



cutting through complexity

M&A

MERGERS & ACQUISITIONS PREDICTOR

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New Zealand activity levels are up and we are expecting significantly improved capacity over the next 12 months.

**ADVISORY
CORPORATE FINANCE**

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

The *M&A 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. This 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 compare with 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.*

New Zealand activity levels are up and we are expecting significantly improved capacity over the next 12 months.

Welcome to the third edition of KPMG NZ's *M&A Predictor*. Latest indications are positive for NZ firms, with improved capacity and profit expectations.

Despite a settled level of global M&A appetite - and a drop across the ASPAC region - the appetite of NZ firms bucks this trend and is expected to improve slightly. The relatively stable New Zealand economic environment coupled with increased confidence in the equities market is likely to be driving higher appetite for M&A in NZ.

Profit expectations for NZ firms are up, and they are expected to increase their capacity to transact over the coming year by lowering debt levels relative to earnings. This is a positive sign for the future, given our local firms' relatively high levels of debt compared with their global peers. This is the first time since we released the NZ *M&A Predictor* in 2012 that we have seen such a large expected increase in capacity.

New Zealand M&A activity levels show a healthy improvement over the past 12 months. We anticipated this, given recent improvements in appetite. Over the past six months we have seen a great deal of interest from both listed corporates and private firms looking to expand operations and/or diversify earnings.

We hope you'll find this latest *M&A Predictor* an interesting and informative read.

Tony McNaught

Head of Mergers and Acquisitions
KPMG New Zealand

APPETITE: FORWARD P/ES (MARKET CONFIDENCE)

 UP 2% SINCE DEC 2012

CAPACITY (NET DEBT / EBITDA)

 UP 19% BY JUN 2014

PROFIT EXPECTATIONS

 UP 13% SINCE DEC 2012

Confidence remains stable across the globe

Despite a positive increase in confidence in 2012, expectations for global M&A appetite have now settled.

Following a strong improvement in 2012, confidence in the ASPAC region has now declined, with China and Australia dropping significantly. Setting aside the large drop in ASPAC appetite would eliminate the small reported drop in global confidence.

New Zealand continues to show a slight improvement in appetite moving forward. We are pleased to see NZ outperform global and ASPAC results, and we believe this reflects the relatively good shape of the NZ economy. However, we will watch ASPAC confidence levels carefully. A sustained drop in confidence among some of our key trading partners could have a negative flow-on effect for NZ firms.

A further indicator of the relatively stable NZ business environment is the significant spike in IPOs over the past 12 months. It's been a very busy year for the NZX in 2013; with six companies already listed (Mighty River Power, Synlait, Bathurst Resources, SLI Systems, Wynyard Group and Z Energy); and more underway, including Meridian.

Lower relative debt levels for NZ companies

Globally, the capacity to transact is expected to improve as companies continue to pay down debt. Global debt to EBITDA ratios are expected to fall close to 13% over the next 12 months, resulting in greater M&A capacity.

Debt to EBITDA levels among NZ's largest companies are still high by global standards; however they are forecast to decrease by 19% to June 2014. This is mainly due to the expected rise in earnings levels. As noted in prior editions of the NZ *M&A Predictor*, the high debt levels of NZ firms are not of major concern, due to NZ's relatively stable banking system and historically low interest rates. The trend in debt levels has resulted in a very competitive banking market, with banks pricing aggressively to retain and attract business.

