



The Johnsons Report is a regular release designed to provide market intelligence on recently transacted business sales and acquisitions, involving mid-sized 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.

AUTOMOTIVE



DexKo Global acquires G&S Chassis and Hume Caravan & Camping Accessories

Deal Size: Undisclosed

June 2018 – US company DexKo Global Inc. has announced its acquisition of two Australian businesses, G&S Chassis and Hume Caravan and Camping Accessories. DexKo is a Michigan-based global leader in chassis assemblies and components, while G&S Chassis makes steel and aluminium trailer bases and Hume manufactures caravan parts. Both G&S and Hume are owned by the Inturrisi family. DexKo's CEO expressed his excitement at the acquisition, which is expected to expand the company's ability to supply a diverse range of products in Australia. The general manager of G&S and Hume described the deal as beneficial for customers and employees and for facilitating further business growth.

Source: [Company Announcement](#)



National Tyre & Wheel acquires Statewide Tyre Distribution

Deal Size: \$9M

June 2018 – Queensland-based tyre wholesaler National Tyre & Wheel Limited has acquired 100% of Statewide Tyre Distribution Pty Ltd, an Adelaide-based supplier of passenger, van and truck tyres. The deal is worth approximately \$9 million, comprising a mix of cash and shares. Statewide will operate as a separate business within the National Tyre & Wheel group. The transaction will add a largely new customer base to National, as well as approximately \$20 million in annual revenues. The deal is also expected to enable Statewide to significantly improve its service levels and expand into new markets.

Source: [Company Announcement](#)

BLACK & WHITE

P2P Transport to acquire Black & White Holding Ltd

Deal Size: \$8M

May 2018 – Australian fleet management company P2P Transport Limited has announced its intention to acquire 100% of Black & White Holding Limited, for consideration of \$8 million comprising half cash and half ordinary shares. Black & White Holding is a dispatch and passenger transport market leader, and developer of an innovative dispatch software platform. The business has been servicing Queensland and WA for nearly 100 years. P2P will acquire all Black & White's brands, assets, licenses, intellectual property and operational capabilities. The managing director of P2P described the transaction as a "significant milestone" in the company's goal of becoming Australia's leader in passenger transport fleet management.

Source: [Company Announcement](#)

ECOMMERCE



MC Payment to purchase iFashion Group

Deal Size: \$25M

May 2018 – Payment platform company MC Payment has agreed to acquire Singapore-based online fashion and lifestyle retailer iFashion Group in a cash and share deal of \$25 million, subject to due diligence. iFashion was founded in 2015 by Fatfish Internet Group, which has a 17% shareholding in the business. iFashion has since acquired several successful Singapore lifestyle brands including Megafash, Dressabelle and Artbox Singapore. The CEO of iFashion described the transaction as a highly significant move for iFashion and Fatfish. Included in the deal is an agreement for MC Payment to provide working capital to iFashion for further expansion of its business.

Source: [Company Announcement](#)



Local Online Spares Reseller bought by Undisclosed Overseas Buyer

A JOHNSONS CORPORATE SALE

Deal size: Undisclosed

Jun 2018 – A leading Australian online spare parts reseller has been acquired by an undisclosed overseas buyer. The anonymous vendor operates a proprietary online e-commerce platform paired with automated distribution systems for the national consumer retailing of spare parts & consumables. Based in Europe, the buyer is a leading spare parts supplier to a broad range of markets across the EU and globally. For the acquirer the purchase presented an opportunity to expand into a new geographic market and also to diversify its global revenue streams through entering the Australian online consumer retail sector.

Source: [Johnson's Corporate](#)

EDUCATION & TRAINING



MindChamps PreSchool in Deal for Sydney Centres

Deal Size: \$13M

April 2018 – Singapore-based education company MindChamps PreSchool Limited has agreed to acquire four preschool centres in Sydney through its wholly-owned subsidiary MindChamps Early Learning & Care. Total consideration for the purchases amounts to approximately \$13 million. The preschools to be acquired include one at Ropes Crossing for \$3.65 million, one at West Hoxton for \$1.85 million, one at Lane Cove for \$4.15 million and one at Penrith for \$3.28 million. MindChamps will continue to provide childcare and educational services, and will acquire the licenses, intellectual property rights, plant and equipment and leases of the centres. The acquisitions are expected to have a positive impact on the earnings of the MindChamps company.

Source: [Industry News](#)



Busy Bees buys out Foundation Early Learning

Deal Size: Undisclosed

May 2018 – Leading Australian childcare and education group Foundation Early Learning has been acquired by UK-based nursery group Busy Bees for an undisclosed amount. Foundation Early Learning has over 30 centres across Australia, with a mission of providing the best foundations for young children. Busy Bees is focused on providing innovative care for children in environments that foster play, interaction and development. The chief executive of Busy Bees said that Foundation has core values and a vision consistent with that of Busy Bees. The CEO of Foundation said becoming part of Busy Bees will enable the business to continue providing quality early childhood education and care.

