KPMG

cutting through complexity

M&A

MERGERS & ACQUISITIONS PREDICTOR

ISSUE 7 | September 2015

Plenty of interest from Aussie private equity firms

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 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 on 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 65 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.

Plenty of interest from Aussie private equity firms

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

M&A activity in New Zealand has been strong over the past six months, with a few notable features in play. Interestingly, despite a lot of media attention six months ago about sustained high levels of IPO activity, the actual level of activity in equity capital markets so far this year has been limited. This has resulted in greater opportunity for trade and private equity buyers, and we've seen Australian private equity firms in particular being quite active.

There has been a shift in our economic environment over the past several months, with some farming-based regions seeing a pronounced decline in consumer confidence (with Auckland and Wellington remaining fairly flat). While Christchurch construction activity is said to be peaking and dairy income is in decline, it hasn't all been bad news – exporters have become more competitive in recent months due to the falling dollar. In fact, the trade-weighted exchange rate has fallen c.15% from its high a year ago. Further, while milk prices are down (c.40% over the past two years), other commodities are holding up well with prices for meat, wool, horticulture produce and seafood being up 5% on average over this period. Net immigration continues to gain momentum and is an influential driver of the economy, with the net inflow hitting nearly 60,000 for the 12 months to June (equivalent to population growth of about 1.2%).

The KPMG team has certainly had a busy 6 months – having advised Chevron on its pending $785m sale to Z Energy, CallPlus on its $250m sale to M2, and Accent Group on its $200m sale to RCG. Looking at our own pipeline and other transactions playing out in the market, we expect to see strong M&A activity throughout the remainder of the year.

The take-out for business owners

If you're considering selling or succession planning, talk to us at KPMG. Preparing a business for sale and evaluating the strategic options available to owners looking to exit is a topic we commonly engage with well ahead of a liquidity event. Partnering with a private equity firm and selling to a trade buyer have quite different implications that business owners should be aware of well before exiting.

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)

DOWN 6% BY JUNE 2016

Global markets

Recent high levels of corporate activity are expected to continue for the remainder of the year and into 2016 on the back of strong market confidence and capacity to fund deals over the last two years. However, the global and local results are as at June 2015 and do not reflect the recent declines in share markets globally.

The decline seen in many equity markets in recent months reflects a correction to pricing after a prolonged period of increases. We expect that the next M&A Predictor will show a softening in confidence.

Nevertheless, the volatility we are seeing in global equity markets generates opportunities for M&A activity.

"There continues to be a robust M&A market, and significant appetite for China by investors. The fluctuations have created plenty of opportunities for investors and sellers alike to consider the options," commented Jeffrey Wong, KPMG's Head of Deal Advisory in China.

Local markets – equity market volatility creates opportunities for private equity

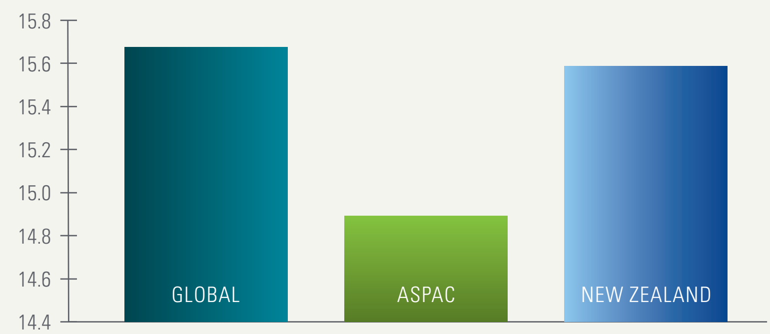
Forward P/E ratios for New Zealand corporates indicate continued market confidence, with an expected increase of 7% in the twelve months to June 2016. However, recent press on a softening New Zealand market due to commodity price falls may negatively impact this momentum over the medium term.

The decline in global equity markets has disrupted the IPO market in 2015. Despite a lot of media attention six months ago around a full IPO pipeline for 2015, only one float has actually been executed on the NZX in 1H 2015 (Fliways). G3 Group also completed a (non-capital raising) compliance listing on the new NXT platform in June. This follows a big year in 2014 with c.$5bn of new capital raised via 16 listings.

