



cutting through complexity

M&A

MERGERS & ACQUISITIONS PREDICTOR

ISSUE 5 | September 2014

Conditions are ripe for a
surge in M&A activity

ADVISORY
CORPORATE FINANCE

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What is KPMG's *M&A Predictor*?

The Predictor is a forward-looking tool that helps our clients consider trends and expectations in merger and acquisition (M&A) activity. By tracking important analyst indicators up to 12 months forward, it examines the appetite and capacity for M&A deals. The rise or fall of forward price to earnings (P/E) ratios offers a good guide to overall market confidence, while net debt to EBITDA (earnings before interest, tax, depreciation and amortisation) ratios help gauge the capacity of NZ firms to fund future acquisitions.

The KPMG NZ M&A Predictor is produced every six months and incorporates analyst data on all companies in the NZX50*.

KPMG International also releases a Global M&A Predictor twice a year which provides a similar analysis by sector and country across the globe, using 1,000 of the largest companies in the world by market capitalisation*. Within this publication we consider how trends in New Zealand mirror those being experienced globally.

The NZ data and a summary of global data by country is incorporated in the table at page 4.

**The financial services and property sectors are excluded from both the NZ and global analysis, as net debt/EBITDA ratios in these sectors would distort the analysis. All the raw data used within the NZ and Global Predictors is sourced from S&P Capital IQ. Where possible, earnings and EBITDA data has been sourced on a pre-exceptionals basis.*

About the Author:

Ian Thursfield leads KPMG New Zealand's Transactions and Restructuring team of 55 professionals. Ian has 15 years' experience in providing due diligence and capital markets advice across all market segments, both in New Zealand and internationally.

Conditions are ripe for a surge in M&A activity

Welcome to the fifth edition of KPMG's M&A Predictor – which highlights some emerging trends in mid-market activity.

For years there's been a lot of talk around the pipeline of Baby Boomers and the expected wave of succession-based sales. But the reality is people have been hanging on to their businesses longer and longer. What we're now seeing, finally, is that strong activity and prices are now drawing some of these people out. Prices are now nearing pre-GFC levels and business owners are realising they can sell into this market.

We're seeing this trend among our client base at KPMG. For example, we assisted with the sale of a business recently for a multiple of 9.2. He was a relatively young business-owner, who wouldn't otherwise have been a seller.

Domestic take-over activity in the past six months has also been fairly buoyant, which is in keeping with the US trend. KPMG has been involved in two of three recent public takeover transactions – namely Dorchester, Acurity and Lyttleton Port.

The upcoming election is not expected to have a major impact on the M&A market; although the mega-cap deals and IPO activity are expected to slow until the new Government is formed.

The take-out for business owners

For those who are looking to acquire or sell a larger privately-owned business, the latest M&A Predictor indicates it's a good time to assess your position.

If you're interested to know where prices presently sit and what might be achieved, talk to us at KPMG. We can tell you whether your expectations are likely to be met in the current market.

Ian Thursfield

Head of Transactions and Restructuring
KPMG New Zealand

APPETITE: FORWARD P/Es (MARKET CONFIDENCE)



DOWN 2% SINCE DEC 2013

CAPACITY (NET DEBT / EBITDA)



UP 9% BY JUNE 2015

PROFIT EXPECTATIONS



UP 18% SINCE DEC 2013

Appetite for M&A activity has consolidated and sentiment for new investment is overwhelmingly positive

The high level of corporate appetite is apparent across most industries, with predicted forward P/E ratios well up over 12 months. An overriding theme globally in the last six months has been the strong rise in predicted earnings. As this increase has outpaced recent growth in equity markets, this has seen a small sideways movement in PE multiples (our barometer for appetite). This has resulted in a levelling off of confidence, but it remains at a very high level compared to 12 months ago and possibly reflects a period whereby earning expectations have caught up with the buoyant sentiment observed in equity markets.

The increase in forward profit expectations is spread consistently across industry segment. The global "Consumer Discretionary" industry recorded a 12% increase indicating positive confidence in a cyclical sector and possibly providing some indication as to how consumers are beginning to respond to economic conditions.

Confidence levels for the largest European corporates (for the six and 12 months to 30 June 2014) appear to be particularly resilient, followed closely by Africa and the Middle East. At the other end of the spectrum is Japan and Latin America, which recorded much more modest growth in PE multiples.

In China, appetite declined by 6% between January and June 2014, equating to an increase of 8% over 12 months. According to Rupert Chamberlain, a KPMG Transaction Services Partner in China: "Sentiment in China has been hit by a combination of factors recently, impacting both local investor appetite and the market's relative attractiveness for global fund allocators. The state reform agenda aimed at improving the competitiveness of domestic institutions means we still expect a positive near-term outlook for China."

