



cutting through complexity

M&A

MERGERS & ACQUISITIONS PREDICTOR

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Buoyant M&A climate
to continue in 2015

DEAL ADVISORY

kpmg.com/nz



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 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, supplemented by broker research. Where possible, earnings and EBITDA data has been sourced on a pre-exceptionals basis.*

***The rise in forward P/E ratios is driven in part by a downward correction in broker's earnings forecasts in the six months from June 2014.*

About the Author:

Ian Thursfield leads KPMG New Zealand's Deal Advisory team of 55 professionals. Ian has over 20 years' experience in providing due diligence and capital markets advice across all market segments, both in New Zealand and internationally.

2015 to be a hot year for deal making

Welcome to this latest edition of KPMG's **M&A Predictor.**

We're pleased to report that New Zealand's 2014 M&A activity, by value, was the highest it's been since 2007. And the buoyant market looks set to continue throughout 2015.

A driver supporting this active climate is a high number of IPOs we've seen over the past 12 months, with 2014 being the NZX's biggest year for floats in a decade with 16 IPOs.

This is having a twin effect for M&A. A buoyant IPO market with strong pricing is encouraging private companies to consider an exit (be it by IPO or trade sale) and, additionally, the IPO's themselves have meant a lot of M&A activity before the float event (in the case of roll-ups).

We're seeing this trend quite clearly at the moment. KPMG is currently aware of, and involved in, a number of instances where private equity investors are exploring opportunities to consolidate private companies under corporate umbrellas

Another trend we've noted in this latest Predictor is the relatively poor economic outlook for the Australian market. The downturn in Australia is driving companies to look to diversify elsewhere – and they want to know what's available in New Zealand.

The take-out for business owners

It's looking likely we'll have another bumper crop of IPOs in 2015. If you're considering a roll-up, or are interested to know where prices presently sit, talk to us at KPMG. We can advise on your best strategy in the current market.

Ian Thursfield

Partner in Charge, Deal Advisory
KPMG New Zealand

APPETITE: FORWARD P/Es (MARKET CONFIDENCE)

 **UP 7%** SINCE JUNE 2014**

CAPACITY (NET DEBT / EBITDA)

 **UP 15%** BY DEC 2015

Strong appetite and rising capacity could mean an exciting year ahead for M&A activity

As the world's largest corporates show increased appetite for M&A deals, together with increased capacity to fund transactions, 2015 is set to be a hot year for deal making.

Predicted forward P/E ratios (our barometer for market confidence and appetite) have trended up in the six months to 31 December 2014, with ASPAC and North America leading the way. In particular, confidence levels for large corporates in ASPAC were up 7% for the year, driven by a 9% increase in the six months from June. While down 1% on the year, Japan experienced a boost in confidence levels in the second half of the year, increasing 10% in the six months to December. North American corporates also enjoyed stronger confidence throughout 2014, with PE multiples increasing 8% in the last six months.

The increase in our market confidence measure is partly the result of brokers downwardly revised expectations of earnings performance. The second half of 2014 saw a correction in forward profit expectations, with all major regions decreasing in the last six months. Latin America, Europe and Japan saw the greatest declines in predicted forward PE ratios, while ASPAC and North American corporates saw more moderate decreases in broker profit expectations.

The picture for New Zealand is broadly consistent with global trends. While some segments (including consumer, healthcare and industrial) were up in the year to December 2014, the last six months saw profit expectations for New Zealand corporates across all industry segments follow the downward global trend. Technology, utilities and energy segments experienced the greatest declines in profit expectations.

Importantly, we do not believe the correction in profit expectations to be indicative of a poor year for M&A, either globally or domestically. KPMG's experience indicates there is currently strong corporate appetite for M&A. A number of themes underpin this appetite, which we discuss shortly.

Global corporates continue to stockpile cash and pay down debt, according to predicted debt to EBITDA ratios (an inverse barometer for capacity). Capacity is expected to improve by 14% over the next 12 months. New Zealand's debt to EBITDA ratios are expected to follow the global trend, with capacity forecast to improve by 15% over the course of 2015.

Snapshot of M&A activity

The rise in both appetite and capacity is reflected in the reversal of the downward trend for global M&A transactions of the past few years.

"It's encouraging to see a positive global picture after several years of muted performance. It's been a good year for M&A overall, particularly in North America where debt markets have recovered," said Phil Isom, Global Head of M&A, Transactions & Restructuring.

"Going forward, it will be interesting to see what impact falling energy and commodities prices have on corporate confidence and deal levels, as these are crucial sectors in a number of key markets."