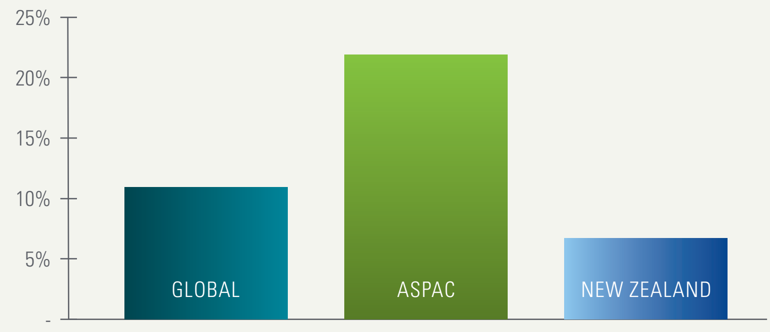
Whilst this is a negative for investors in the capital markets, it has created opportunities for private equity to acquire companies which have, up till now, been focused on an IPO. Similarly, trade buyers are also actively acquisitive having built balance sheet strength over the last few years.

While capacity is expected to fall over the next year, in absolute terms New Zealand corporates continue to have good capacity for M&A activity.

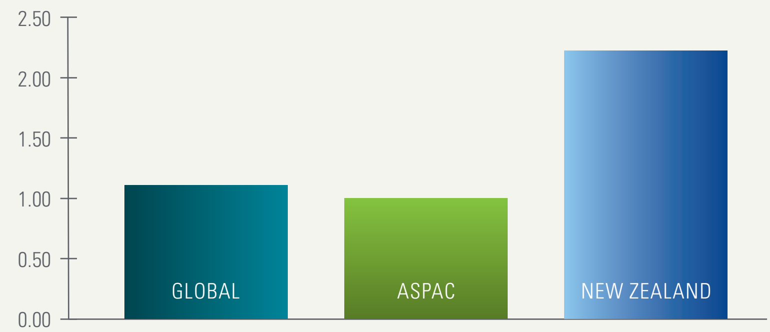
ABSOLUTE FORWARD P/E TO JUNE 2016



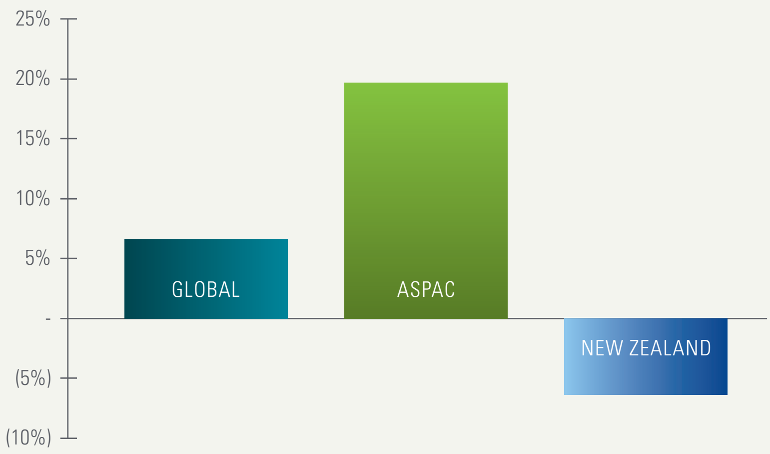
CHANGE IN APPETITE (MARKET CONFIDENCE) SINCE JUNE 2014



ABSOLUTE NET DEBT TO EBITDA TO JUNE 2016



CHANGE/INCREASE IN CAPACITY BY JUNE 2016



Snapshot of M&A activity levels

Completed M&A in New Zealand has remained elevated at the levels seen at the end of last year. We expect this to remain the case in the second half of the year. Looking back, local activity volumes remain subdued relative to pre-financial crisis levels.