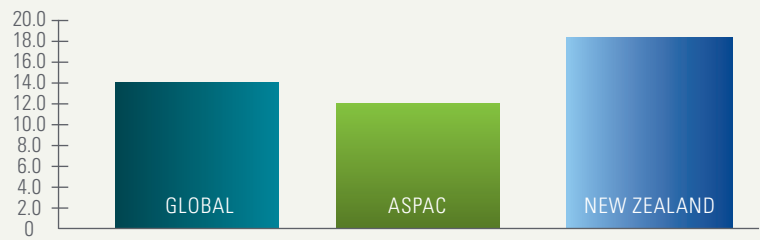
For New Zealand, the picture is consistent with global trends and more particularly Asia Pacific. An increase in earnings expectations has seen a small sideways movement in PE multiples over the last six months, but on the whole equity markets are being supported by strong actual and expected earnings growth. With some key NZX50 companies due to report in the next few weeks, it will prove an interesting comparison.

Given this anticipated growth, we expect the next reporting season to be relatively important, as analysts will be looking for evidence of forecast earnings being achieved. Currently we are seeing equity values being more sensitive to earnings, as multiples in NZ and globally are not particularly elevated relative to prior periods.

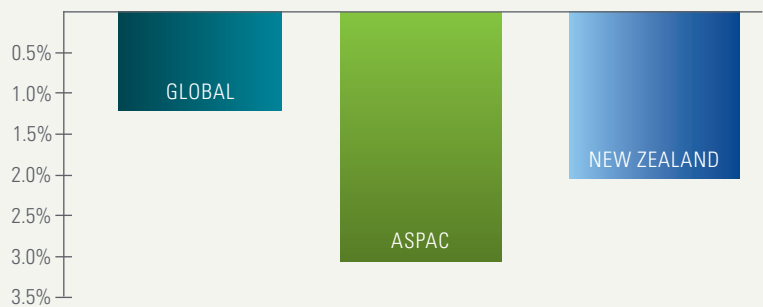
Capacity for M&A activity continues to improve

Global debt to EBITDA ratios (an inverse barometer for capacity) are expected to fall around 13% over the next 12 months, further underpinning the large cash reserves and low gearing which is supportive of M&A

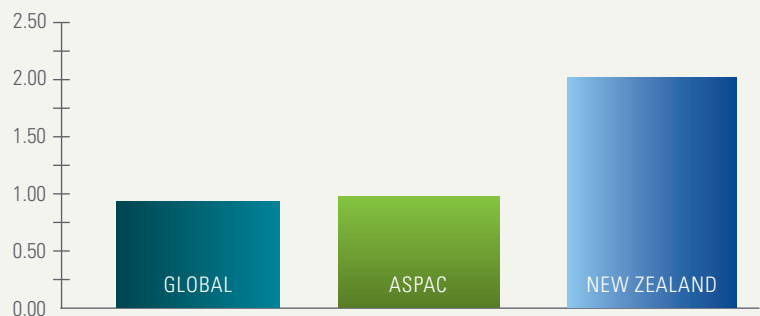
ABSOLUTE FORWARD P/E



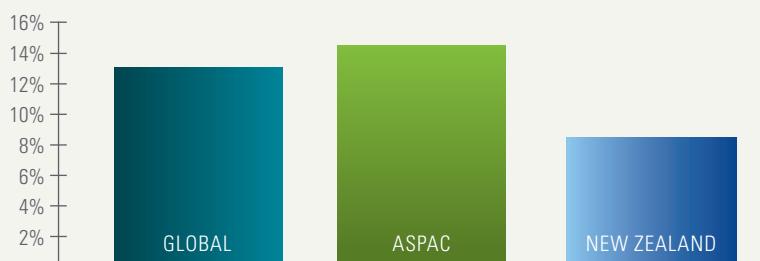
CHANGE IN APPETITE (MARKET CONFIDENCE) SINCE DEC 2013



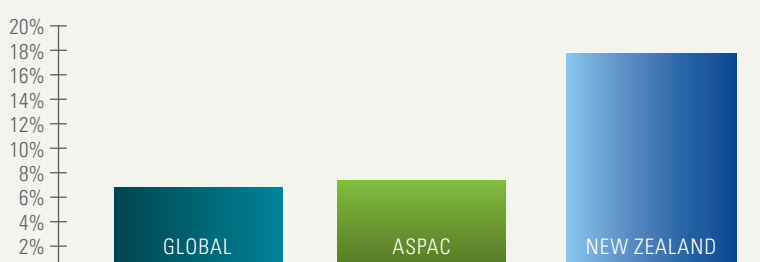
ABSOLUTE NET DEBT TO EBITDA



CHANGE/INCREASE IN CAPACITY BY JUNE 2015



CHANGE IN PROFIT EXPECTATIONS SINCE DEC 2013



activity. New Zealand and Australia debt to EBITDA ratios are expected to follow this trend, albeit at a slightly lower rate; possibly reflecting New Zealand's higher level of absolute net debt (as reflected in the graphs opposite).

