

## Queensland Deals Q4 FY21 (Transactions Closed Date)

Sector	Target	Buyer	Rationale (likely)	Total Transaction Value (\$m)	EV/Rev (x)	EV/EBITDA (x)	EV/EBIT (x)
Real Estate	28,000 Square Meter A-Grade Office Building at 10 Eagle Street, Brisbane	Marquette Properties Pty Ltd	Increasing exposure to Brisbane through purchase of Brisbane City's 'Gold Tower'.	285.0	N/A	N/A	N/A
Financials	Mipac Holdings Pty Ltd	GR Engineering Services Limited (ASX:GNG)	Growth orientated acquisition to increase service offerings.	21.3	N/A	N/A	N/A
Consumer Discretionary	Surf Air Beach Hotel	Hotel Property Investments (ASX:HPI); Australian Venue Co.	Purchase of the Marcoola Beach hotel as we start to see more activity up the east coast of QLD.	20.0	N/A	N/A	N/A
Consumer Discretionary	Noosa Reef Hotel	-	Local investor has acquired the hotel which offers relative safety in the form of a stable long-term lease with the tenant (Business News Australia, 2021).	17.9	N/A	N/A	N/A
Consumer Discretionary	Child Care Centre Woolloongabba	Home Consortium Limited (ASX:HMC)	Part of HMC's seed portfolio which has seen them acquire \$133m worth of childcare and medical assets (Business News Australia, 2021).	13.0	N/A	N/A	N/A
Consumer Discretionary	Pelican Waters Tavern	Woolworths Group Limited (ASX:WOW)	Woolworths Group extending their portfolio in the hospitality industry.	10.8	N/A	N/A	N/A
Financials	Nitro Solutions Pty Ltd	RPMGlobal Holdings Limited (ASX:RUL)	Acquisition is set to see RPM form a dedicated mining ESG advisory division (RPM Global, 2021).	2.1	N/A	N/A	N/A
Information Technology	iseek Pty Ltd.	Amber Infrastructure Limited	UK-based Amber Infrastructure looking to capture growth opportunities outside of its regular strategy of infrastructure assets (AFR, 2021).	N/A	N/A	N/A	N/A
Health Care	Smart Clinics Pty Ltd	Livingbridge EP LLP	Through its holdings, the UK-based private equity firm's healthcare portfolio is now the 5th largest general practice platform within Australia, totalling 64 clinics (Livingbridge 2021).	N/A	N/A	N/A	N/A
Information Technology	Precision Mining Software Pty Ltd	Micromine Pty Ltd.	Provides Micromine access to mine scheduling software which covers the mining lifecycle from exploration to production (Australian Mining, 2021).	N/A	N/A	N/A	N/A

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Information Technology	Sports Analytics Pty Ltd	RugbyPass Limited	The Sky Sport-owned RugbyPass has acquired Sports Analytics for its capabilities in rugby union, which includes the tracking of more than 9,500 data points per game (SportsPro, 2021).	N/A	N/A	N/A	N/A
Consumer Discretionary	The Termite Man Pty Ltd	Flick Anticimex Pty Ltd.	Growing market share in SEQ, establishing position as a strong player in the termite industry.	N/A	N/A	N/A	N/A
Health Care	Clermont Veterinary Surgery Pty Ltd.	Apiam Animal Health Limited (ASX:AHX)	Furtheres veterinarian holdings through rural acquisition.	N/A	N/A	N/A	N/A
Health Care	Knox Veterinary	Apiam Animal Health Limited (ASX:AHX)	Furtheres veterinarian holdings through rural acquisition.	N/A	N/A	N/A	N/A
Consumer Discretionary	The Optical Company (Aust) Pty Ltd	Healthia Limited (ASX:HLA)	Sees Healthia expand its market share in the allied health market.	N/A	N/A	N/A	N/A
Materials	Ripple Resources Pty Ltd	Auburn Resources Limited	Ripple's exploration tenants in QLD and the NT focusing on zinc, lead and gold will complement Auburn's existing operations as it plans to IPO this year (NewsnReleases, 2021).	N/A	N/A	N/A	N/A
Information Technology	Ripper Corporation Pty Ltd	Surf Life Saving Queensland Inc	Surf Life Saving QLD has acquired drone company Ripper. Ripper is said to be a world market leader in the development of drones which aid rescues and rescue operations.	N/A	N/A	N/A	N/A
Consumer Staples	Rockhampton Food Processors	Beemart Enterprise	The Bundaberg-based company has increased its market share. Beemart now owns distribution and warehouse facilities in Bundaberg, Maryborough, Gladstone, Rockhampton and Brisbane (Bundaberg Now, 2021).	N/A	N/A	N/A	N/A
Communication Services	The OTM Company	Integral Technology Solutions Pty Ltd	Acquisition has been made with a view to providing a broader spectrum of services to clients.	N/A	N/A	N/A	N/A
Financials	New England Insurance Brokers Pty Ltd	Aviso EIA Pty Ltd	Like-for-like acquisition which sees Aviso expand its portfolio of insurance brokers (NEIB, 2021).	N/A	N/A	N/A	N/A
Industrials	Acculec Group Pty Ltd.	Legend Corporation Limited	Acculec will allow Legend to expand its product offerings in the power utilities, infrastructure, renewable power and industrial projects market in Australia and New Zealand (Acculec, 2021).	N/A	N/A	N/A	N/A

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Information Technology	Velocidex Enterprises	Rapid7, Inc. (NasdaqGM:RPD)	American cybersecurity company Rapid7 has further enhanced its services. Velocidex provides an open source platform which, according to VentureBeat, is "designed to help digital forensics and incident response security teams proactively search for malicious activities".	N/A	N/A	N/A	N/A
Information Technology	ThinkTilt Pty Ltd	Atlassian Corporation Plc (NasdaqGS:TEAM)	The acquisition of ThinkTilt aligns with Atlassian's investments to provide solutions to technological service management challenges.	N/A	N/A	N/A	N/A
Industrials	Value Added Engineering Group Pty Ltd	Viessmann Werke GmbH & Co. KG	As a result of the stake purchased in Value Added, the family owned German company is now active in Australia. The said aim is to strengthen and deepen its knowledge in climate solutions in the commercial sector (Viessmann, 2021).	N/A	N/A	N/A	N/A
Information Technology	ESAM Consulting Pty Ltd	Galaxy 42 Pty. Ltd.	EASM provides Galaxy 42 with IT advisory services tailored to higher education, local government and	N/A	N/A	N/A	N/A
Health Care	TetraQ	Agilex Biolabs Pty Ltd	University of QLD-based Biolab TetraQ has been acquired by Agilex to further its expansion in the APAC	N/A	N/A	N/A	N/A
Information Technology	NewBook Pty Ltd.	Potentia Capital Pty Ltd	Private equity firm Potentia has acquired a controlling stake in NewBook, a provider of software focused on booking and travel management (AFR, 2021).	N/A	N/A	N/A	N/A
Financials	Qsure Unit Trust	Allsafe Insurance Brokers Pty Ltd	The Aviso company has merged both Allsafe and Qsure, allowing consolidation of operations and expertise.	N/A	N/A	N/A	N/A
<b>Total</b>				<b>370.1</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>

## Queensland Listings Q4 FY21 (Transactions Closed Date)

Sector	Company	Total Transaction Value (\$m)
Financials	Propell Holdings Limited (ASX: PHL)	5.0
Consumer Discretionary	Audeara Limited (ASX: AUA)	7.0