Other key themes for New Zealand

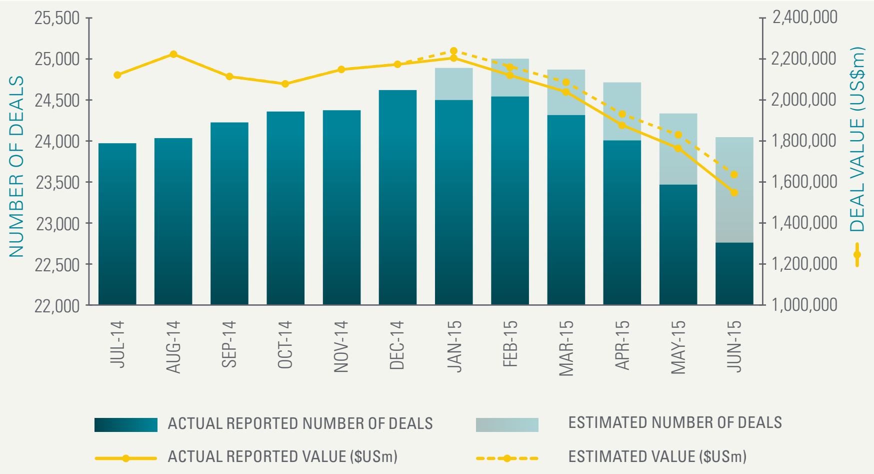
Healthcare and Education remain flavour of the month: The education space in particular is seeing activity, with a couple of large transactions recently announced. Whilst healthcare has strong underpinning fundamentals, few "platform assets" are readily actionable across the sector.

Private equity firms still on the look out for opportunities: There's strong interest by both mid-market and large-cap Australian PE funds, with a number of active processes commencing. A number of active Australian funds are heading towards the later stage of their investment period and are increasingly looking at more flexible structures to assist in deploying capital. Key sectors seeing particular interest include healthcare, education, retail and financial services. Private equity activity is being further supported by current low interest rates and a strong willingness for banks to lend.

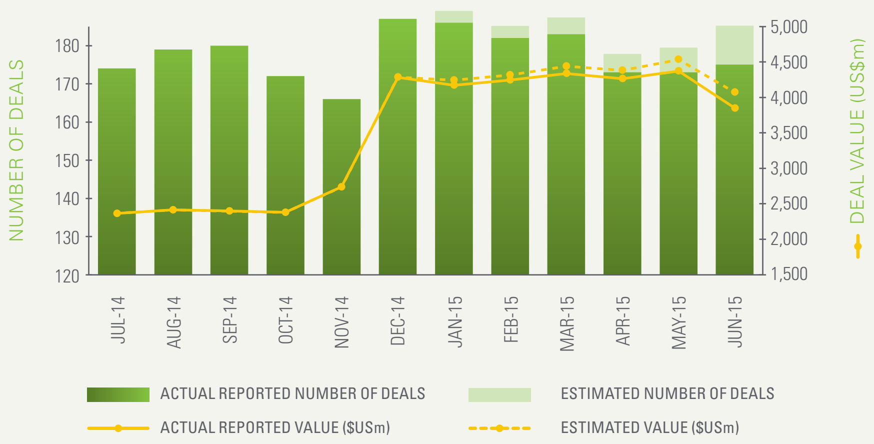
An active year so far by listed corporates: Notable acquisition activity in the New Zealand market includes Arvida, Z Energy/Chevron, Briscoes/Kathmandu, Kirkcaldie & Stains/David Jones, Turners/Southern Finance, Fisher & Paykel Finance, Vector (lines business) and Pumpkin Patch (sale process withdrawn), to name just a few.