Given the positive confidence and increase in capacity to transact, we expect New Zealand M&A interest to remain strong, however deal completions will be dependent on the availability of "fresh" opportunities which many investors are still citing as the biggest obstacle to deploying capital.

Globally, strong appetite and increasing capacity are not necessarily translating into deal completions. This possibly indicates there is a wider surplus of capital building and room for further engagement between purchasers and targets.

Global deal volumes on the rise?

Despite rising profits and sustained confidence globally, the volume of worldwide deal completions has been trending down. However, based on recent deal announcements, we estimate some signs of expansion.

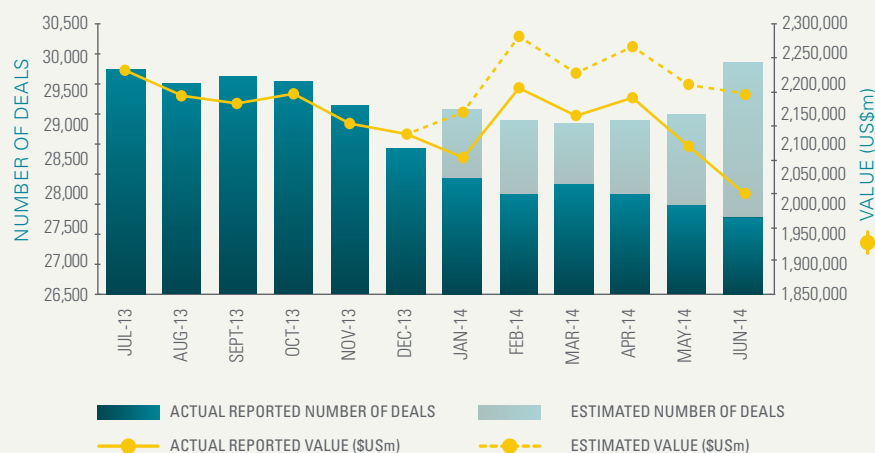
The overall picture is a positive one, although Tom Franks, Global Head of Corporate Finance KPMG, states: "There is still danger that domestic protectionism from certain countries and political instability in the Middle East and Ukraine, may still weigh on M&A activity and deal values."

In New Zealand, the number of completed deals has been steady, albeit with some fluctuation in total deal value due to a small number of large transactions heavily influencing the trend. The April spike in particular was heavily influenced by Danone's acquisition of Sutton Group and Oji and INCJ's acquisition of Carter Holt Harvey Pulp and Paper.

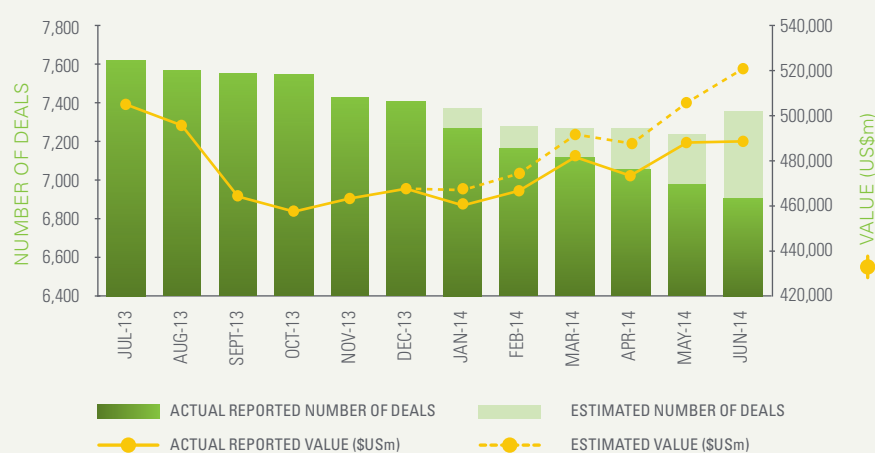
Looking ahead, KPMG New Zealand is aware of and involved with a number of transactions that are currently in play, with a view to completion by year end. While the economic environment remains buoyant, the 2014 General Election is only likely to weigh modestly on mid-market M&A activity. However, until the Election is over and a new Government is formed, the mega cap deals (NZ\$500m+) and IPO activity is expected to slow. Therefore we may not see any further spikes in the data until 2015.