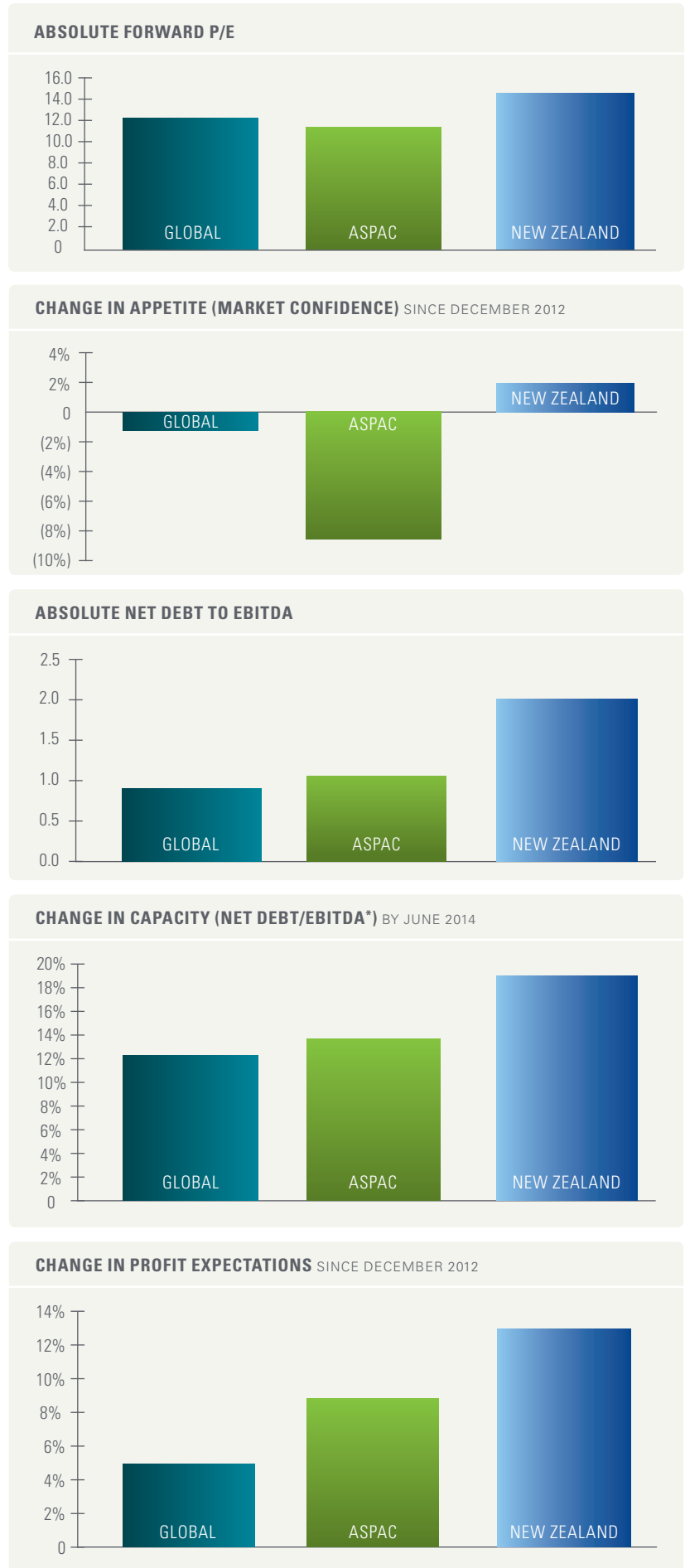
Profits expected to rebound

Profit expectations in the ASPAC region and globally are up since December 2012; albeit these positive changes counter a decrease in expectations noted in the last edition of the NZ *M&A Predictor*. The net effect is that profit expectations have returned to levels observed 12 months ago.

Profit expectations for NZ's largest companies increased by 13% over the past six months. This reflects a growing level of confidence apparent in the New Zealand economy.

Local firms may be interested to note that the profit expectations of Australian firms are down 19% from a year ago.

HOW NZ COMPARES...



Reference: S&P Capital IQ/KPMG analysis

*Note: A reduction in Net Debt/EBITDA ratio is shown as a positive movement on this graph.

Falling global activity levels

Global and ASPAC deal volumes stabilised in the latter half of 2012 but look to be falling in 2013. Historically, we have observed a lag in deals being reported; so we would expect the more recent deal statistics to increase over time. Based on historical averages, we incorporate the estimated increase in reported deal volumes over the past six months in the graph opposite. Incorporating these estimates indicates that the decline in volumes may not be as significant as first thought; but we will continue to watch the downward trend carefully.

Worldwide, trailing deal values slowly recovered in late 2012 and early 2013 while volumes fell, indicating a higher average deal value. That trend looks set to continue; as aggregate trailing values settle over the last quarter, and volumes continue to fall. This reflects an increase in larger global transactions, perhaps signalling more M&A activity amongst larger corporates.