SNAPSHOT ON TRANSACTION ACTIVITY

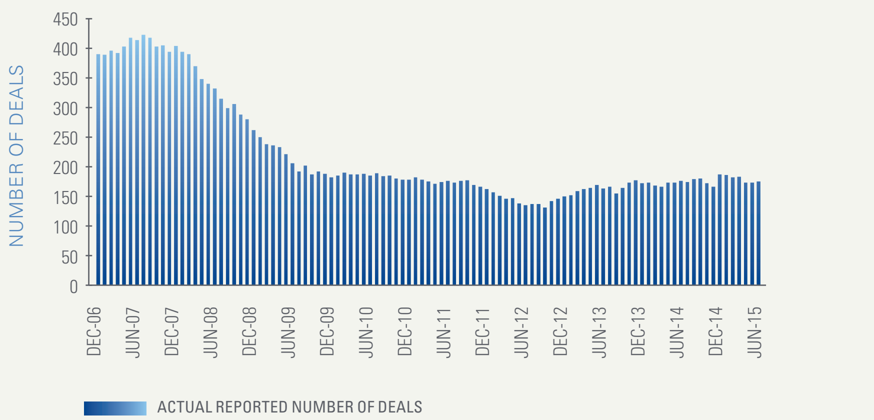
GLOBAL COMPLETED DEALS: 1 YEAR TRAILING JUL-14 TO JUN-15



NEW ZEALAND COMPLETED DEALS: 1 YEAR TRAILING JUL-14 TO JUN-15



NEW ZEALAND COMPLETED DEALS: 1 YEAR TRAILING DEC-06 TO JUN-15



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 31 Jun 14	As at 31 Dec 14	As at 30 Jun 15	% Change			30 Jun 14 30 Jun 15	31 Dec 14 31 Dec 15	30 Jun 15 30 Jun 16	% 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]
Africa and Middle East	20	511,853	475,825	513,761	0%	(7%)	8%	38,637	34,994	34,531	(11%)	(9%)	(1%)
AsPac : Japan (GAAP)	80	1,810,753	1,753,057	1,974,715	9%	(3%)	13%	137,864	120,945	134,312	(3%)	(12%)	11%
AsPac : Other	206	4,481,472	4,746,219	5,329,923	19%	6%	12%	377,906	350,013	356,321	(6%)	(7%)	2%
Europe	254	9,729,520	8,479,053	8,738,737	(10%)	(13%)	3%	724,940	612,218	605,161	(17%)	(16%)	(1%)
LatAm	28	861,783	678,793	674,057	(22%)	(21%)	(1%)	69,027	50,978	43,211	(37%)	(26%)	(15%)
North America	412	15,758,675	16,421,138	16,484,569	5%	4%	0%	997,428	941,632	977,102	(2%)	(6%)	4%
Global:	1,000	33,154,056	32,554,085	33,715,762	2%	(2%)	4%	2,345,801	2,110,779	2,150,638	(8%)	(10%)	2%
Argentina	1	16,102	14,480	15,273	(5%)	(10%)	5%	1,380	1,751	1,610	17%	27%	(8%)
Australia	12	555,576	464,722	415,275	(25%)	(16%)	(11%)	41,086	32,059	24,855	(40%)	(22%)	(22%)
Belgium	4	231,175	220,150	228,453	(1%)	(5%)	4%	11,913	11,222	11,548	(3%)	(6%)	3%
Bermuda	3	49,971	51,325	61,944	24%	3%	21%	4,132	4,055	4,365	6%	(2%)	8%
Brazil	10	400,874	292,219	297,111	(26%)	(27%)	2%	38,862	26,671	20,416	(47%)	(31%)	(23%)
Canada	28	740,682	680,592	644,202	(13%)	(8%)	(5%)	48,209	38,210	37,180	(23%)	(21%)	(3%)
Chile	4	68,042	59,485	57,858	(15%)	(13%)	(3%)	4,440	3,758	3,948	(11%)	(15%)	5%
China	81	1,339,245	1,764,352	2,292,220	71%	32%	30%	120,850	113,946	120,764	(0%)	(6%)	6%
Colombia	1	74,401	35,869	27,391	(63%)	(52%)	(24%)	6,734	3,400	2,240	(67%)	(50%)	(34%)
Czech Republic	1	16,120	13,780	12,398	(23%)	(15%)	(10%)	1,249	1,058	931	(25%)	(15%)	(12%)
Denmark	7	241,309	210,496	241,957	0%	(13%)	15%	13,892	12,638	13,597	(2%)	(9%)	8%
Finland	5	92,255	89,459	79,904	(13%)	(3%)	(11%)	5,444	4,950	4,787	(12%)	(9%)	(3%)
France	43	1,579,757	1,353,115	1,385,665	(12%)	(14%)	2%	106,038	87,598	87,180	(18%)	(17%)	(0%)
Germany	31	1,354,027	1,206,756	1,233,277	(9%)	(11%)	2%	107,959	91,803	94,537	(12%)	(15%)	3%
Hong Kong	21	609,638	650,672	703,924	15%	7%	8%	49,800	54,834	56,360	13%	10%	3%
India	29	565,923	564,545	603,892	7%	(0%)	7%	39,002	37,261	39,857	2%	(4%)	7%
Indonesia	3	64,126	66,880	65,652	2%	4%	(2%)	3,966	3,588	3,489	(12%)	(10%)	(3%)
Ireland	15	346,055	362,321	414,320	20%	5%	14%	23,227	21,968	26,416	14%	(5%)	20%