SNAPSHOT ON TRANSACTION ACTIVITY

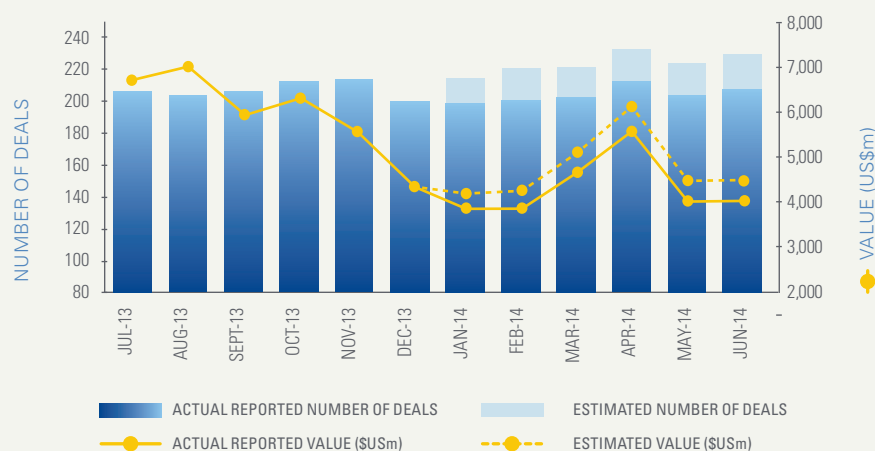
GLOBAL COMPLETED DEALS: 1 YEAR TRAILING JUL 13 – JUN 14



ASAP COMPLETED DEALS: 1 YEAR TRAILING JUL 13 – JUN 14



NEW ZEALAND COMPLETED DEALS: 1 YEAR TRAILING JUL 13 – JUN 14



Source: Thomson Reuters and KPMG analysis

Note: Figures shown are totals for the 12 month period ended on the specified month end. Thomson Reuters database is 'live' and incorporates more data as that data becomes available. Hence, less emphasis should be placed on the more current reported data, as that dataset will likely increase over time. We have estimated the likely increase in reported transaction volumes from the last 6 months by reference to prior data sets and the average increase in reported deals over time. Deal values are estimated by applying estimated volume increment by average deal value to that date.