Source: [Industry News](#)

HEALTH & PHARMA



Factory CRO acquires Five Corners

Deal Size: Undisclosed

June 2018 – Netherlands-based medical device consultant Factory CRO has acquired Australia's Five Corners for an undisclosed sum. Factory CRO is a global contract research organisation (CRO) that focuses on medical devices and in-vitro diagnostics. Five Corners, the leading medical device CRO in Australia, provides support to developers of medical technologies in Australia and New Zealand. The deal is expected to advance Factory's strategy to become a world leader in device-focused CRO. Factory's CEO said the organisation is delighted to bring Five Corners into the group. The managing director of Five Corners said the merger will foster continued growth and enable the organisation to better serve its customers.

Sources: [Company Announcement](#)



ComfortDelGro acquires National Patient Transport

Deal Size: \$30M

April 2018 – ComfortDelGro Corporation Limited has acquired National Patient Transport (NPT) for \$30 million, subject to regulatory approval. NPT provides non-emergency patient transport services in Victoria, NSW and Western Australia through a fleet of 144 vehicles. ComfortDelGro offers a wide range of services in Australia and abroad, including

bus and taxi transport, auto engineering, car rental, insurance brokering, outdoor advertising and more. Acquiring NPT will enable the company to add non-emergency transportation to its service range. ComfortDelGro's CEO described the deal as an exciting opportunity to leverage its core capabilities and broaden its range of skills and services.

Source: [Company Announcement](#)



Clinical Innovations buys JB Medical Supplies

Deal Size: Undisclosed

June 2018 – Clinical Innovations, a Salt Lake City-based medical device company backed by private equity firm EQT, has announced its acquisition of Australian company JB Medical Supplies. Clinical Innovations focuses on labour, delivery and neonatal care, while JB is a specialist in the field of vacuum-assisted delivery. Clinical's CEO described the acquisition as one that will accelerate the business's growth in Australia. JB's CEO also expressed excitement at the deal, saying it would add to JB's growth strategy. At completion of the transaction, JB Medical Supplies will operate as a wholly-owned subsidiary of Clinical Innovations.

Source: [Company Announcement](#)



Alcidion Agrees to acquire MKM Health and Patienttrack

Deal Size: \$12M

April 2018 – Health informatics software business Alcidion Group has announced it is entering agreements to acquire MKM Health Pty Ltd and Patienttrack Holdings Limited. MKM Health is a provider of IT solutions to the healthcare industry in Australia and New Zealand, while Patienttrack is a UK-based supplier of software designed to improve patient safety in hospitals. As well as supporting Alcidion's strategy to become a leading health IT solution provider, the acquisitions will bring in specialist sales and marketing capabilities. Alcidion's chairman believes the deal will create valuable synergistic opportunities.

Sources: [Company Announcement](#)
[Company Announcement](#)

INDUSTRIAL PRODUCTS & SERVICES



DSI Underground Australia acquires Fero Group

Deal Size: Undisclosed

April 2018 – Triton Fund subsidiary DSI Underground Australia has signed an agree-

ment to acquire Perth-based steel manufacturers Fero Group for an undisclosed amount. DSI Underground is a global provider of innovative products and systems for mining and tunnelling. Fero Group provides steel and anti-corrosion services to numerous industries, including oil and gas, mining, civil and marine. DSI's CEO said acquiring Fero will enable the company to better service customers in Australia and further invest in research and development. DSI Group's CEO said the deal will accelerate the digitisation of products and services in the mining and construction sectors. The deal is subject to approval from the ACCC.

Source: [Company Announcement](#)



Powerlines Plus acquires Ausdrill's Diamond Communications

Deal Size: Undisclosed

May 2018 – Ausdrill Limited, a mining services company with operations in Australia, Africa and the UK, has agreed to sell its Diamond Communications Pty Ltd business to Powerlines Plus Pty Ltd for an undisclosed sum. Diamond Communications is an underground network installation service for telecommunications and underground power. Powerlines Plus provides power infrastructure, construction and maintenance services to the mining and power sectors, and has markets closely aligned to Diamond's. Ausdrill made the decision to sell the business so it can focus on its core markets. At completion of the transaction, Diamond will continue operating from its current location and all employees will be retained.

Sources: [Industry News](#)

PROFESSIONAL SERVICES



Arthur J. Gallagher acquires Finergy Solutions and Avantek

Deal Size: Undisclosed

June 2018 – Illinois-based insurance firm Arthur J. Gallagher & Co. has acquired two Australia-based management consultant firms, Finergy Solutions Pty Ltd and Avantek Pty Ltd. Terms of the deal were not disclosed. Finergy Solutions is an employee benefit consulting business specialising in superannuation education and advice, while Avantek is a finance technology business with its products and services including superannuation management solutions. The CEO of Arthur J. Gallagher said that the transaction will place the company in a more prominent position in the retirement services space in Australia. At completion of the deal, Finergy and Avantek will continue operating from their current locations.

Source: [Company Announcement](#)



Certis CISCO acquires SNP Security

Deal Size: Undisclosed

February 2018 – Singapore’s largest security group Certis CISCO has acquired Sydney-based security firm SNP Security for an undisclosed amount. The transaction is subject to regulatory approval. SNP is Australia’s third-largest security firm and a leader in providing security to the aviation industry. At the completion of the deal, Certis will establish Certis Security Australia. The acquisition forms part of Certis’s strategy to boost its Australian presence and become a global player in the security sector. SNP’s managing director said both businesses share similar core values and beliefs, and that the deal should lead to exciting prospects for growth and enhanced services and capabilities.