Israel	1	44,594	49,160	50,117	12%	10%	2%	3,987	4,370	4,328	9%	10%	(1%)
Italy	8	279,645	212,382	220,078	(21%)	(24%)	4%	19,524	14,656	13,153	(33%)	(25%)	(10%)
Japan	80	1,810,753	1,753,057	1,974,715	9%	(3%)	13%	137,864	120,945	134,312	(3%)	(12%)	11%
Luxembourg	5	100,144	84,686	93,717	(6%)	(15%)	11%	6,126	5,210	4,992	(19%)	(15%)	(4%)
Macau	1	60,934	39,692	27,165	(55%)	(35%)	(32%)	3,767	2,871	1,850	(51%)	(24%)	(36%)
Malaysia	9	140,046	129,445	117,193	(16%)	(8%)	(9%)	7,890	7,023	6,221	(21%)	(11%)	(11%)
Mexico	12	302,365	276,740	276,424	(9%)	(8%)	(0%)	17,609	15,398	14,996	(15%)	(13%)	(3%)
Morocco	1	10,181	11,041	9,745	(4%)	8%	(12%)	813	686	682	(16%)	(16%)	(1%)
Netherlands	16	748,069	653,702	655,606	(12%)	(13%)	0%	57,420	47,830	47,468	(17%)	(17%)	(1%)
Nigeria	1	25,083	18,553	15,402	(39%)	(26%)	(17%)	1,798	1,163	1,233	(31%)	(35%)	6%
Norway	3	145,832	98,325	103,569	(29%)	(33%)	5%	11,889	7,601	7,591	(36%)	(36%)	(0%)
Philippines	4	45,595	48,382	50,115	10%	6%	4%	2,480	2,295	2,483	0%	(7%)	8%
Poland	2	23,528	17,380	19,528	(17%)	(26%)	12%	1,959	1,693	1,586	(19%)	(14%)	(6%)
Portugal	2	33,402	22,615	23,500	(30%)	(32%)	4%	1,877	1,555	1,576	(16%)	(17%)	1%
Qatar	1	28,083	27,909	23,924	(15%)	(1%)	(14%)	2,495	2,212	1,744	(30%)	(11%)	(21%)
Russia	11	414,825	228,716	285,549	(31%)	(45%)	25%	82,233	70,234	61,531	(25%)	(15%)	(12%)
Saudi Arabia	7	188,394	163,828	180,908	(4%)	(13%)	10%	14,633	13,409	12,798	(13%)	(8%)	(5%)
Singapore	5	109,253	110,249	120,347	10%	1%	9%	8,156	8,180	9,127	12%	0%	12%
South Africa	7	175,059	164,337	184,292	5%	(6%)	12%	11,924	10,015	10,201	(14%)	(16%)	2%
South Korea	18	502,550	446,110	440,784	(12%)	(11%)	(1%)	65,883	54,643	54,990	(17%)	(17%)	1%
Spain	12	427,226	360,833	359,951	(16%)	(16%)	(0%)	25,591	21,189	20,942	(18%)	(17%)	(1%)
Sweden	11	292,063	268,058	266,644	(9%)	(8%)	(1%)	18,931	15,850	16,671	(12%)	(16%)	5%
Switzerland	22	1,219,090	1,127,840	1,139,470	(7%)	(7%)	1%	74,844	66,520	66,232	(12%)	(11%)	(0%)
Taiwan	15	359,357	336,569	362,064	1%	(6%)	8%	24,199	23,880	26,961	11%	(1%)	13%
Thailand	8	129,229	124,600	131,292	2%	(4%)	5%	10,826	9,433	9,363	(14%)	(13%)	(1%)
Turkey	3	36,325	37,805	31,089	(14%)	4%	(18%)	3,531	3,363	2,911	(18%)	(5%)	(13%)
United Arab Emirates	2	40,459	40,998	49,374	22%	1%	20%	2,988	3,138	3,545	19%	5%	13%
United Kingdom	53	2,148,672	1,910,631	1,944,061	(10%)	(11%)	2%	151,292	125,279	121,510	(20%)	(17%)	(3%)
United States	381	14,968,022	15,689,220	15,778,422	5%	5%	1%	945,087	899,367	935,557	(1%)	(5%)	4%
Global:	1,000	33,154,056	32,554,085	33,715,762	2%	(2%)	4%	2,345,801	2,110,779	2,150,638	(8%)	(10%)	2%
AsPac	324	6,350,839	6,557,815	7,356,060	16%	3%	12%	519,781	474,640	493,932	(5%)	(9%)	4%
New Zealand	38	58,614	58,539	51,422	(12%)	(0%)	(12%)	4,011	3,682	3,299	(18%)	(8%)	(10%)