Country	Number of Companies	MARKET CAPITALISATION (USD)						NET PROFIT (PRE EXCEPTIONALS)					
		As at 30 Jun 13	As at 31 Dec 13	As at 30 Jun 14	% Change			30 Jun 13	31 Dec 13	30 Jun 14	% Change		
								30 Jun 14	31 Dec 14	30 Jun 15			
		A	B	C	C vs A	B vs A	C vs B	D ¹	E ¹	F ¹	F vs D ¹	E vs D ¹	F vs E ¹
Africa and Middle East	25	463,050	537,053	577,469	25%	16%	8%	42,861	41,790	44,692	4%	(2%)	7%
AsPac : Japan (GAAP)	70	1,512,510	1,681,164	577,469	11%	11%	0%	124,013	118,858	133,260	7%	(4%)	12%
AsPac : Other	169	3,717,796	4,123,865	4,347,720	17%	11%	5%	352,841	349,346	369,004	5%	(1%)	6%
Europe	279	7,790,120	9,368,984	9,795,167	26%	20%	5%	723,089	710,732	734,283	2%	(2%)	3%
LatAm	36	828,825	835,120	842,833	2%	1%	1%	71,402	65,897	69,112	(3%)	(8%)	5%
North America	421	13,206,514	15,171,630	16,214,030	23%	15%	7%	957,668	935,104	1,022,550	7%	(2%)	9%
Global:	1,000	27,518,815	31,717,816	33,463,036	22%	15%	6%	2,271,873	2,221,726	2,372,902	4%	(2%)	7%
Argentina	1	8,367	17,733	16,102	92%	112%	(9%)	1,111	908	1,380	24%	(18%)	52%
Australia	15	511,370	589,806	593,370	16%	15%	1%	44,517	43,213	45,057	1%	(3%)	4%
Austria	1	14,714	15,628	14,738	0%	6%	(6%)	1,915	1,862	1,753	(8%)	(3%)	(6%)
Belgium	4	170,005	206,560	231,175	36%	22%	12%	11,120	11,077	11,914	7%	(0%)	8%
Bermuda	3	82,164	74,337	81,254	(1%)	(10%)	9%	5,596	5,283	5,454	(3%)	(6%)	3%
Brazil	16	340,176	350,033	367,598	8%	3%	5%	38,975	35,498	38,425	(1%)	(9%)	8%
Canada	36	656,396	729,077	831,970	27%	11%	14%	52,125	48,469	53,267	2%	(7%)	10%
Chile	5	81,095	76,268	77,564	(4%)	(6%)	2%	5,434	4,868	5,044	(7%)	(10%)	4%
China	39	912,925	1,044,466	1,057,105	16%	14%	1%	92,359	91,611	98,902	7%	(1%)	8%
Colombia	1	86,997	78,812	74,401	(14%)	(9%)	(6%)	6,614	6,889	6,662	1%	4%	(3%)
Czech Republic	1	12,800	13,899	16,120	26%	9%	16%	1,753	1,626	1,249	(29%)	(7%)	(23%)
Denmark	7	155,943	200,428	241,309	55%	29%	20%	11,212	12,219	13,899	24%	9%	14%
Finland	5	64,471	91,921	92,255	43%	43%	0%	4,205	5,139	5,447	30%	22%	6%
France	45	1,192,404	1,427,716	1,508,309	26%	20%	6%	99,693	99,706	104,565	5%	0%	5%
Germany	33	1,060,002	1,363,456	1,375,285	30%	29%	1%	99,976	102,205	109,584	10%	2%	7%
Hong Kong	23	623,545	690,199	680,612	9%	11%	(1%)	54,739	54,771	52,674	(4%)	0%	(4%)
India	22	373,101	402,877	505,252	35%	8%	25%	32,081	31,515	35,829	12%	(2%)	14%
Indonesia	4	87,941	65,015	75,529	(14%)	(26%)	16%	5,506	4,325	4,751	(14%)	(21%)	10%
Ireland	12	227,497	272,465	301,027	32%	20%	10%	16,660	16,759	18,580	12%	1%	11%
Israel	3	55,758	57,155	68,273	22%	3%	19%	6,695	5,485	5,696	(15%)	(18%)	4%
Italy	11	223,657	273,623	314,103	40%	22%	15%	23,484	21,751	22,907	(2%)	(7%)	5%
Japan	70	1,512,510	1,681,164	1,685,817	11%	11%	0%	124,013	118,858	133,260	7%	(4%)	12%
Luxembourg	5	73,399	98,350	93,932	28%	34%	(4%)	6,509	5,576	6,520	0%	(14%)	17%
Macau	3	62,157	105,617	94,466	52%	70%	(11%)	4,143	4,637	5,830	41%	12%	26%
Malaysia	11	149,319	153,186	161,997	8%	3%	6%	8,478	8,655	9,077	7%	2%	5%
Mexico	13	312,190	312,273	307,167	(2%)	0%	(2%)	19,268	17,735	17,601	(9%)	(8%)	(1%)
Morocco	1	10,200	10,326	10,181	(0%)	1%	(1%)	837	864	813	(3%)	3%	(6%)
Netherlands	20	598,464	697,504	749,530	25%	17%	7%	59,439	56,411	57,785	(3%)	(5%)	2%
Nigeria	1	19,103	23,301	25,083	31%	22%	8%	1,495	1,463	1,798	20%	(2%)	23%
Norway	5	123,214	142,706	165,815	35%	16%	16%	13,773	12,851	12,960	(6%)	(7%)	1%
Papua New Guinea	1	9,483	9,743	13,853	46%	3%	42%	318	327	901	183%	3%	176%
Philippines	2	30,253	25,717	29,655	(2%)	(15%)	15%	1,665	1,618	1,727	4%	(3%)	7%
Poland	2	18,906	20,162	23,528	24%	7%	17%	1,797	2,006	1,966	9%	12%	(2%)
Portugal	3	37,154	39,252	43,739	18%	6%	11%	2,563	2,422	2,522	(2%)	(5%)	4%
Qatar	2	36,822	40,132	38,544	5%	9%	(4%)	3,885	3,651	3,456	(11%)	(6%)	(5%)
Russia	16	427,209	485,942	476,647	12%	14%	(2%)	91,591	90,405	90,186	(2%)	(1%)	(0%)
Saudi Arabia	8	160,451	193,744	207,418	29%	21%	7%	15,768	16,009	16,915	7%	2%	6%
Singapore	8	131,611	136,782	144,450	10%	4%	6%	9,861	9,471	10,396	5%	(4%)	10%
South Africa	8	143,827	172,511	187,511	30%	20%	9%	11,323	11,481	13,028	15%	1%	13%
South Korea	18	401,846	471,853	496,815	24%	17%	5%	66,517	67,350	68,026	2%	1%	1%
Spain	12	303,198	393,840	427,343	41%	30%	9%	25,554	25,599	25,625	0%	0%	0%
Sweden	13	263,259	320,991	312,225	19%	22%	(3%)	19,680	19,215	20,162	2%	(2%)	5%
Switzerland	27	1,050,970	1,205,712	1,289,352	23%	15%	7%	74,993	74,587	79,076	5%	(1%)	6%
Taiwan	15	291,031	311,487	364,162	25%	7%	17%	20,789	21,022	24,782	19%	1%	18%
Thailand	7	128,022	111,140	120,492	(6%)	(13%)	8%	11,345	10,230	10,355	(9%)	(10%)	1%
Turkey	5	47,122	41,091	81,559	73%	(13%)	98%	4,796	4,377	4,347	(9%)	(9%)	(1%)
United Arab Emirates	2	36,890	39,883	40,459	10%	8%	1%	2,857	2,836	2,988	5%	(1%)	5%
United Kingdom	52	1,725,732	2,057,740	2,037,173	18%	19%	(1%)	152,377	144,940	143,234	(6%)	(5%)	(1%)
United States	382	12,467,955	14,368,215	15,300,806	23%	15%	6%	899,946	881,352	963,830	7%	(2%)	9%
Vietnam	1	5,192	5,978	9,962	92%	15%	67%	523	601	695	33%	15%	16%
Global:	1,000	27,518,815	31,717,816	33,463,036	22%	15%	6%	2,271,873	2,221,726	2,372,902	4%	(2%)	7%
AsPac	276	5,271,163	5,855,837	6,092,118	16%	11%	4%	479,247	470,904	505,444	5%	(2%)	7%
New Zealand	37	40,857	50,807	58,581	43%	24%	15%	2,393	2,701	3,179	33%	13%	18%