ABSOLUTE FORWARD P/E TO DECEMBER 2015



CHANGE IN APPETITE (MARKET CONFIDENCE) SINCE JUNE 2014



ABSOLUTE NET DEBT TO EBITDA TO DECEMBER 2015



CHANGE/INCREASE IN CAPACITY BY DECEMBER 2015



CHANGE IN PROFIT EXPECTATIONS SINCE JUNE 2014



While volume remains depressed by pre-GFC standards, New Zealand M&A activity in 2014 by value was the highest it has been since 2007.

As we anticipated in our last issue, the 2014 General Election only weighed modestly on M&A Activity in New Zealand, with the number of completed deals actually increasing slightly in the lead-up to the Election. Deal value ended the year on a high on the back of ID Leisure Ventures' acquisition of Hoyts Corporation for an estimated US\$730m.

The year ahead for M&A activity in NZ

We are seeing a number of themes in the New Zealand market which indicate a good year ahead for M&A. A particularly significant theme is the uplift in the prices being demanded and, crucially, received by sellers. As a result, we are seeing an increasing number of companies become open to M&A talks, broadening the pool of quality potential investments.

Credit markets in New Zealand also continue to be competitive – strong liquidity serving to stimulate as well as support M&A activity.

IPO roll-ups, such as Evolve Education, drove M&A volume in 2014, and we expect more of the same in 2015. We are aware of, and are involved in, a number of instances where PE investors are exploring opportunities to consolidate private companies under corporate umbrellas.

In 2014, we again saw strong foreign interest in New Zealand agriculture and property assets; a notable example being the \$70m approach for the 13,000 hectare Lochinver Station by Chinese company Shanghai Pengxin. If approved by regulatory authorities, this deal will represent one of the largest foreign land acquisitions ever seen in New Zealand. KPMG also acted as sole financial advisor to BCS and Juice Products NZ – both of which were sold to Japanese buyers. We expect New Zealand assets to remain an attractive value proposition for Chinese and Japanese investors in 2015.

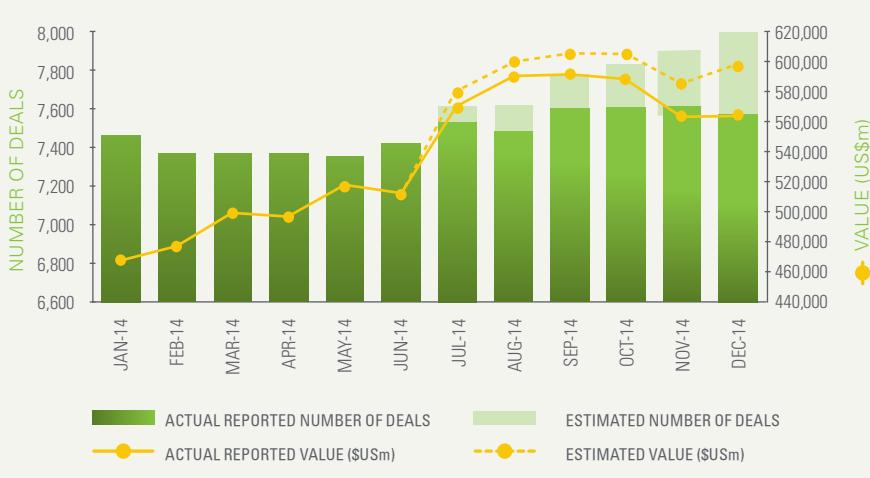
Finally, as the economic outlook for the Australian market worsens, we expect to see Australian companies explore opportunities to diversify their earnings via investments in New Zealand assets.