[1] Refer page 7

Country		P/E						Net Debt			EBITDA			(Net debt)/(EBITDA)		
		30 Jun 14	31 Dec 14	30 Jun 15	% Change			30 Jun 14	30 Jun 15	% Change	30 Jun 14	30 Jun 15	% Change	30 Jun 14	30 Jun 15	% Change
		30 Jun 15	31 Dec 15	30 Jun 16				30 Jun 15	30 Jun 16		30 Jun 15	30 Jun 16		30 Jun 15	30 Jun 16	
		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	20	13.2	13.6	14.9	12%	3%	9%	68,124	69,982	3%	63,145	62,501	(1%)	1.1	1.1	4%
AsPac : Japan (GAAP)	80	13.1	14.5	14.7	12%	10%	1%	533,008	428,478	(20%)	292,407	317,105	8%	1.8	1.4	(26%)
AsPac : Other	206	11.9	13.6	15.0	26%	14%	10%	687,681	589,604	(14%)	692,768	710,047	2%	1.0	0.8	(16%)
Europe	254	13.4	13.8	14.4	8%	3%	4%	1,594,969	1,481,350	(7%)	1,369,591	1,279,205	(7%)	1.2	1.2	(1%)
LatAm	28	12.5	13.3	15.6	25%	7%	17%	265,564	272,613	3%	128,629	113,249	(12%)	2.1	2.4	17%
North America	412	15.8	17.4	16.9	7%	10%	(3%)	2,071,794	1,937,601	(6%)	1,852,061	1,830,313	(1%)	1.1	1.1	(5%)
Global:	1,000	14.1	15.4	15.7	11%	9%	2%	5,221,141	4,779,628	(8%)	4,398,601	4,312,420	(2%)	1.2	1.1	(7%)
Argentina	1	11.7	8.3	9.5	(19%)	(29%)	15%	6,815	7,364	8%	5,257	4,967	(6%)	1.3	1.5	14%
Australia	12	13.5	14.5	16.7	24%	7%	15%	88,531	86,972	(2%)	76,909	62,216	(19%)	1.2	1.4	21%
Belgium	4	19.4	19.6	19.8	2%	1%	1%	45,608	41,949	(8%)	23,768	23,444	(1%)	1.9	1.8	(7%)
Bermuda	3	12.1	12.7	14.2	17%	5%	12%	12,513	10,170	(19%)	10,034	10,528	5%	1.2	1.0	(23%)
Brazil	10	10.3	11.0	14.6	41%	6%	33%	156,472	165,968	6%	61,938	52,017	(16%)	2.5	3.2	26%
Canada	28	15.4	17.8	17.3	13%	16%	(3%)	227,098	230,223	1%	101,091	87,471	(13%)	2.2	2.6	17%
Chile	4	15.3	15.8	14.7	(4%)	3%	(7%)	15,487	15,253	(2%)	9,219	9,220	0%	1.7	1.7	(2%)
China	81	11.1	15.5	19.0	71%	40%	23%	389,418	342,628	(12%)	250,185	258,092	3%	1.6	1.3	(15%)
Colombia	1	11.0	10.6	12.2	11%	(4%)	16%	14,240	15,581	9%	11,056	6,063	(45%)	1.3	2.6	100%
Czech Republic	1	12.9	13.0	13.3	3%	1%	2%	6,397	6,098	(5%)	3,113	2,870	(8%)	2.1	2.1	3%
Denmark	7	17.4	16.7	17.8	2%	(4%)	7%	8,476	5,588	(34%)	23,732	23,480	(1%)	0.4	0.2	(33%)
Finland	5	16.9	18.1	16.7	(1%)	7%	(8%)	-5,395	-5,814	(8%)	8,120	7,536	(7%)	-0.7	-0.8	(16%)
France	43	14.9	15.4	15.9	7%	4%	3%	250,277	234,327	(6%)	214,400	204,753	(4%)	1.2	1.1	(2%)