Country	Number of Companies	P/E						Net Debt			EBITDA			(Net debt)/(EBITDA)		
		30 Jun 13	31 Dec 13	30 Jun 14	% Change			30 Jun 14	30 Jun 14	% Change	30 Jun 14	30 Jun 14	% Change	30 Jun 14	30 Jun 14	% Change
		30 Jun 14	31 Dec 14	30 Jun 15				30 Jun 14	30 Jun 15		30 Jun 14	30 Jun 15		30 Jun 14	30 Jun 15	
		D¹	E¹	F¹	F vs D¹	E vs D¹	F vs E¹	G¹	H¹		I¹	J¹		G/I¹	H/J¹	
Africa and Middle East	25	10.8	12.9	12.9	20%	19%	1%	56,716	45,876	(19%)	77,240	82,076	6%	0.7	0.6	(24%)
AsPac : Japan (GAAP)	70	12.2	14.1	12.7	4%	16%	(11%)	628,394	619,294	(1%)	311,170	337,201	8%	2.0	1.8	(9%)
AsPac : Other	169	10.5	11.8	11.8	12%	12%	(0%)	531,161	456,361	(14%)	719,351	782,893	9%	0.7	0.6	(21%)
Europe	279	10.8	13.2	13.3	24%	22%	1%	1,765,088	1,649,811	(7%)	1,609,091	1,707,330	6%	1.1	1.0	(12%)
LatAm	36	11.6	12.7	12.2	5%	9%	(4%)	289,569	305,326	5%	158,793	174,667	10%	1.8	1.7	(4%)
North America	421	13.8	16.2	15.9	15%	18%	(2%)	1,906,184	1,767,233	(7%)	1,945,211	2,106,929	8%	1.0	0.8	(14%)
Global:	1,000	12.1	14.3	14.1	16%	18%	(1%)	5,177,111	4,843,902	(6%)	4,820,858	5,191,096	8%	1.1	0.9	(13%)
Argentina	1	7.5	19.5	11.7	55%	159%	(40%)	5,671	5,225	(8%)	4,531	5,504	21%	1.3	0.9	(24%)
Australia	15	11.5	13.6	13.2	15%	19%	(4%)	100,588	97,558	(3%)	95,213	99,131	4%	1.1	1.0	(7%)
Austria	1	7.7	8.4	8.4	9%	9%	0%	6,525	7,050	8%	6,724	7,370	10%	1.0	1.0	(1%)
Belgium	4	15.3	18.6	19.4	27%	22%	4%	46,073	41,917	(9%)	24,796	26,801	8%	1.9	1.6	(16%)
Bermuda	3	14.7	14.1	14.9	1%	(4%)	6%	24,384	29,036	19%	13,029	14,841	14%	1.9	2.0	5%
Brazil	16	8.7	9.9	9.6	10%	13%	(3%)	184,292	208,002	13%	81,995	91,736	12%	2.2	2.3	1%
Canada	36	12.6	15.0	15.6	24%	19%	4%	246,216	242,125	(2%)	124,149	134,963	9%	2.0	1.8	(10%)
Chile	5	14.9	15.7	15.4	3%	5%	(2%)	19,064	16,774	(12%)	11,294	12,252	8%	1.7	1.4	(19%)
China	39	9.9	11.4	10.7	8%	15%	(6%)	221,589	200,670	(9%)	221,831	243,040	10%	1.0	0.8	(17%)
Colombia	1	13.2	11.4	11.2	(15%)	(13%)	(2%)	11,221	11,863	6%	15,477	16,149	4%	0.7	0.7	1%
Czech Republic	1	7.3	8.5	12.9	77%	17%	51%	8,680	8,163	(6%)	3,526	3,332	(6%)	2.5	2.5	(0%)
Denmark	7	13.9	16.4	17.4	25%	18%	6%	11,060	9,938	(10%)	25,112	27,797	11%	0.4	0.4	(19%)
Finland	5	15.3	17.9	16.9	10%	17%	(5%)	1,790	570	(68%)	9,292	9,527	3%	0.2	0.1	(69%)
France	45	12.0	14.3	14.4	21%	20%	1%	298,859	276,245	(8%)	251,884	271,678	8%	1.2	1.0	(14%)
Germany	33	10.6	13.3	12.6	18%	26%	(6%)	143,111	116,529	(19%)	235,205	254,075	8%	0.6	0.5	(25%)
Hong Kong	23	11.4	12.6	12.9	13%	11%	3%	16,689	12,875	(23%)	106,099	115,517	9%	0.2	0.1	(29%)
India	22	11.6	12.8	14.1	21%	10%	10%	40,189	28,340	(29%)	56,376	63,771	13%	0.7	0.4	(38%)
Indonesia	4	16.0	15.0	15.9	(0%)	(6%)	6%	4,534	2,604	(43%)	8,321	8,935	7%	0.5	0.3	(47%)
Ireland	12	13.7	16.3	16.2	19%	19%	(0%)	23,395	15,041	(36%)	27,724	30,344	9%	0.8	0.5	(41%)
Israel	3	8.3	10.4	12.0	44%	25%	15%	8,926	6,529	(27%)	8,213	8,405	2%	1.1	0.8	(29%)
Italy	11	9.5	12.6	13.7	44%	32%	9%	185,100	187,854	1%	93,908	100,147	7%	2.0	1.9	(5%)
