



The Johnsons Report is a regular release designed to provide market intelligence on recently transacted business sales and acquisitions, involving Australian companies that operate in the private sector. Its purpose is to give the reader insight into broad M&A activity across various industry segments.

INFORMATION TECHNOLOGY



Logicalis Group acquires Thomas Duryea Consulting

Deal Size: \$70M

December 2015 – Logicalis Group Limited, international supplier of integrated IT solutions, announced its acquisition of Thomas Duryea Consulting in a deal worth \$70 million. Logicalis is an employer of more than 4,000 people globally. The company provides specialised IT solutions for many major corporate and government organisations across the globe, and has annualised revenues of \$1.5 billion. Thomas Duryea is a leading Australian ICT consultancy that supplies managed services and cloud solutions to clients across Australia and employs 125 people. Logicalis considers that by combining the strengths of both entities, this acquisition will provide enhanced value for customers. Thomas Duryea sees the transaction as one that will enable both companies to together increase their competitiveness.

Source: [Company Press Release](#)



Levesys acquired by JDM Technology Group

Deal Size: Undisclosed

November 2015 – JDM Technology Group, supplier of software solutions to the construction and manufacturing industries across 40 countries, has acquired LEVESYS for an undisclosed sum. LEVESYS is a leading provider of Enterprise Resource Planning (ERP) software which enables construction companies to streamline and integrate their management, financial and operational business activities. This transaction is expected to provide considerable benefits to both parties, and result in provision of the best in cutting-edge technology and software solutions available in the market to customers. This is JDM's 13th acquisition so far and the company's intent is to continue to provide LEVESYS solutions and to invest in its employees and new developments.

Source: [Company Press Release](#)



Decmil Group acquires SC Holdings

Deal Size: \$14M

December 2015 – Australian-based construction

and accommodation company Decmil Group Limited has acquired SC Holdings Pty Ltd (SC Services), a leading provider of telecommunication solutions, in a deal worth \$14 million. Decmil will acquire 100% of SC Services shares. The Decmil Group comprises a number of companies offering various specialist services, including civil engineering, construction, mechanical fabrication and accommodation, while SC Services provides services to telecommunications network owners and NBN service providers. The acquisition is expected to provide a number of benefits for Decmil, including increased scale and a national presence in the growing Australian telecommunications market, and the capacity to deliver greater value to clients and stakeholders.

Source: [Company Press Release](#)



Deloitte Australia to acquire Cloud Solutions Group

Deal Size: Undisclosed

November 2015 – Deloitte Australia, provider of audit, tax, and financial advisory services, announced its acquisition of Cloud Solutions Group (CSG) for an undisclosed amount. Deloitte has its own technology consulting team that offers technological solutions to businesses, and the company's management considers the acquisition to be an ideal fit for this segment of its business. CSG is involved in all aspects of designing and managing cloud-based platforms, and the transaction should enable Deloitte to broaden its technology services to its clients and better support their move to cloud-based systems – something which Deloitte considers to be vital for business success in the modern age.

Source: [Company Press Release](#)



TechnologyOne to acquire Jeff Roorda & Associates

Deal Size: \$10M

October 2015 – Leading software company TechnologyOne Limited has agreed to acquire Jeff Roorda and Associates (JRA). JRA is an asset management industry leader involved in the development of risk management and performance optimisation strategies in public infrastructure areas, such as roads, drainage and electrical plant. TechnologyOne sees this acquisition as one that will support its vision of delivering easy-to-use enterprise software for asset-intensive organisations. Management at JRA is

delighted to be joining TechnologyOne, and the team states they are looking forward to opportunities to take their software and services to the next level. The size of the deal is approximately \$10 million, with a significant proportion being payable on achievement of an earn-out.

Source: [Company Press Release](#)

INDUSTRIAL PRODUCTS & SERVICES



Jungheinrich acquires majority stake in NTP Forklifts

Deal Size: Undisclosed

October 2015 – Jungheinrich AG, world leader in logistics solutions for the manufacturing sector, has acquired a majority stake in NTP Forklifts Australia, national supplier of material-handling solutions. NTP, headquartered in Adelaide, has been the exclusive partner for Jungheinrich products in Australia for a number of years. Management at Jungheinrich considers the acquisition will expand strengthen the partnership and expand NTP's business and its own presence in the Asia-Pacific. NTP will continue to operate as an independent brand, and views the partnership as one that will bring capacity for further business growth. It was agreed between the parties that the purchase price would not be disclosed.

Source: [Company Press Release](#)



CFC to acquire Redstar Equipment from Onsite Rentals

Deal Size: Undisclosed

October 2015 – CFC Group, an investment organisation with interests in distribution, logistics and mining services, has announced its acquisition of Redstar Equipment from Onsite Rental Group for an undisclosed amount. Redstar Equipment is a supplier of generators, compressors, lighting towers and other equipment to various industries including mining and construction, and is also the exclusive Australian importer and distributor of Denyo diesel generators from Japan. CFC states it is looking forward to the mutual opportunities this new partnership will bring. Redstar anticipates that it will allow the company to expand its presence and to become truly national, and also to gain greater exposure to crucial markets.