Germany	31	12.5	13.1	13.0	4%	5%	(1%)	137,355	105,824	(23%)	201,108	201,503	0%	0.7	0.5	(23%)
Hong Kong	21	12.2	11.9	12.5	2%	(3%)	5%	40,253	35,920	(11%)	115,318	119,183	3%	0.3	0.3	(14%)
India	29	14.5	15.2	15.2	4%	4%	0%	59,506	53,328	(10%)	57,611	63,238	10%	1.0	0.8	(18%)
Indonesia	3	16.2	18.6	18.8	16%	15%	1%	3,384	2,978	(12%)	6,517	6,482	(1%)	0.5	0.5	(12%)
Ireland	15	14.9	16.5	15.7	5%	11%	(5%)	40,476	38,664	(4%)	32,319	36,724	14%	1.3	1.1	(16%)
Israel	1	11.2	11.3	11.6	4%	1%	3%	9,861	8,237	(16%)	6,325	6,392	1%	1.6	1.3	(17%)
Italy	8	14.3	14.5	16.7	17%	1%	15%	128,615	126,776	(1%)	67,419	57,032	(15%)	1.9	2.2	17%
Japan	80	13.1	14.5	14.7	12%	10%	1%	533,008	428,478	(20%)	292,407	317,105	8%	1.8	1.4	(26%)
Luxembourg	5	16.3	16.3	18.8	15%	(1%)	15%	49,749	50,663	2%	17,345	17,095	(1%)	2.9	3.0	3%
Macau	1	16.2	13.8	14.7	(9%)	(15%)	6%	2,076	2,640	27%	3,217	2,250	(30%)	0.6	1.2	82%
Malaysia	9	17.7	18.4	18.8	6%	4%	2%	10,348	8,468	(18%)	12,907	12,444	(4%)	0.8	0.7	(15%)
Mexico	12	17.2	18.0	18.4	7%	5%	3%	72,550	68,447	(6%)	41,159	40,982	(0%)	1.8	1.7	(5%)
Morocco	1	12.5	16.1	14.3	14%	28%	(11%)	1,018	1,096	8%	1,761	1,748	(1%)	0.6	0.6	8%
Netherlands	16	13.0	13.7	13.8	6%	5%	1%	90,068	84,371	(6%)	115,850	97,967	(15%)	0.8	0.9	11%
Nigeria	1	14.0	16.0	12.5	(10%)	14%	(22%)	1,480	-773	(152%)	1,305	1,502	15%	1.1	-0.5	(145%)
Norway	3	12.3	12.9	13.6	11%	5%	5%	25,835	29,618	15%	35,197	30,262	(14%)	0.7	1.0	33%
Philippines	4	18.4	21.1	20.2	10%	15%	(4%)	11,588	11,536	(0%)	4,185	4,964	19%	2.8	2.3	(16%)
Poland	2	12.0	10.3	12.3	2%	(15%)	20%	1,743	2,888	66%	3,805	3,831	1%	0.5	0.8	65%
Portugal	2	17.8	14.5	14.9	(16%)	(18%)	3%	22,250	21,845	(2%)	5,850	5,619	(4%)	3.8	3.9	2%
Qatar	1	11.3	12.6	13.7	22%	12%	9%	-1,672	-1,843	(10%)	395	377	(5%)	-4.2	-4.9	(16%)
Russia	11	5.0	3.3	4.6	(8%)	(35%)	43%	96,099	79,888	(17%)	134,535	103,930	(23%)	0.7	0.8	8%
Saudi Arabia	7	12.9	12.2	14.1	10%	(5%)	16%	40,243	46,397	15%	28,355	26,910	(5%)	1.4	1.7	21%
Singapore	5	13.4	13.5	13.2	(2%)	1%	(2%)	22,089	19,669	(11%)	11,459	13,022	14%	1.9	1.5	(22%)
South Africa	7	14.7	16.4	18.1	23%	12%	10%	11,812	13,960	18%	17,248	16,611	(4%)	0.7	0.8	23%