Japan	70	12.2	14.1	12.7	4%	16%	(11%)	628,394	619,294	(1%)	311,170	337,201	8%	2.0	1.8	(9%)
Luxembourg	5	11.3	17.6	14.4	28%	56%	(18%)	23,492	22,136	(6%)	16,675	18,420	10%	1.4	1.2	(15%)
Macau	3	15.0	22.8	16.2	8%	52%	(29%)	918	2,634	187%	6,037	6,885	14%	0.2	0.4	152%
Malaysia	11	17.6	17.7	17.8	1%	0%	1%	7,225	5,435	(25%)	17,853	19,328	8%	0.4	0.3	(31%)
Mexico	13	16.2	17.6	17.5	8%	9%	(1%)	69,321	63,462	(8%)	45,495	49,026	8%	1.5	1.3	(15%)
Morocco	1	12.2	11.9	12.5	3%	(2%)	5%	743	633	(15%)	1,953	1,978	1%	0.4	0.3	(16%)
Netherlands	20	10.1	12.4	13.0	29%	23%	5%	156,124	146,413	(6%)	132,626	140,533	6%	1.2	1.0	(11%)
Nigeria	1	12.8	15.9	14.0	9%	25%	(12%)	-431	-1,255	191%	1,804	2,296	27%	-0.2	-0.5	129%
Norway	5	8.9	11.1	12.8	43%	24%	15%	23,041	24,178	5%	48,682	50,539	4%	0.5	0.5	1%
Papua New Guinea	1	29.8	29.8	15.4	(48%)	0%	(48%)	3,953	3,122	(21%)	1,236	1,892	53%	3.2	1.6	(48%)
Philippines	2	18.2	15.9	17.2	(6%)	(12%)	8%	6,859	6,633	(3%)	3,330	3,650	10%	2.1	1.8	(12%)
Poland	2	10.5	10.0	12.0	14%	(4%)	19%	830	2,496	201%	4,600	4,503	(2%)	0.2	0.6	207%
Portugal	3	14.5	16.2	17.3	20%	12%	7%	27,417	27,375	(0%)	7,653	8,431	10%	3.6	3.2	(9%)
Qatar	2	9.5	11.0	11.2	18%	16%	1%	4,322	3,078	(29%)	5,085	5,904	16%	0.8	0.5	(39%)
Russia	16	4.7	5.4	5.3	13%	15%	(2%)	133,784	123,393	(8%)	180,385	175,334	(3%)	0.7	0.7	(5%)
Saudi Arabia	8	10.2	12.1	12.3	21%	19%	1%	31,708	26,810	(15%)	31,651	33,209	5%	1.0	0.8	(19%)
Singapore	8	13.3	14.4	13.9	4%	8%	(4%)	23,202	23,679	2%	16,363	18,575	14%	1.4	1.3	(10%)
South Africa	8	12.7	15.0	14.4	13%	18%	(4%)	11,300	10,964	(3%)	21,664	23,091	7%	0.5	0.5	(9%)
South Korea	18	6.0	7.0	7.3	21%	16%	4%	74,680	53,341	(29%)	123,309	133,629	8%	0.6	0.4	(34%)
Spain	12	11.9	15.4	16.7	41%	30%	8%	162,937	153,612	(6%)	75,090	78,821	5%	2.2	1.9	(10%)
Sweden	13	13.4	16.7	15.5	16%	25%	(7%)	21,247	14,799	(30%)	33,423	37,608	13%	0.6	0.4	(38%)
Switzerland	27	14.0	16.2	16.3	16%	15%	1%	88,623	70,666	(20%)	123,864	134,245	8%	0.7	0.5	(26%)
Taiwan	15	14.0	14.8	14.7	5%	6%	(1%)	6,391	-3,762	(159%)	41,231	44,835	9%	0.2	-0.1	(154%)
Thailand	7	11.3	10.9	11.6	3%	(4%)	7%	24,947	24,108	(3%)	21,253	22,680	7%	1.2	1.1	(9%)
Turkey	5	9.8	9.4	18.8	91%	(4%)	100%	3,970	2,101	(47%)	7,258	8,312	15%	0.5	0.3	(54%)
United Arab Emirates	2	12.9	14.1	13.5	5%	9%	(4%)	147	-883	(701%)	6,869	7,194	5%	0.0	-0.1	(674%)
United Kingdom	52	11.3	14.2	14.2	26%	25%	0%	399,030	399,336	0%	300,662	319,511	6%	1.3	1.2	(6%)
United States	382	13.9	16.3	15.9	15%	18%	(3%)	1,635,584	1,496,072	(9%)	1,808,033	1,957,125	8%	0.9	0.8	(15%)
Vietnam	1	9.9	10.0	14.3	44%	0%	44%	-603	-874	45%	900	1,027	14%	-0.7	-0.9	27%
Global:	1,000	12.1	14.3	14.1	16%	18%	(1%)	5,177,111	4,843,902	(6%)	4,820,858	5,191,096	8%	1.1	0.9	(13%)
AsPac	276	11.0	12.4	12.1	10%	13%	(3%)	1,176,753	1,092,913	(7%)	1,038,330	1,128,664	9%	1.1	1.0	(15%)
New Zealand	37	17.1	18.8	18.4	8%	10%	(2%)	17,198	17,258	0%	7,808	8,570	10%	2.2	2.0	(9%)