In the ASPAC region, after a period of stability, deal numbers are falling. This may signal uncertainty within some of NZ's major trading partners.

New Zealand activity levels on the up

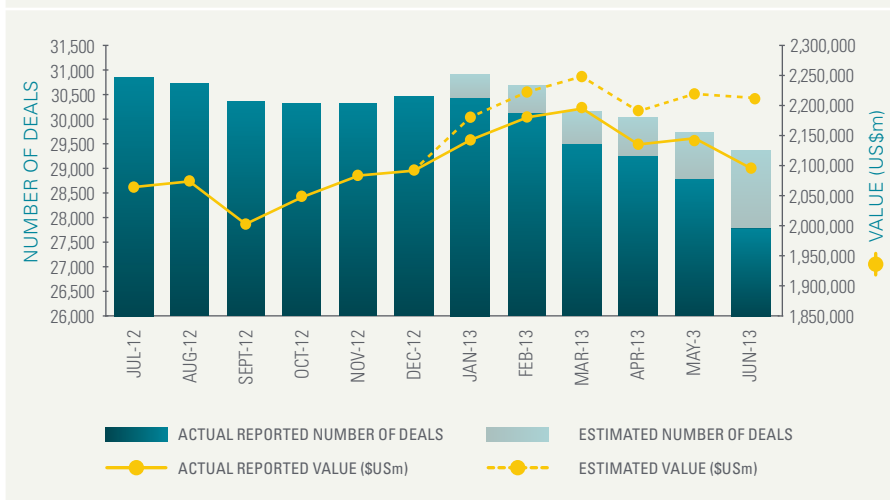
New Zealand deal volumes report a healthy and steady increase over the past 12 months. Despite our companies' relatively high debt levels, appetite for NZ corporates to transact was up significantly in our last edition of the NZ M&A Predictor, and it continues to improve slightly in this edition. Those high levels of confidence now appear to be translating into increased deal volumes.

While our volumes are rising, total deal value remains static; indicating a lower average deal size or possibly non-reporting of deal value.

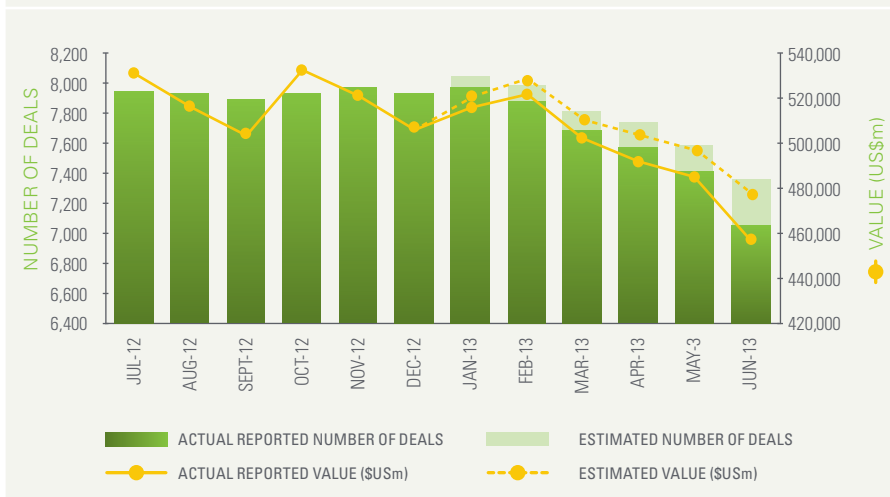
In conclusion, it is pleasing to see New Zealand activity levels improving. At KPMG we are observing a significant increase in M&A activity in the mid-market, which appears to be reflected in the recent data.