SNAPSHOT ON TRANSACTION ACTIVITY

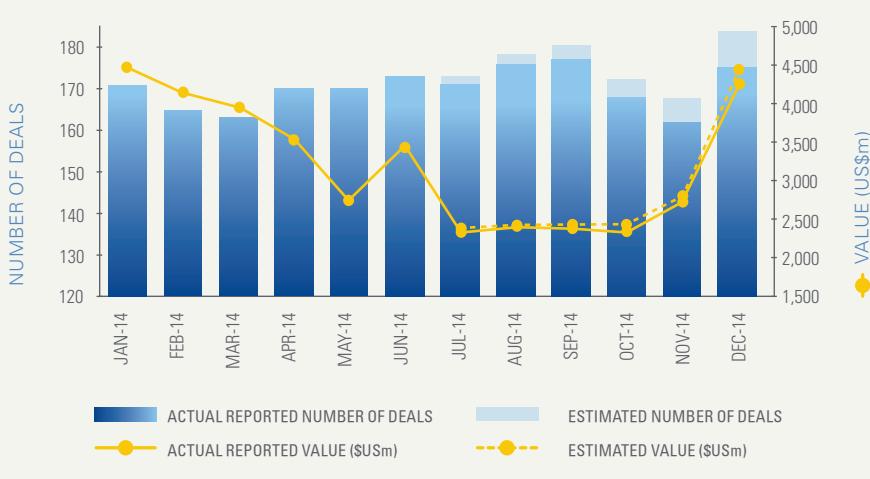
GLOBAL COMPLETED DEALS: 1 YEAR TRAILING DEC 13 – DEC 14



ASPAC COMPLETED DEALS: 1 YEAR TRAILING DEC 13 – DEC 14



NEW ZEALAND COMPLETED DEALS: 1 YEAR TRAILING DEC 13 – DEC 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) | | | | | | % Change | | | | | |
|------------------------|---------------------|-----------------------------|------------|-----------------|--------|-----------------|--------|-------------------------------|----------------|----------------|---------------------|---------------------|---------------------|-----------|-----------|-----------|----------|--|--|
| | | As at 31 Dec 13 | | As at 30 Jun 14 | | As at 31 Dec 14 | | % Change | | | 31 Dec 13 | | 30 Jun 14 | | 31 Dec 14 | | % Change | | |
| | | 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 | 31 Dec 14 | 30 Jun 15 | 31 Dec 15 | | | |
| Africa and Middle East | 23 | 510,474 | 553,993 | 512,306 | 0% | 9% | (8%) | 39,703 | 42,409 | 38,042 | (4%) | 7% | (10%) | | | | | | |
| AsPac : Japan (GAAP) | 71 | 1,632,113 | 1,647,124 | 1,600,197 | (2%) | 1% | (3%) | 112,335 | 126,457 | 111,729 | (1%) | 13% | (12%) | | | | | | |
| AsPac : Other | 194 | 4,246,350 | 4,471,310 | 4,683,715 | 10% | 5% | 5% | 357,848 | 379,482 | 352,090 | (2%) | 6% | (7%) | | | | | | |
| Europe | 254 | 9,099,905 | 9,501,767 | 8,314,976 | (9%) | 4% | (12%) | 679,912 | 707,683 | 599,455 | (12%) | 4% | (15%) | | | | | | |
| LatAm | 32 | 895,990 | 905,122 | 713,997 | (20%) | 1% | (21%) | 67,205 | 71,456 | 53,059 | (21%) | 6% | (26%) | | | | | | |
| North America | 426 | 15,166,452 | 16,188,820 | 16,800,979 | 11% | 7% | 4% | 934,520 | 1,021,798 | 961,522 | 3% | 9% | (6%) | | | | | | |
| Global: | 1,000 | 31,551,284 | 33,268,136 | 32,626,170 | 3% | 5% | (2%) | 2,191,523 | 2,349,285 | 2,115,897 | (3%) | 7% | (10%) | | | | | | |
| | | | | | | | | | | | | | | | | | | | |
| Argentina | 1 | 17,733 | 16,102 | 14,480 | (18%) | (9%) | (10%) | 908 | 1,380 | 1,750 | 93% | 52% | 27% | | | | | | |
| Australia | 10 | 505,395 | 512,247 | 417,501 | (17%) | 1% | (18%) | 36,729 | 38,765 | 30,223 | (18%) | 6% | (22%) | | | | | | |
| Belgium | 4 | 206,560 | 231,175 | 220,150 | 7% | 12% | (5%) | 11,077 | 11,913 | 11,225 | 1% | 8% | (6%) | | | | | | |
| Bermuda | 3 | 61,380 | 71,382 | 90,975 | 48% | 16% | 27% | 3,877 | 4,132 | 4,055 | 5% | 7% | (2%) | | | | | | |
| Brazil | 14 | 430,937 | 449,352 | 332,474 | (23%) | 4% | (26%) | 37,866 | 41,765 | 28,978 | (23%) | 10% | (31%) | | | | | | |
| Canada | 30 | 664,460 | 761,129 | 701,350 | 6% | 15% | (8%) | 45,229 | 49,484 | 39,475 | (13%) | 9% | (20%) | | | | | | |
| Chile | 4 | 66,080 | 68,042 | 59,485 | (10%) | 3% | (13%) | 4,265 | 4,440 | 3,758 | (12%) | 4% | (15%) | | | | | | |
