

June 2012

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

MEDICAL

PATTERSON MEDICAL ACQUIRES AUSTRALIAN BASED SURGICAL SYNERGIES

April 2012

US based Patterson Medical recently purchased Australian rehabilitation, physical therapy and mobility products distributor Surgical Synergies for an undisclosed sum. Patterson Medical is a subsidiary of Minnesota based Patterson Companies, and is a leading distributor of supplies and equipment to rehabilitation units. Surgical Synergies supplies a number of leading brands to customers in the physical therapy, rehabilitation and hospital industries, as well as many others. This move is expected to consolidate Patterson Medical's position in the Australian and New Zealand market, and strengthen them against their competitors.



Source: [Business Wire](#)
Deal Size: Undisclosed

PULSE HEALTH ACQUIRES EDEN REHABILITATION

April 2012

Pulse Health Limited, a private hospital provider, has recently acquired Sunshine Coast rehabilitation hospital Eden Rehabilitation Service. This acquisition is in keeping with the business's overall strategy of operating small to medium-sized private hospitals, and as it is the only private rehabilitation facility between Brisbane and the far North of Queensland, is believed to offer great potential for expansion. Pulse Health is an emerging provider of rehabilitation services to private patients and runs two other facilities in Queensland as well as one in Sydney.



Source: [Pulse Health Media Release](#)
Deal Size: \$6.25m

TECHNOLOGY AND TELECOMMUNICATIONS

CONSTELLATION SOFTWARE INC ACQUIRES AUSTRALIAN BASED KESTRAL COMPUTING

April 2012

Gary Jonas computing, a subsidiary of Toronto based Constellation Software Inc recently acquired Australian software provider Kestral Computing for an undisclosed amount. Kestral Computing provides software to the radiology and laboratory information systems industry in Australia, New Zealand and Asia. Constellation Software is a leading provider of software to a number of industries internationally, and as a wholly owned subsidiary, Jonas aims to create and maintain long-term relationships with customers.



Source: [Constellation Software Inc website](#)
Deal Size: Undisclosed

BIGAIR ACQUIRES ALLEGRO NETWORKS

May 2012

Queensland based wireless internet carrier Allegro has recently been acquired by broadband specialist BigAir, in a deal worth \$7.5m. BigAir provides wireless broadband services to corporate clients and tertiary educational institutions, and is looking to strengthen its position in the market. Allegro has a fixed wireless network which provides coverage from the Gold Coast through Brisbane and the Sunshine Coast, and it is believed that this acquisition will bring the combined reach of the companies to 27,000.



Source: [ZDnet blog](#)
Deal Size: \$7.5M

FOOD MANUFACTURING

MACKAY SUGAR ACQUIRES MOSSMAN CENTRAL MILL

May 2012

Mackay Sugar has recently entered into an agreement to purchase Mossman Central Mill in a deal worth \$25.3m. Mackay Sugar will continue to honour the agreement between Mossman Central Mill and the Mossman growers, as well as offering them additional incentives which are currently being offered to Mackay growers. They will also take over the employment obligations for those employed at Mossman. This move is expected to help increase the cane sugar supply in Mossman, and take advantage of the high Asian demand for sugar.



Source: [North Queensland Register](#)
Deal Size: \$25.3M

BUSINESS AND FINANCIAL SERVICES

SFG AUSTRALIA ACQUIRES LIFE FINANCIAL SERVICES

May 2012

In a recently announced agreement, SFG Australia is acquiring financial advice firm Life Financial Services for an undisclosed amount. SFG Australia provides wealth management services to high net worth clients, and offers a wide range of financial services and advice. Life Financial Services is based in Victoria, and employs five financial advisors, all of whom will become employees of SFG. It is expected that this acquisition will provide growth opportunities for SFG Australia, and cement their regional position in Ballarat, Victoria.



Source: [ASX Release](#)
Deal Size: Undisclosed

FLEXIGROUP ACQUIRES LOMBARD FINANCE

May 2012

Flexigroup recently announced it is entering the credit card market with its acquisition of Visa and Interest Free card company Lombard Finance. The deal is worth \$10M, with \$5M to be funded from existing cash reserves, and the other \$5M from equity consideration. This move will give Flexigroup the chance to diversify its financial services footprint, and gain access to new merchants and categories, as well as cross promotion opportunities for Visa and interest free credit cards.



Source: [Morningstar](#)
Deal Size: \$10M

INDUSTRIAL PRODUCTS, MANUFACTURING AND LOGISTICS

MAXITRANS ACQUIRES AZMEB BLOBAL TRAILERS

May 2012

Bundaberg based side tipping trailer business Azmeb Blobal Trailers is being purchased by Maxitrans in a bid to increase its exposure to the Australian mining industry, and increase its market share of the waste transport equipment market. Azmeb's turnover in 2012 is expected to be approximately \$20M, and current management will continue under Maxitrans while the focus is on increasing production and expanding the geographical distribution of products.



Source: [Maxitrans press release](#)
Deal Size: \$6M

PRO-PAC ACQUIRES AUSTRALIAN PHARMACEUTICAL CONTAINERS

May 2012

Pro-pac Packaging has recently announced its acquisition of Australian based pharmaceutical container importer and distributor Australian Pharmaceutical Containers (APC), in a deal worth \$2M. Sydney based APC supply drawn and blown glass containers to a range of customers in the pharmaceutical industry. Pro-pac currently provides flexible and rigid packaging solutions across a number of industries, and this acquisition is an opportunity for Pro-pac to expand its client base and enhance its current range of products.



Source: [Trader Dealer](#)
Deal Size: \$2M

AMCOR ACQUIRES WAYNE RICHARDSON SALES

June 2012

Australian packaging distributor Wayne Richardson Sales has recently been purchased by AMCOR for \$50M. With a network of eight distribution centres across Australia and over 2,700 customers, Wayne Richardson Sales is one of the largest packaging distributors in the country. It is believed the deal will strengthen AMCOR's market position and better enable them to reach small and medium-sized packaging customers. Additionally, the acquisition will enhance the range of services for existing customers by providing new products and enhanced technical support.



Source: [Trader Dealer](#)
Deal Size: \$50M

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