South Korea	18	7.6	8.2	8.0	5%	7%	(2%)	43,291	19,849	(54%)	96,169	104,295	8%	0.5	0.2	(58%)
Spain	12	16.7	17.0	17.2	3%	2%	1%	142,981	131,550	(8%)	60,749	57,622	(5%)	2.4	2.3	(3%)
Sweden	11	15.4	16.9	16.0	4%	10%	(5%)	20,598	15,854	(23%)	26,447	28,447	8%	0.8	0.6	(28%)
Switzerland	22	16.3	17.0	17.2	6%	4%	1%	103,452	81,487	(21%)	105,323	106,266	1%	1.0	0.8	(22%)
Taiwan	15	14.9	14.1	13.4	(10%)	(5%)	(5%)	-8,843	-18,546	(110%)	38,117	44,459	17%	-0.2	-0.4	(80%)
Thailand	8	11.9	13.2	14.0	17%	11%	6%	26,039	24,163	(7%)	20,174	19,402	(4%)	1.3	1.2	(4%)
Turkey	3	10.3	11.2	10.7	4%	9%	(5%)	5,386	4,798	(11%)	5,251	4,879	(7%)	1.0	1.0	(4%)
United Arab Emirates	2	13.5	13.1	13.9	3%	(4%)	7%	5,382	2,909	(46%)	7,756	8,962	16%	0.7	0.3	(53%)
United Kingdom	53	14.2	15.3	16.0	13%	7%	5%	425,001	424,973	(0%)	285,261	265,946	(7%)	1.5	1.6	7%
United States	381	15.8	17.4	16.9	6%	10%	(3%)	1,832,183	1,697,208	(7%)	1,740,936	1,732,314	(0%)	1.1	1.0	(7%)
Global:	1,000	14.1	15.4	15.7	11%	9%	2%	5,221,141	4,779,628	(8%)	4,398,601	4,312,420	(2%)	1.2	1.1	(7%)
AsPac	324	12.2	13.8	14.9	22%	13%	8%	1,238,504	1,036,231	(16%)	993,696	1,035,309	4%	1.2	1.0	(20%)
New Zealand	38	14.6	15.9	15.6	7%	9%	(2%)	17,814	18,150	2%	8,521	8,157	(4%)	2.1	2.2	6%

[1] Refer page 7

About KPMG Deal Advisory

KPMG's Deal Advisory 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 help people buy, sell, fix, fund and partner in the following ways:

- 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

[1] **D** Consensus forecasts in existence on 30 June 2014 in respect of the year ending 30 June 2015 for net profit and P/E • **E** Consensus forecasts in existence on 31 December 2014 in respect of the year ending 31 December 2015 for net profit and P/E • **F/J** Consensus forecasts in existence on 30 June 2015 in respect of the year ending 30 June 2016 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 2015 • **H** H Consensus forecasts in existence on 30 June 2015 in respect of the closest fiscal year end to 30 June 2016 • **I** Consensus forecasts in existence on 30 June 2014 in respect of the year ending 30 June 2015.

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