| China | 63 | 1,232,523 | 1,223,089 | 1,636,956 | 33% | (1%) | 34% | 109,146 | 117,712 | 112,229 | 3% | 8% | (5%) | | | | | | |
| Colombia | 1 | 78,812 | 74,401 | 35,869 | (54%) | (6%) | (52%) | 6,889 | 6,662 | 3,400 | (51%) | (3%) | (49%) | | | | | | |
| Czech Republic | 1 | 13,899 | 16,120 | 13,780 | (1%) | 16% | (15%) | 1,626 | 1,249 | 1,058 | (35%) | (23%) | (15%) | | | | | | |
| Denmark | 6 | 194,447 | 230,105 | 202,319 | 4% | 18% | (12%) | 11,985 | 13,330 | 12,107 | 1% | 11% | (9%) | | | | | | |
| Finland | 5 | 91,921 | 92,255 | 89,459 | (3%) | 0% | (3%) | 5,084 | 5,444 | 4,952 | (3%) | 7% | (9%) | | | | | | |
| France | 46 | 1,429,351 | 1,513,479 | 1,312,427 | (8%) | 6% | (13%) | 95,907 | 104,291 | 86,041 | (10%) | 9% | (17%) | | | | | | |
| Germany | 32 | 1,353,219 | 1,363,221 | 1,215,405 | (10%) | 1% | (11%) | 101,282 | 108,526 | 92,285 | (9%) | 7% | (15%) | | | | | | |
| Hong Kong | 21 | 655,806 | 644,509 | 674,918 | 3% | (2%) | 5% | 52,744 | 50,575 | 54,897 | 4% | (4%) | 9% | | | | | | |
| India | 31 | 468,443 | 577,714 | 568,919 | 21% | 23% | (2%) | 34,439 | 38,999 | 36,704 | 7% | 13% | (6%) | | | | | | |
| Indonesia | 5 | 71,658 | 84,216 | 88,054 | 23% | 18% | 5% | 4,735 | 5,299 | 4,892 | 3% | 12% | (8%) | | | | | | |
| Ireland | 15 | 301,500 | 335,481 | 352,385 | 17% | 11% | 5% | 18,461 | 21,141 | 20,780 | 13% | 15% | (2%) | | | | | | |
| Israel | 3 | 57,155 | 68,273 | 73,378 | 28% | 19% | 7% | 5,485 | 5,696 | 5,994 | 9% | 4% | 5% | | | | | | |
| Italy | 9 | 254,251 | 290,245 | 221,536 | (13%) | 14% | (24%) | 20,331 | 20,245 | 15,325 | (25%) | (0%) | (24%) | | | | | | |
| Japan | 71 | 1,632,113 | 1,647,124 | 1,600,197 | (2%) | 1% | (3%) | 112,335 | 126,457 | 111,729 | (1%) | 13% | (12%) | | | | | | |
| Luxembourg | 4 | 88,244 | 84,615 | 65,100 | (26%) | (4%) | (23%) | 5,077 | 5,997 | 4,804 | (5%) | 18% | (20%) | | | | | | |
| Macau | 3 | 105,617 | 94,472 | 63,996 | (39%) | (11%) | (32%) | 4,637 | 5,830 | 4,491 | (3%) | 26% | (23%) | | | | | | |
| Malaysia | 11 | 153,186 | 161,997 | 147,609 | (4%) | 6% | (9%) | 8,676 | 9,082 | 7,998 | (8%) | 5% | (12%) | | | | | | |
| Mexico | 12 | 302,427 | 297,225 | 271,689 | (10%) | (2%) | (9%) | 17,277 | 17,208 | 15,173 | (12%) | (0%) | (12%) | | | | | | |
| Morocco | 1 | 10,326 | 10,181 | 11,041 | 7% | (1%) | 8% | 864 | 813 | 691 | (20%) | (6%) | (15%) | | | | | | |
| Netherlands | 17 | 655,371 | 712,777 | 632,956 | (3%) | 9% | (11%) | 53,213 | 54,504 | 46,699 | (12%) | 2% | (14%) | | | | | | |
| Nigeria | 1 | 23,301 | 25,083 | 18,553 | (20%) | 8% | (26%) | 1,463 | 1,798 | 1,163 | (21%) | 23% | (35%) | | | | | | |
| Norway | 4 | 134,811 | 156,752 | 109,898 | (18%) | 16% | (30%) | 12,367 | 12,476 | 8,394 | (32%) | 1% | (33%) | | | | | | |