Source: [Company Press Release](#)

INDUSTRIAL P&S continued

**Endurequip Hoists acquired by RUD Australia****Deal Size: Undisclosed**

November 2015 – RUD Australia, producer of industrial hoist chains and other lifting equipment, has made the decision to acquire Endurequip Hoists after the business went into voluntary administration. Brisbane-based Endurequip Hoists produces the Portalift hoist used in the transport industry for heavy vehicles, rail, trucks and buses. Portalift is also the only hoist equipment approved by the Australian Defence Force. RUD Australia states that the acquisition will allow the company to advance its product portfolio and that it should also provide greater potential for international exports. As a result of the acquisition, Endurequip Hoists will become a 100%-owned subsidiary of RUD Australia.

Source: [Company Press Release](#)**Wabtec acquires Relay Monitoring Systems****Deal Size: \$21M**

December 2015 – Wabtec Corporation, a company that supplies technology-based products such as locomotives and freight cars for rail and other industrial markets worldwide, has announced its acquisition of Relay Monitoring Systems (RMS) in a \$21 million deal. RMS is a manufacturer of electrical protection equipment used in energy and rail applications. Its products include relays, voltage regulators, monitoring systems and sensors. Wabtec consider this acquisition to be an excellent fit for its business operations and activities. With the two companies offering different but complementary products, it's anticipated that the partnership will provide stronger opportunities for both entities working together into the future.

Source: [Company Press Release](#)**SRO Group acquired by Murray Engineering****SOLD by Johnsons Corporate****Deal Size: Undisclosed**

December 2015 – Byrnedcut subsidiary Murray Engineering has expanded its interstate presence with the acquisition of electrical and mechanical engineering business SRO Group for an undisclosed sum. Murray's acquisition of Newcastle headquartered SRO will create a business with annual revenues of \$75 million, and over 230 employees in Australia and China.

Murray Engineering CEO, Mr Lindsay-Rae states, "SRO's expertise and professionalism provides Murray Engineering with electrical and mechanical opportunities on the eastern seaboard and enables a national support capability for the combined range of products and services from SRO and Murray Engineering."

Source: [Industry News](#)

TRAINING & EDUCATION

**City & Guilds Group to acquire Nine Lanterns****Deal Size: Undisclosed**

October 2015 – The City & Guilds Group, global leader in skills development and training services, has agreed to acquire Nine Lanterns, Melbourne-based provider of e-learning content and solutions. Nine Lanterns works with businesses to create custom e-learning solutions, with clients including the Australian Government and Vodafone. City & Guilds expects this acquisition to increase its ability to support businesses in terms of quality skills development. The company states that the move aligns with its approach and values, and that it intends to continue the development of Nine Lanterns products. Nine Lanterns management also sees the new deal as a perfect fit that will enhance the company's offerings to clients.

Source: [Company Press Release](#)

RECRUITMENT

**Synergie acquires B2B Engineering****Deal Size: \$10M**

October 2015 – Global recruitment company Synergie has acquired Perth-based company B2B Engineering, provider of recruitment services in the oil and gas industries, in a deal worth \$10 million. The acquisition took place via Synergie's Australian subsidiary, Synaco Global Recruitment. Synaco's role is to work with Synergie internationally in order to source technical skills from overseas for permanent and temporary placements within Australian organisations in a variety of industries. B2B is involved in sourcing and supplying white collar professionals in oil and gas companies in the Australia and Pacific regions. This new acquisition is expected to strengthen Synergie's position in the provision of recruitment in the oil and gas sector.

Sources: [Company Press Release](#), [Industry News](#)

MEDIA & COMMUNICATIONS

**Constantia Flexibles acquires Pemara Labels****Deal Size: \$46M**

November 2015 – World leader in flexible packaging Constantia Flexibles has acquired Pemara Labels. Pemara operates plants in Malaysia, Vietnam and Indonesia as well as Australia, producing & supplying pressure-sensitive labels to leading companies in a variety of industries including pharmaceuticals, food, and consumer goods. Constantia Flexibles considers the acquisition to be a great addition to its labels division, anticipating that it should strengthen its own position in the labels market in south east Asia. Management at Pemara also sees the new partnership as a great match for the business and as one that should forge a stronger future for both businesses.

Source: [Company Press Release](#)**The Project Factory acquired by Way To Blue****Deal Size: Undisclosed**

December 2015 – Global communications agency and entertainment specialist Way To Blue has acquired the creative digital agency known as The Project Factory in a cash deal. WTB's intentions for the future include greater innovation & disruption, and expansion of its footprint. The benefits from this acquisition are expected to be substantial, including growth in the UK sector and expansion in the Australian entertainment and communications industry. TPF considers the acquisition to be a wonderful fit, and a move that will provide a synergistic boost to both companies.

Sources: [Company Press Release](#), [Industry News](#)**oOh!media agrees to acquire Inlink Group****Deal Size: \$45M**

November 2015 – Listed digital network company oOh!media Limited has agreed to acquire 100% of the share capital of the Inlink Group Limited in a deal worth \$45 million, which is to be funded by existing debt facilities. Inlink Group is a leader in the area of digital 'out of home' marketing – offering more than 2,800 digital screens to the public in such places as cafés, office towers, fitness centres and hotels. The acquisition is expected to increase oOh!'s leadership in the digital market space and to increase the connection between brands and consumers in mobile and social environments.

Source: [Company Press Release](#)

If you're thinking about selling or seeking a merger partner to take your business to the next level, we'd be happy to walk you through some of the more important considerations. Why not get in touch and have an informal and confidential conversation with one of our Directors?

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