SNAPSHOT ON TRANSACTION ACTIVITY

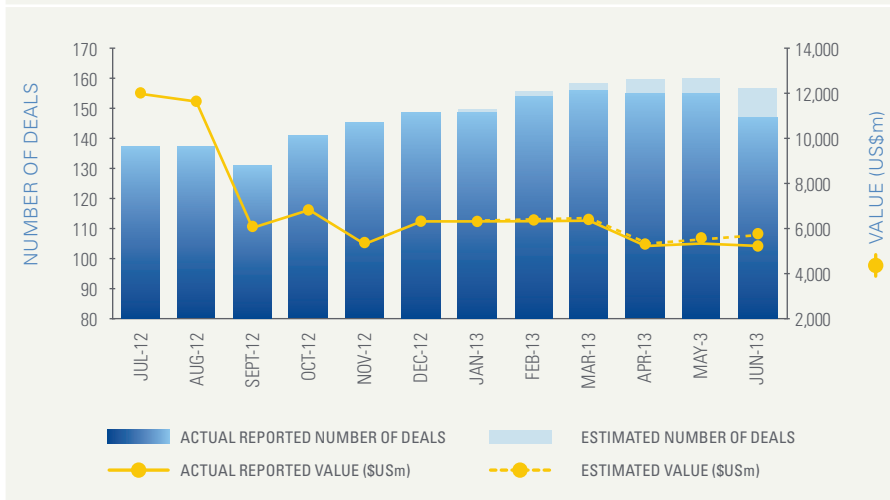
GLOBAL COMPLETED DEALS—1 YEAR TRAILING JUL 12 – JUN 13



ASPAC COMPLETED DEALS: 1 YEAR TRAILING JUL 12 – JUN 13



NEW ZEALAND COMPLETED DEALS: 1 YEAR TRAILING JUL 12 – JUN 13



Source: Thomson Reuters and KPMG analysis

Note: 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 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 the 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 12	As at 31 Dec 12	As at 30 Jun 13	% Change			30 Jun 12	31 Dec 12	30 Jun 13	% Change		
					C vs A	B vs A	C vs B				C vs A	B vs A	C vs B
		A ²	B ²	C ²				A ²	B ²	C ²			
Africa and Middle East	26	449,521	483,866	478,917	7%	8%	(1%)	46,530	43,737	43,498	(7%)	(6%)	(1%)
AsPac : Japan (GAAP)	95	1,570,402	1,609,759	1,889,758	20%	3%	17%	153,896	126,016	149,237	(3%)	(18%)	18%
AsPac : Other	181	3,773,974	4,226,847	3,925,979	4%	12%	(7%)	366,199	346,274	366,292	0%	(5%)	6%
Europe	254	6,731,822	7,675,734	7,695,166	14%	14%	0%	740,836	703,736	721,427	(3%)	(5%)	3%
LatAm	46	1,151,750	1,242,678	1,055,210	(8%)	8%	(15%)	99,213	89,307	83,007	(16%)	(10%)	(7%)
North America	398	11,397,916	11,752,380	12,901,960	13%	3%	10%	945,500	885,478	937,973	(1%)	(6%)	6%
Global	1,000	25,075,386	26,991,262	27,946,989	11%	8%	4%	2,352,175	2,194,548	2,301,433	(2%)	(7%)	5%
Argentina	1	7,145	7,918	8,367	17%	11%	6%	1,621	1,402	1,111	(31%)	(14%)	(21%)
Australia	16	532,851	624,819	520,253	(2%)	17%	(17%)	56,061	44,911	45,451	(19%)	(20%)	1%
Austria	1	10,239	11,760	14,714	44%	15%	25%	1,926	1,784	1,918	(0%)	(7%)	8%
Belgium	4	148,068	168,211	171,076	16%	14%	2%	9,696	10,088	10,933	13%	4%	8%
Bermuda	3	67,723	80,618	82,164	21%	19%	2%	5,481	5,347	5,589	2%	(2%)	5%
Brazil	18	536,997	567,036	466,718	(13%)	6%	(18%)	56,841	48,412	45,620	(20%)	(15%)	(6%)
Canada	33	621,099	669,972	610,921	(2%)	8%	(9%)	55,329	50,148	48,170	(13%)	(9%)	(4%)