| Papua New Guinea | 1 | 9,743 | 13,853 | 9,831 | 1% | 42% | (29%) | 327 | 900 | 627 | 92% | 175% | (30%) | | | | | | |
| Philippines | 4 | 37,279 | 45,595 | 48,382 | 30% | 22% | 6% | 2,180 | 2,480 | 2,294 | 5% | 14% | (7%) | | | | | | |
| Poland | 1 | 10,090 | 13,329 | 9,969 | (1%) | 32% | (25%) | 906 | 1,049 | 942 | 4% | 16% | (10%) | | | | | | |
| Portugal | 1 | 13,343 | 18,212 | 14,152 | 6% | 36% | (22%) | 1,251 | 1,336 | 1,144 | (9%) | 7% | (14%) | | | | | | |
| Qatar | 2 | 40,132 | 38,544 | 38,806 | (3%) | (4%) | 1% | 3,651 | 3,464 | 3,074 | (16%) | (5%) | (11%) | | | | | | |
| Russia | 10 | 389,375 | 387,979 | 221,604 | (43%) | (0%) | (43%) | 79,368 | 78,901 | 68,287 | (14%) | (1%) | (13%) | | | | | | |
| Saudi Arabia | 8 | 190,674 | 205,229 | 172,834 | (9%) | 8% | (16%) | 15,604 | 16,509 | 14,679 | (6%) | 6% | (11%) | | | | | | |
| Singapore | 7 | 127,039 | 134,944 | 131,894 | 4% | 6% | (2%) | 8,971 | 9,852 | 9,645 | 8% | 10% | (2%) | | | | | | |
| South Africa | 6 | 149,003 | 166,224 | 156,697 | 5% | 12% | (6%) | 9,800 | 11,142 | 9,309 | (5%) | 14% | (16%) | | | | | | |
| South Korea | 16 | 461,594 | 495,587 | 436,913 | (5%) | 7% | (12%) | 64,683 | 65,502 | 54,982 | (15%) | 1% | (16%) | | | | | | |
| Spain | 12 | 393,840 | 427,343 | 360,923 | (8%) | 9% | (16%) | 25,608 | 25,591 | 21,198 | (17%) | (0%) | (17%) | | | | | | |
| Sweden | 12 | 310,225 | 301,431 | 276,875 | (11%) | (3%) | (8%) | 18,666 | 19,554 | 16,377 | (12%) | 5% | (16%) | | | | | | |
| Switzerland | 23 | 1,149,880 | 1,231,416 | 1,137,943 | (1%) | 7% | (8%) | 70,662 | 75,416 | 66,923 | (5%) | 7% | (11%) | | | | | | |
| Taiwan | 15 | 310,894 | 363,235 | 341,165 | 10% | 17% | (6%) | 21,083 | 24,787 | 24,567 | 17% | 18% | (1%) | | | | | | |
| Thailand | 7 | 107,173 | 119,852 | 117,578 | 10% | 12% | (2%) | 9,499 | 9,699 | 8,542 | (10%) | 2% | (12%) | | | | | | |
| Turkey | 3 | 31,746 | 36,325 | 37,805 | 19% | 14% | 4% | 3,571 | 3,531 | 3,363 | (6%) | (1%) | (5%) | | | | | | |
| United Arab Emirates | 2 | 39,883 | 40,459 | 40,998 | 3% | 1% | 1% | 2,836 | 2,988 | 3,132 | 10% | 5% | 5% | | | | | | |
| United Kingdom | 49 | 2,077,833 | 2,059,506 | 1,820,290 | (12%) | (1%) | (12%) | 143,472 | 143,187 | 117,551 | (18%) | (0%) | (18%) | | | | | | |
| United States | 393 | 14,440,612 | 15,356,309 | 16,008,654 | 11% | 6% | 4% | 885,414 | 968,183 | 917,992 | 4% | 9% | (5%) | | | | | | |
| Global: | 1,000 | 31,551,284 | 33,268,136 | 32,626,170 | 3% | 5% | (2%) | 2,191,523 | 2,349,285 | 2,115,897 | (3%) | 7% | (10%) | | | | | | |
| AsPac | 301 | 5,925,914 | 6,174,134 | 6,338,821 | 7% | 4% | 3% | 473,509 | 509,899 | 467,451 | (1%) | 8% | (8%) | | | | | | |
| New Zealand | 36 | 47,451 | 55,700 | 54,908 | 16% | 17% | (1%) | 3,325 | 3,959 | 3,631 | 9% | 19% | (8%) | | | | | | |

