

Queensland Deals Q3 FY21 (Transactions Closed Date)

Sector	Target	Buyer	Rationale (likely)	Total Transaction Value (\$m)	EV/Rev (x)	EV/EBITDA (x)	EV/EBIT (x)
Energy	QGC Common Facilities Company Pty Ltd	Global Infrastructure Management, LLC	Shell retains majority ownership of the facility which includes LNG storage tanks, jetties and operations infrastructure that service QCLNG's trains, provides both the seller and buyer clean energy exposure (Shell, 2020).	3,300.5	N/A	N/A	N/A
Industrials	Downer EDI Mining-Blasting Services Pty Ltd	Enaex S.A. (SNSE:ENAEX)	Downer looking to offload its remaining mining businesses after declaring transition to become an urban services provider (Australian Mining, 2020).	62.0	0.412x	N/A	N/A
Information Technology	Neto E-commerce Solutions Pty Ltd	Maropost Inc.	Canadian SaaS company Maropost is looking to add scale to the marketing space of its ecommerce business (PRWire, 2021).	59.7	N/A	N/A	N/A
Energy	Strata-X Energy Ltd.	Pure Hydrogen Corporation Limited (ASX:PH2)	Merger between Real Energy and Strata-X has created PH2. The combined entity offers scale in the growing hydrogen market (H2 View, 2021).	38.0	N/A	N/A	N/A
Financials	Automotive Financial Services Pty Limited	Money3 Corporation Limited (ASX:MNY)	The acquisition will allow Money3 to access a broader market and increase its product range (AFICO, 2021).	10.8	N/A	N/A	N/A
Consumer Discretionary	The Jacobs Well Bayside Tavern	Taphouse Hotel Group Operations Pty Ltd	Extends the Sydney-based investment company's east coast portfolio.	8.5	N/A	N/A	N/A
Materials	Straits Gold Pty Ltd	GBM Resources Limited (ASX:GBZ)	GBM Resources has completed the acquisition of Aeris Resources' Yandan Gold Exploration Project via stock and a share of the Project's first 300,000 ounces of gold (ProActive 2021).	3.3	N/A	N/A	N/A
Consumer Discretionary	Edunation Pty Ltd	Quantum Capital Inc. (OTCPK:QTCI)	Enables further expansion into the education market, extending its education brands which offer accredited vocational education and training.	3.0	N/A	N/A	N/A
Information Technology	Website Blue	PropTech Group Limited (ASX:PTG)	Website Blue's online solutions for real estate agencies offers the PropTech Group further access into the real estate market.	1.5	N/A	N/A	N/A
Materials	Bluey Technologies Pty Ltd	MB Solutions Australia Pty Ltd	The acquisition aims to allow both companies to combine its expertise and R&D capabilities, whilst continuing to offer the same services to clients.	N/A	N/A	N/A	N/A

ADVISORY PARTNER

DELIVERING CLARITY

Industrials	Verton	The Crosby Group LLC	The Texas-based company has acquired Verton with the aim of collaborating to offer load orientation technology around the world (Verton, 2021).	N/A	N/A	N/A	N/A
Information Technology	Mach Technology Group Pty Ltd	Cirrus Hold Co Pty Ltd	The boutique technology integrator has acquired to broaden its offerings in the design, development and support of business related web-based applications.	N/A	N/A	N/A	N/A
Industrials	Altanks Pty Ltd	Ahrens Group Pty Ltd	Furthering its products in the water tank industry.	N/A	N/A	N/A	N/A
Industrials	Complete Air Supply Pty Ltd	Beijer Ref AB (publ) (OM:BEIJ B)	Strategic acquisition to strengthen overall position in the APAC region.	N/A	N/A	N/A	N/A
Consumer Discretionary	PT Hotels & Property Group PTY Ltd	-	Sale through administration process.	N/A	N/A	N/A	N/A
Consumer Discretionary	The Beach Shack Restaurant and Bar	-	N/A.	N/A	N/A	N/A	N/A
Industrials	Loves Bus Service Qld	AATS Group	Growing portfolio of QLD bus services, provides exposure to Cairns.	N/A	N/A	N/A	N/A
Consumer Discretionary	Pelican Waters Resort	-	Acquisition of the Sunshine Coast-based resort.	N/A	N/A	N/A	N/A
Consumer Discretionary	Big Girls Don't Cry (anymore) Pty. Ltd.	Curvy Pty Ltd	After falling into liquidation, the online retailer purchased the assets and intellectual property adding to its range of products (AFR, 2021).	N/A	N/A	N/A	N/A
Information Technology	Talk to the Mac Pty. Ltd.	Computer Resources	Local acquisition of Apple repairs business in Cairns.	N/A	N/A	N/A	N/A
Information Technology	Ordyss Pty Ltd	First Focus IT	Sydney-based First Focus IT has said the deal enhances their national presence and enhances consulting within the government and not-for-profit sectors (CRN, 2021).	N/A	N/A	N/A	N/A
Information Technology	Insure 247 Pty Ltd	Ausure Pty Ltd	Allows Ausure to grasp a greater foothold in the online space by pivoting to Insurer 247's cloud-based distribution system (Insurance Business, 2021).	N/A	N/A	N/A	N/A
Communication Services	North Queensland Football Limited	Football Queensland FNQ Ltd	N/A.	N/A	N/A	N/A	N/A

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D E L I V E R I N G C L A R I T Y

Industrials	Height Adjustable Work Table	Desky Pty Ltd.	Increased market share in the adjustable work table/desk market.	N/A	N/A	N/A	N/A
Consumer Discretionary	T F Apparel Pty Ltd	a.k.a. BRANDS, Inc.	T F Apparel who trades as 'Culture Kings' will allow a.k.a. BRANDS to expand in both new and current locations.	N/A	N/A	N/A	N/A
Industrials	Ray Fry Investments Pty. Ltd.	Varley Holdings Pty Limited	Provides Varley with exposure to full spectrum marine, engineering and manufacturing in Far North QLD.	N/A	N/A	N/A	N/A
Total				3,487.4	0.412x	N/A	N/A

Queensland Listings Q3 FY21 (Transactions Closed Date)

Sector	Company	Total Transaction Value (\$m)
Information Technology	Felix Group Holdings Ltd (ASX: FLX)	12.0