Channel Islands	7	103,846	108,563	105,360	1%	5%	(3%)	6,892	6,210	6,782	(2%)	(10%)	9%
Chile	44	1,013,952	1,078,854	975,689	(4%)	6%	(10%)	99,871	92,277	98,649	(1%)	(8%)	7%
China	2	120,713	136,004	94,425	(22%)	13%	(31%)	10,145	9,376	6,907	(32%)	(8%)	(26%)
Colombia	1	18,491	19,081	12,800	(31%)	3%	(33%)	2,177	2,171	1,769	(19%)	(0%)	(18%)
Denmark	5	134,655	153,903	149,766	11%	14%	(3%)	9,232	9,973	10,760	17%	8%	8%
Egypt	4	46,408	58,261	59,303	28%	26%	2%	3,141	2,802	3,610	15%	(11%)	29%
Finland	37	912,551	1,049,095	1,093,276	20%	15%	4%	88,081	87,803	90,874	3%	(0%)	3%
France	30	821,217	1,023,094	1,028,869	25%	25%	1%	93,945	93,059	97,883	4%	(1%)	5%
Germany	20	575,221	649,861	599,096	4%	13%	(8%)	51,325	50,174	52,841	3%	(2%)	5%
Greece	24	438,862	476,944	459,996	5%	9%	(4%)	34,927	34,577	35,980	3%	(1%)	4%
Hong Kong	8	106,444	113,774	125,548	18%	7%	10%	7,337	7,269	7,842	7%	(1%)	8%
India	10	159,703	186,995	211,989	33%	17%	13%	15,677	14,393	15,568	(1%)	(8%)	8%
Indonesia	3	58,308	57,380	55,515	(5%)	(2%)	(3%)	7,333	6,538	6,694	(9%)	(11%)	2%
Ireland	11	215,203	251,023	230,133	7%	17%	(8%)	27,167	25,571	24,504	(10%)	(6%)	(4%)
Israel	95	1,570,402	1,609,759	1,889,758	20%	3%	17%	153,896	126,016	149,237	(3%)	(18%)	18%
Italy	1	10,266	10,777	8,877	(14%)	5%	(18%)	1,102	936	907	(18%)	(15%)	(3%)
Japan	4	68,141	77,507	66,174	(3%)	14%	(15%)	7,637	5,121	5,848	(23%)	(33%)	14%
Kazakhstan	3	43,222	56,180	62,155	44%	30%	11%	3,745	3,295	4,137	10%	(12%)	26%
Kuwait	10	117,901	130,715	132,873	13%	11%	2%	7,686	7,457	7,424	(3%)	(3%)	(0%)
Luxembourg	17	370,465	409,854	372,289	0%	11%	(9%)	22,905	23,209	21,987	(4%)	1%	(5%)
Macau	1	11,181	11,022	10,208	(9%)	(1%)	(7%)	885	875	843	(5%)	(1%)	(4%)
Malaysia	20	564,048	631,830	643,036	14%	12%	2%	62,960	59,470	63,398	1%	(6%)	7%
Mexico	1	11,498	13,964	19,103	66%	21%	37%	1,459	1,406	1,495	2%	(4%)	6%
Morocco	5	130,719	143,485	123,214	(6%)	10%	(14%)	15,087	14,899	13,775	(9%)	(1%)	(8%)