| Country | | P/E | | | | | | Net Debt | | | EBITDA | | | (Net debt)/(EBITDA) | | |
|------------------------|-------|----------------|----------------|----------------|---------------------|---------------------|---------------------|----------------|----------------|----------|----------------|----------------|----------|---------------------|------------------|----------|
| | | 31 Dec 13 | 30 Jun 14 | 31 Dec 14 | % Change | | | 31 Dec 13 | 31 Dec 14 | % Change | 31 Dec 13 | 31 Dec 14 | % Change | 31 Dec 13 | 31 Dec 14 | % Change |
| | | 31 Dec 14 | 30 Jun 15 | 31 Dec 15 | | | | 31 Dec 14 | 31 Dec 15 | | 31 Dec 14 | 31 Dec 15 | | 31 Dec 14 | 31 Dec 15 | |
| | | D ¹ | E ¹ | F ¹ | F vs D ¹ | E vs D ¹ | F vs E ¹ | G ¹ | H ¹ | | I ¹ | J ¹ | | G/I ¹ | H/J ¹ | |
| Africa and Middle East | 23 | 12.9 | 13.1 | 13.5 | 5% | 2% | 3% | 78,703 | 64,313 | (18%) | 69,922 | 72,578 | 4% | 1.1 | 0.9 | (21%) |
| AsPac : Japan (GAAP) | 71 | 14.5 | 13.0 | 14.3 | (1%) | (10%) | 10% | 526,452 | 395,275 | (25%) | 268,233 | 295,619 | 10% | 2.0 | 1.3 | (32%) |
| AsPac : Other | 194 | 11.9 | 11.8 | 13.3 | 12% | (1%) | 13% | 666,449 | 614,100 | (8%) | 715,406 | 772,610 | 8% | 0.9 | 0.8 | (15%) |
| Europe | 254 | 13.4 | 13.4 | 13.9 | 4% | 0% | 3% | 1,585,968 | 1,484,769 | (6%) | 1,355,126 | 1,404,649 | 4% | 1.2 | 1.1 | (10%) |
| LatAm | 32 | 13.3 | 12.7 | 13.5 | 1% | (5%) | 6% | 249,615 | 268,614 | 8% | 134,644 | 144,477 | 7% | 1.9 | 1.9 | 0% |
| North America | 426 | 16.2 | 15.8 | 17.5 | 8% | (2%) | 10% | 2,128,977 | 1,925,099 | (10%) | 1,906,140 | 1,994,102 | 5% | 1.1 | 1.0 | (14%) |
| Global: | 1,000 | 14.4 | 14.2 | 15.4 | 7% | (2%) | 9% | 5,236,164 | 4,752,171 | (9%) | 4,449,471 | 4,684,034 | 5% | 1.2 | 1.0 | (14%) |
| | | | | | | | | | | | | | | | | |
| Argentina | 1 | 19.5 | 11.7 | 8.3 | (58%) | (40%) | (29%) | 4,826 | 7,020 | 45% | 5,089 | 5,782 | 14% | 0.9 | 1.2 | 28% |
| Australia | 10 | 13.8 | 13.2 | 13.8 | 0% | (4%) | 5% | 76,556 | 80,966 | 6% | 74,939 | 72,594 | (3%) | 1.0 | 1.1 | 9% |
| Belgium | 4 | 18.6 | 19.4 | 19.6 | 5% | 4% | 1% | 45,044 | 40,680 | (10%) | 23,956 | 25,254 | 5% | 1.9 | 1.6 | (14%) |
| Bermuda | 3 | 15.8 | 17.3 | 22.4 | 42% | 9% | 30% | 11,794 | 11,839 | 0% | 10,545 | 11,876 | 13% | 1.1 | 1.0 | (11%) |
| Brazil | 14 | 11.4 | 10.8 | 11.5 | 1% | (5%) | 7% | 150,125 | 170,556 | 14% | 68,355 | 73,850 | 8% | 2.2 | 2.3 | 5% |
| Canada | 30 | 14.7 | 15.4 | 17.8 | 21% | 5% | 16% | 230,691 | 228,217 | (1%) | 106,648 | 105,120 | (1%) | 2.2 | 2.2 | 0% |
| Chile | 4 | 15.5 | 15.3 | 15.8 | 2% | (1%) | 3% | 15,329 | 14,665 | (4%) | 9,208 | 10,152 | 10% | 1.7 | 1.4 | (13%) |
| China | 63 | 11.3 | 10.4 | 14.6 | 29% | (8%) | 40% | 385,093 | 374,080 | (3%) | 254,048 | 282,090 | 11% | 1.5 | 1.3 | (13%) |