Sources: [Company Announcement](#)
[Industry News](#)

SCT TRAVEL

SCT Travel Group acquired by Corporate Travel Management

Deal Size: \$5M

May 2018 – Corporate Travel Management (CTM) Limited, provider of travel management solutions to the corporate market, has announced its acquisition of SCT Travel Group Pty Ltd in a \$5 million cash and stock deal. SCT trades as Platinum Travel Corporation (PTC) in Queensland and NSW, and the acquisition will include PTC’s corporate and events business in those states. SCT has a culture that is similar to CTM’s, and CTM considers the acquisition to be complementary to its corporate SME and events expansion strategy. At completion of the deal, a founder of SCT will be appointed as CEO of CTM’s Australia and New Zealand division.

Sources: [Company Announcement](#)
[Industry News](#)



PS&C Ltd to buy Seisma Pty Ltd

Deal Size: \$11-\$14M

April 2018 – ICT professional services company PS&C Ltd will acquire Seisma Pty Ltd. Seisma is a technology consulting firm that services the finance, communication and utilities sectors. The firm has 120 employ-

ees and a revenue base of \$80 million per annum. The CEO of PS&C said the acquisition fits with the company’s strategy of becoming a leader in its specialised practices. The transaction should also enable PS&C to grow in the areas of digital expertise and information management and analytics. The deal is based on a mix of PS&C scrip and cash on an acquisition multiple of between 4.5 and 5.5 times FY18 EBITDA, projected to be worth between \$11 and \$14 million. The deal is subject to due diligence.

Sources: [Company Announcement](#)
[Industry News](#)

TECHNOLOGY



Contino Ltd to acquire Nebulr

Deal Size: Undisclosed

April 2018 – UK-based global software development and IT services consultancy Contino Ltd has entered into an agreement to acquire Nebulr. Nebulr, an Australian DevOps and cloud consultancy business, has 50 employees and boasts specialist expertise in the areas of big data, artificial intelligence and machine learning. The acquisition is expected to facilitate expansion opportunities in the APAC region for Contino. Contino’s CEO expressed excitement at joining forces with Nebulr’s team, calling the transaction an “unparalleled opportunity” to provide tried-and-tested approaches to digital transformation. Nebulr’s CEO is also positive about the deal, and considers it will push the boundaries of the firm’s vision of creating an amazing engineering culture.

Source: [Company Announcement](#)



Reapit Group acquires Agentbox

Deal Size: Undisclosed

May 2018 – Reapit Group, property management software provider to the UK real estate sector, has acquired Agentbox, Australia’s top real estate CRM solution. Both companies are top players in the field of real estate CRM, and their partnership is expected to greatly enhance the range of services and support they can offer to Australian agencies. The CEO of Agentbox described the deal as an “exciting next-level opportunity” for the company. Reapit’s CEO

is thrilled to join forces with Agentbox, and for the opportunity to share knowledge and ideas and provide enhanced and tangible benefits to customers. Details of the transaction were not disclosed.

Source: [Company Announcement](#)



Canva buys Zeetings

Deal Size: Undisclosed

April 2018 – Design technology business Canva has acquired Zeetings, an interactive presentation software provider. Canva provides tools for designing graphics for social media, printed formats and presentations. Zeetings offers products designed to enable presenters to better engage with audiences and to get them actively involved. Zeetings is excited to join Canva, due to the shared vision both businesses have regarding the future of presentations. Joining forces is expected to accelerate and expand each business’s capabilities beyond what each could do alone. Financial details of the acquisition were not disclosed.

Source: [Industry News](#)



Trimantium to purchase Asia Pacific Digital Group

Deal Size: \$20M

June 2018 – Entrepreneurial consulting and investment company Trimantium GrowthOps has made a bid to acquire 100% of the fully paid ordinary shares of Asia Pacific Digital (APD) Group. The deal is worth approximately \$20 million. APD is an independent Singapore-based IT solutions and digital transformation company that employs around 300 people across several countries, including Australia, New Zealand, the Philippines and Malaysia. The proposed acquisition of APD is expected to help Trimantium shore up its position as a regional provider of integrated consulting, creative and technology-driven services, and to expand its geographic footprint in the Asia Pacific region.

Sources: [Company Announcement](#)
[Industry News](#)

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?

Sydney
Level 25, 88 Phillip Street, Sydney NSW 2000
T: +61 2 8211 0523 F: +61 2 8211 0555
E: sydney@johnsonscorporate.com.au

Melbourne
Level 31, 120 Collins Street, Melbourne VIC 3000
T: +61 3 9225 5411 F: +61 3 9225 5050
E: melbourne@johnsonscorporate.com.au

Brisbane
Level 54, 111 Eagle Street, Brisbane QLD 4000
T: +61 7 3012 6483 F: +61 7 3012 6699
E: brisbane@johnsonscorporate.com.au

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