current tools, and help the company's clients manage change more effectively.



High performance. Delivered.

Source: [Accenture Press Release](#)
Deal size: Undisclosed

INDUSTRIAL PRODUCTS AND SERVICES

NORMA BUYS GUYCO

June 2013

Norma Group recently announced its acquisition of 100% of the shares in Guyco Pty Ltd. Norma Group is a German-based market leader for engineered joining technology, and this acquisition is in line with other recent acquisitions, which are expected to enhance Norma Group's existing product portfolio and strengthen its presence in the Asia Pacific region. Guyco is a distributor of fittings, valves and other agricultural products to more than 700 customers in Australia and New Zealand. Both companies agreed to keep the details of the transaction confidential.



Source: [Company press release](#)
Deal size: Undisclosed

PRO-PAC PACKAGING ACQUIRES ECO FOOD PACK AUSTRALIA

June 2013

Pro-Pac Packaging recently announced the acquisition of Eco Food Pack Australia for an undisclosed amount. Eco Food Pack develops and sells food packaging trays for fresh meat, seafood and poultry. It is anticipated that this acquisition will provide an opportunity for Pro-Pac to create distribution synergies by incorporating Eco Food Pack's existing infrastructure. The purchase of Eco Food Pack fits in with Pro-Pac Packaging's current business and customer base, and will allow the organisation to broaden its product range.



Source: [Supply Chain Review](#)
Deal size: Undisclosed

INTERNET/E-COMMERCE

PROQUEST COMPLETES ACQUISITION OF EBOOK LIBRARY

May 2013

Database software company ProQuest has announced the completion of its acquisition of Ebook Library, an academic and research ebook aggregator based in Western Australia. This deal was announced in January 2013, and the terms remain undisclosed. It is expected that EBL will be completely integrated into ProQuest within 18 months. The current staff members have become employees of ProQuest and EBL president Kari Paulson remains as vice president and general manager of the e-book business unit.



Source: [EBL Press Release](#)
Deal size: Undisclosed

TOMIZONE ACQUIRES JIMOJO

May 2013

Tomizone Limited recently became Australia's largest wi-fi service provider in the accommodation sector with its acquisition of Brisbane-based Jimojo for an undisclosed amount. This acquisition means that Tomizone will take over Jimojo's Guest Wi-Fi services and iRoom brand, and enhance the services that are offered to customers. Tomizone currently provides wi-fi services for a number of high profile partners, including Sydney Airport and Sydney Ferries. Jimojo has more than 400 high quality accommodation partners. Tomizone is continuing to look for other opportunities to grow its presence in Australia.



Source: [Tomizone Press Release](#)
Deal size: **Undisclosed**

MEDICAL

MLA ANNOUNCES ACQUISITION OF MEDIVET FOR AUD 10M

June 2013

Medical Australia Limited, a medical products and distribution company recently acquired animal healthcare company MediVet in a deal worth \$10M. MediVet is a pioneer of unique regenerative stem-cell therapy for animal healthcare, and the acquisition will mean the combined business will be the only profitable listed stem-cell technology company worldwide. It is expected that the merging of these two companies will provide growth opportunities for MLA. The acquisition will be funded by a \$5M upfront cash payment and \$5M worth of MLA shares.



Source: [Medical Australia Press Release](#)
Deal Size: **\$10M**

TELESSO TO ACQUIRE MIMETICA

April 2013

Teleso Technologies Limited recently announced a share purchase agreement to acquire Mimetica Pty Limited, a private Australian biotechnology company that specialises in prescription therapeutics for the treatment of acne. This acquisition will be financed by the issue of 63 million fully

paid ordinary Teleso shares, and three million options to Mimetica shareholders. The acquisition of Mimetica is anticipated to provide significant value creation for Teleso shareholders, and allow Teleso to develop an innovative new acne treatment and build a dermatology business.



Source: [Teleso Press Release](#)
Deal size: **AUD16.08M (US\$16.88M)**

SERVICES – OTHERS

SUN INTERNATIONAL TO ACQUIRE AUSTRALIAN THOROUGHBRED STUD

June 2013

Sun International Group recently announced the purchase of Eliza Park, a stud farm and breeding operation in Victoria. The combined business will be known in future as Eliza Park International Pty Ltd, and will keep its current stallions, which include the sire of Black Caviar. The six existing farms will continue to run with the existing management working closely with new staff to ensure a smooth transition. This acquisition represents a significant investment in Australian bloodstock by an international conglomerate.



Sun International

Source: [Racing and Sports Press Release](#)
Deal size: **Not Available**

SKILLED GROUP TO ACQUIRE BROADSWORD MARINE CONTRACTORS

June 2013

Skilled Group recently announced its upcoming acquisition of Broadsword Marine Contractors Pty Ltd. This purchase will be undertaken for an initial consideration of \$48.8M, and deferred consideration of \$26.7M payable over three years. Broadsword Marine is a marine services provider based in the Northern Territory, providing shallow water services to clients. This acquisition will complement Skilled Group's existing range of marine logistics services, and is expected to expand the Group's geographic reach and breadth of service in the industry.



Source: [ASX Press Release](#)
Deal size: **AUD75.5M**

G8 EDUCATION TO ACQUIRE 17 CHILD CARE AND EDUCATION CENTRES

June 2013

G8 Education, a Queensland-based childcare centre operator recently announced its acquisition of 17 childcare and education centres based in Queensland, NSW and Victoria. These acquisitions are subject to licencing requirements, and are expected to be settled by the end of August 2013. Funding will be from existing cash and bank facilities with \$22.95M payable on settlement, and \$1.05M conditional on the centres achieving their EB/T target in the first twelve months after settlement.



G8 Education[™]

Source: [ASX Announcement](#)
Deal Size: **\$24M**

QUANTIUM SELLS 50% STAKE TO WOOLWORTHS

May 2013

Sydney-based data analytics firm Quantum has announced that it is selling 50% of its shares to Woolworths Limited in a deal worth approximately \$20M. This move will provide Quantum with access to Woolworth's de-identified shopping data, and allow Quantum to provide an increased range of services to Woolworths and its suppliers. This is consistent with a recent review conducted by Woolworths examining how to achieve a better focus on customers and enable growth opportunities. Quantum will benefit from the ability to extend its customer insight and software services to its new and current clients.



Source: [Quantum Press Release](#)
Deal size: **Approx. \$20M**

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