| Colombia | 1 | 11.4 | 11.2 | 10.5 | (8%) | (2%) | (6%) | 10,743 | 12,639 | 18% | 11,108 | 10,060 | (9%) | 1.0 | 1.3 | 30% |
| Czech Republic | 1 | 8.5 | 12.9 | 13.0 | 52% | 51% | 1% | 7,085 | 7,177 | 1% | 3,119 | 2,883 | (8%) | 2.3 | 2.5 | 10% |
| Denmark | 6 | 16.2 | 17.3 | 16.7 | 3% | 6% | (3%) | 11,246 | 9,839 | (13%) | 22,134 | 23,380 | 6% | 0.5 | 0.4 | (17%) |
| Finland | 5 | 18.1 | 16.9 | 18.1 | (0%) | (6%) | 7% | 1,849 | -46 | (102%) | 8,132 | 8,623 | 6% | 0.2 | -0.0 | (102%) |
| France | 46 | 14.9 | 14.5 | 15.3 | 2% | (3%) | 5% | 278,409 | 260,800 | (6%) | 214,468 | 228,148 | 6% | 1.3 | 1.1 | (12%) |
| Germany | 32 | 13.4 | 12.6 | 13.2 | (1%) | (6%) | 5% | 141,768 | 121,364 | (14%) | 201,303 | 217,418 | 8% | 0.7 | 0.6 | (21%) |
| Hong Kong | 21 | 12.4 | 12.7 | 12.3 | (1%) | 2% | (4%) | 14,965 | 17,909 | 20% | 117,715 | 125,355 | 6% | 0.1 | 0.1 | 12% |
| India | 31 | 13.6 | 14.8 | 15.5 | 14% | 9% | 5% | 60,406 | 39,896 | (34%) | 58,003 | 66,486 | 15% | 1.0 | 0.6 | (42%) |
| Indonesia | 5 | 15.1 | 15.9 | 18.0 | 19% | 5% | 13% | 4,612 | 3,128 | (32%) | 8,467 | 9,281 | 10% | 0.5 | 0.3 | (38%) |
| Ireland | 15 | 16.3 | 15.9 | 17.0 | 4% | (3%) | 7% | 27,196 | 18,718 | (31%) | 30,751 | 33,674 | 10% | 0.9 | 0.6 | (37%) |
| Israel | 3 | 10.4 | 12.0 | 12.2 | 17% | 15% | 2% | 8,775 | 6,812 | (22%) | 8,485 | 8,677 | 2% | 1.0 | 0.8 | (24%) |
| Italy | 9 | 12.5 | 14.3 | 14.5 | 16% | 15% | 1% | 150,303 | 147,365 | (2%) | 69,738 | 69,341 | (1%) | 2.2 | 2.1 | (1%) |
| Japan | 71 | 14.5 | 13.0 | 14.3 | (1%) | (10%) | 10% | 526,452 | 395,275 | (25%) | 268,233 | 295,619 | 10% | 2.0 | 1.3 | (32%) |
| Luxembourg | 4 | 17.4 | 14.1 | 13.6 | (22%) | (19%) | (4%) | 20,521 | 19,642 | (4%) | 13,168 | 13,993 | 6% | 1.6 | 1.4 | (10%) |
| Macau | 3 | 22.8 | 16.2 | 14.3 | (37%) | (29%) | (12%) | 1,507 | 4,804 | 219% | 5,282 | 5,434 | 3% | 0.3 | 0.9 | 210% |
| Malaysia | 11 | 17.7 | 17.8 | 18.5 | 5% | 1% | 3% | 10,945 | 6,316 | (42%) | 15,503 | 16,897 | 9% | 0.7 | 0.4 | (47%) |
| Mexico | 12 | 17.5 | 17.3 | 17.9 | 2% | (1%) | 4% | 68,593 | 63,735 | (7%) | 40,885 | 44,633 | 9% | 1.7 | 1.4 | (15%) |
| Morocco | 1 | 11.9 | 12.5 | 16.0 | 34% | 5% | 28% | 903 | 917 | 2% | 1,766 | 1,881 | 7% | 0.5 | 0.5 | (5%) |
| Netherlands | 17 | 12.3 | 13.1 | 13.6 | 10% | 6% | 4% | 97,030 | 92,209 | (5%) | 111,156 | 107,883 | (3%) | 0.9 | 0.9 | (2%) |
| Nigeria | 1 | 15.9 | 14.0 | 16.0 | 0% | (12%) | 14% | 1,318 | 1,404 | 6% | 1,354 | 1,621 | 20% | 1.0 | 0.9 | (11%) |
| Norway | 4 | 10.9 | 12.6 | 13.1 | 20% | 15% | 4% | 19,273 | 20,803 | 8% | 37,264 | 35,277 | (5%) | 0.5 | 0.6 | 14% |
| Papua New Guinea | 1 | 29.8 | 15.4 | 15.7 | (47%) | (48%) | 2% | 3,742 | 3,303 | (12%) | 1,178 | 1,479 | 26% | 3.2 | 2.2 | (30%) |
| Philippines | 4 | 17.1 | 18.4 | 21.1 | 23% | 8% | 15% | 9,115 | 9,177 | 1% | 4,362 | 4,647 | 7% | 2.1 | 2.0 | (5%) |