¹Refer page 7

About KPMG Corporate Finance

KPMG's Corporate Finance team provides objective, unbiased advice on a range of financial transactions undertaken by corporations, financial institutions and government departments. Our team is fluent and insightful across an array of services in today's increasingly complex financial marketplace.

We advise buyers, sellers, borrowers, lenders and financial investors in:

- › equity capital raising, including public offerings and placements
- › debt capital raising: corporate, sovereign, project and structured finance
- › capital restructuring and securitisations
- › acquisitions, mergers, takeovers and buy-outs
- › divestitures and demergers
- › joint ventures and transaction alliances.

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Are you facing a commercial dispute? KPMG's dispute advisory team provides commercial clarity and focus to help clients navigate the challenges of disputes and litigation effectively. Our team specialises in valuations for dispute purposes, assessment of financial losses, fraud investigations and purchase price disputes.

Notes and References

¹ **D** Consensus forecasts in existence on 30 June 2013 in respect of the year ending 30 June 2014 for net profit and P/E • **E** Consensus forecasts in existence on 31 December 2013 in respect of the year ending 31 December 2014 for net profit and P/E • **F/J** Consensus forecasts in existence on 30 June 2014 in respect of the year ending 30 June 2015 for net profit, P/E and EBITDA • **G** Actual/consensus net debt forecasts in existence on 30 June 2014 in respect to the closest fiscal year end to 30 June 2014 • **H** Consensus forecasts in existence on 30 June 2014 in respect of the closest fiscal year end to 30 June 2015 • **I** Consensus forecasts in existence on 30 June 2014 in respect of the year ending 30 June 2014.

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