Netherlands	1	8,967	9,715	9,483	6%	8%	(2%)	179	170	317	77%	(5%)	87%
Peru	1	12,585	13,302	8,051	(36%)	6%	(39%)	809	699	600	(26%)	(14%)	(14%)
Philippines	3	31,117	33,855	38,874	25%	9%	15%	1,992	2,043	2,104	6%	3%	3%
Poland	2	18,237	20,898	18,906	4%	15%	(10%)	2,073	1,993	1,797	(13%)	(4%)	(10%)
Portugal	3	29,645	35,910	35,811	21%	21%	(0%)	2,636	2,526	2,567	(3%)	(4%)	2%
Qatar	2	27,984	32,578	36,822	32%	16%	13%	3,585	3,843	3,890	9%	7%	1%
Russia	17	458,293	509,388	438,760	(4%)	11%	(14%)	105,640	100,173	96,981	(8%)	(5%)	(3%)
Saudi Arabia	7	146,092	151,350	154,051	5%	4%	2%	15,348	14,831	15,249	(1%)	(3%)	3%
Singapore	9	134,580	143,722	141,374	5%	7%	(2%)	11,232	10,035	10,431	(7%)	(11%)	4%
South Africa	9	155,697	177,560	157,452	1%	14%	(11%)	14,081	12,607	11,564	(18%)	(10%)	(8%)
South Korea	18	388,070	466,779	405,459	4%	20%	(13%)	59,886	63,195	67,757	13%	6%	7%
Spain	11	244,776	297,183	295,791	21%	21%	(0%)	25,467	25,007	24,939	(2%)	(2%)	(0%)
Sweden	12	237,116	272,546	264,602	12%	15%	(3%)	20,095	19,151	19,799	(1%)	(5%)	3%
Switzerland	25	820,093	937,430	1,045,868	28%	14%	12%	71,754	69,067	75,435	5%	(4%)	9%
Taiwan	15	269,342	303,674	305,573	13%	13%	1%	20,426	19,524	21,011	3%	(4%)	8%
Thailand	10	113,445	137,955	149,607	32%	22%	8%	11,532	11,349	12,347	7%	(2%)	9%
Turkey	5	48,418	57,811	55,144	14%	19%	(5%)	5,063	4,989	5,136	1%	(1%)	3%
United Arab Emirates	2	28,496	29,234	36,890	29%	3%	26%	2,736	2,701	2,857	4%	(1%)	6%
United Kingdom	47	1,645,801	1,770,323	1,735,935	5%	8%	(2%)	171,383	153,695	153,931	(10%)	(10%)	0%
United States	362	10,709,094	11,001,790	12,208,875	14%	3%	11%	884,690	829,984	884,213	(0%)	(6%)	7%
Global	1,000	25,075,386	26,991,262	27,946,989	11%	8%	4%	2,352,175	2,194,548	2,301,433	(2%)	(7%)	5%
AsPac	311	5,399,914	5,882,770	5,868,870	9%	9%	(0%)	523,434	475,510	519,167	(1%)	(9%)	9%
New Zealand	35	55,538	46,165	53,133	(4%)	(17%)	15%	3,339	3,220	3,638	9%	(4%)	13%