| Poland | 1 | 11.1 | 12.7 | 10.6 | (5%) | 14% | (17%) | -237 | 1,213 | 611% | 2,201 | 2,073 | (6%) | -0.1 | 0.6 | 642% |
| Portugal | 1 | 10.7 | 13.6 | 12.4 | 16% | 28% | (9%) | 20,670 | 19,789 | (4%) | 4,259 | 4,383 | 3% | 4.9 | 4.5 | (7%) |
| Qatar | 2 | 11.0 | 11.1 | 12.6 | 15% | 1% | 13% | 5,820 | 5,007 | (14%) | 4,094 | 4,628 | 13% | 1.4 | 1.1 | (24%) |
| Russia | 10 | 4.9 | 4.9 | 3.2 | (34%) | 0% | (34%) | 99,919 | 87,386 | (13%) | 134,953 | 132,293 | (2%) | 0.7 | 0.7 | (11%) |
| Saudi Arabia | 8 | 12.2 | 12.4 | 11.8 | (4%) | 2% | (5%) | 46,858 | 42,284 | (10%) | 30,071 | 31,259 | 4% | 1.6 | 1.4 | (13%) |
| Singapore | 7 | 14.2 | 13.7 | 13.7 | (3%) | (3%) | (0%) | 23,120 | 22,142 | (4%) | 15,684 | 16,881 | 8% | 1.5 | 1.3 | (11%) |
| South Africa | 6 | 15.2 | 14.9 | 16.8 | 11% | (2%) | 13% | 9,772 | 7,684 | (21%) | 15,812 | 16,350 | 3% | 0.6 | 0.5 | (24%) |
| South Korea | 16 | 7.1 | 7.6 | 7.9 | 11% | 6% | 5% | 51,603 | 34,476 | (33%) | 101,752 | 108,753 | 7% | 0.5 | 0.3 | (37%) |
| Spain | 12 | 15.4 | 16.7 | 17.0 | 11% | 9% | 2% | 155,408 | 147,924 | (5%) | 61,519 | 65,016 | 6% | 2.5 | 2.3 | (10%) |
| Sweden | 12 | 16.6 | 15.4 | 16.9 | 2% | (7%) | 10% | 20,696 | 16,495 | (20%) | 27,478 | 30,841 | 12% | 0.8 | 0.5 | (29%) |
| Switzerland | 23 | 16.3 | 16.3 | 17.0 | 4% | 0% | 4% | 86,637 | 74,497 | (14%) | 106,905 | 115,176 | 8% | 0.8 | 0.6 | (20%) |
| Taiwan | 15 | 14.7 | 14.7 | 13.9 | (6%) | (1%) | (5%) | 934 | -6,857 | (834%) | 39,310 | 43,087 | 10% | 0.0 | -0.2 | (770%) |
| Thailand | 7 | 11.3 | 12.4 | 13.8 | 22% | 10% | 11% | 23,852 | 24,760 | 4% | 19,164 | 19,627 | 2% | 1.2 | 1.3 | 1% |
| Turkey | 3 | 8.9 | 10.3 | 11.2 | 26% | 16% | 9% | 4,324 | 4,755 | 10% | 5,406 | 6,122 | 13% | 0.8 | 0.8 | (3%) |
| United Arab Emirates | 2 | 14.1 | 13.5 | 13.1 | (7%) | (4%) | (3%) | 5,256 | 206 | (96%) | 8,340 | 8,162 | (2%) | 0.6 | 0.0 | (96%) |
| United Kingdom | 49 | 14.5 | 14.4 | 15.5 | 7% | (1%) | 8% | 398,830 | 394,162 | (1%) | 277,216 | 282,871 | 2% | 1.4 | 1.4 | (3%) |
| United States | 393 | 16.3 | 15.9 | 17.4 | 7% | (3%) | 10% | 1,886,493 | 1,685,043 | (11%) | 1,788,946 | 1,877,106 | 5% | 1.1 | 0.9 | (15%) |
| Global: | 1,000 | 14.4 | 14.2 | 15.4 | 7% | (2%) | 9% | 5,236,164 | 4,752,171 | (9%) | 4,449,471 | 4,684,034 | 5% | 1.2 | 1.0 | (14%) |
| AsPac | 301 | 12.5 | 12.1 | 13.6 | 8% | (3%) | 12% | 1,213,670 | 1,028,506 | (15%) | 992,501 | 1,077,836 | 9% | 1.2 | 1.0 | (22%) |
| New Zealand | 36 | 14.3 | 14.1 | 15.1 | 6% | (1%) | 7% | 20,768 | 19,131 | (8%) | 8,862 | 9,607 | 8% | 2.3 | 2.0 | (15%) |

About KPMG Deal Advisory

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Notes and References

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

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