²Refer page 7

Country	Number of Companies	P/E						Net Debt			EBITDA			(Net debt)/(EBITDA)		
		30 Jun 12	31 Dec 12	30 Jun 13	% Change			30 Jun 13	30 Jun 13	% Change	30 Jun 13	30 Jun 13	% Change			
		30 Jun 13	31 Dec 13	30 Jun 14	C vs A	B vs A	C vs B	D ²	E ²		F ²	G ²		30 Jun 13	30 Jun 14	
		A ²	B ²	C ²				D ²	E ²	F ²	G ²	D/F	E/G			
Africa and Middle East	26	9.7	11.1	11.0	14%	15%	(0%)	50,976	32,822	(36%)	79,499	77,674	(2%)	0.6	0.4	(34%)
AsPac: Japan (GAAP)	95	10.2	12.8	12.7	24%	25%	(1%)	681,505	633,029	(7%)	362,811	364,476	0%	1.9	1.7	(8%)
AsPac: Other	181	10.3	12.2	10.7	4%	18%	(12%)	556,489	495,911	(11%)	634,902	690,335	9%	0.9	0.7	(18%)
Europe	254	9.1	10.9	10.7	17%	20%	(2%)	1,619,515	1,481,845	(9%)	1,518,098	1,517,108	(0%)	1.1	1.0	(8%)
LatAm	46	11.6	13.9	12.7	10%	20%	(9%)	238,692	245,895	3%	171,765	176,269	3%	1.4	1.4	0%
North America	398	12.1	13.3	13.8	14%	10%	4%	1,594,814	1,366,019	(14%)	1,745,994	1,805,858	3%	0.9	0.8	(17%)
Global	1,000	10.7	12.3	12.1	14%	15%	(1%)	4,741,992	4,255,521	(10%)	4,513,070	4,631,721	3%	1.1	0.9	(13%)
Argentina	1	4.4	5.6	7.5	71%	28%	33%	3,053	2,719	(11%)	3,587	3,277	(9%)	0.9	0.8	(3%)
Australia	16	9.5	13.9	11.4	20%	46%	(18%)	106,710	105,536	(1%)	89,098	88,832	(0%)	1.2	1.2	(1%)
Austria	1	5.3	6.6	7.7	44%	24%	16%	3,229	2,920	(10%)	6,648	6,597	(1%)	0.5	0.4	(9%)
Belgium	4	15.3	16.7	15.6	2%	9%	(6%)	42,014	37,367	(11%)	20,064	21,550	7%	2.1	1.7	(17%)
Bermuda	3	12.4	15.1	14.7	19%	22%	(3%)	23,319	23,935	3%	12,680	13,527	7%	1.8	1.8	(4%)
Brazil	18	9.4	11.7	10.2	8%	24%	(13%)	148,640	161,789	9%	84,825	91,091	7%	1.8	1.8	1%
Canada	33	11.2	13.4	12.7	13%	19%	(5%)	177,283	182,821	3%	111,535	109,431	(2%)	1.6	1.7	5%
Channel Islands	7	15.1	17.5	15.5	3%	16%	(11%)	30,989	30,572	(1%)	13,743	14,551	6%	2.3	2.1	(7%)
Chile	44	10.2	11.7	9.9	(3%)	15%	(15%)	257,557	252,479	(2%)	193,004	217,423	13%	1.3	1.2	(13%)
China	2	11.9	14.5	13.7	15%	22%	(6%)	4,425	5,779	31%	18,041	15,788	(12%)	0.2	0.4	49%
Colombia	1	8.5	8.8	7.2	(15%)	3%	(18%)	8,829	8,934	1%	4,522	4,084	(10%)	2.0	2.2	12%
Denmark	5	14.6	15.4	13.9	(5%)	6%	(10%)	19,664	17,880	(9%)	22,568	22,425	(1%)	0.9	0.8	(8%)
Egypt	4	14.8	20.8	16.4	11%	41%	(21%)	5,182	4,113	(21%)	6,056	7,466	23%	0.9	0.6	(36%)
Finland	37	10.4	11.9	12.0	16%	15%	1%	243,620	218,707	(10%)	214,363	211,758	(1%)	1.1	1.0	(9%)
France	30	8.7	11.0	10.5	20%	26%	(4%)	164,550	133,315	(19%)	217,052	212,173	(2%)	0.8	0.6	(17%)
Germany	20	11.2	13.0	11.3	1%	16%	(12%)	26,224	16,088	(39%)	96,326	103,958	8%	0.3	0.2	(43%)
Greece	24	12.6	13.8	12.8	2%	10%	(7%)	19,143	8,835	(54%)	52,933	56,415	7%	0.4	0.2	(57%)
Hong Kong	8	14.5	15.7	16.0	10%	8%	2%	2,510	1,618	(36%)	11,274	12,143	8%	0.2	0.1	(40%)
India	10	10.2	13.0	13.6	34%	28%	5%	13,957	8,191	(41%)	24,154	24,285	1%	0.6	0.3	(42%)
Indonesia	3	8.0	8.8	8.3	4%	10%	(5%)	9,534	5,639	(41%)	9,479	9,117	(4%)	1.0	0.6	(39%)
Ireland	11	7.9	9.8	9.4	19%	24%	(4%)	170,654	165,946	(3%)	104,175	100,586	(3%)	1.6	1.6	1%
Israel	95	10.2	12.8	12.7	24%	25%	(1%)	681,505	633,029	(7%)	362,811	364,476	0%	1.9	1.7	(8%)
Italy	1	9.3	11.5	9.8	5%	24%	(15%)	1,353	381	(72%)	2,048	1,944	(5%)	0.7	0.2	(70%)
Japan	4	8.9	15.1	11.3	27%	70%	(25%)	22,280	19,467	(13%)	13,297	13,488	1%	1.7	1.4	(14%)
Kazakhstan	3	11.5	17.1	15.0	30%	48%	(12%)	529	914	73%	3,604	4,515	25%	0.1	0.2	38%
Kuwait	10	15.3	17.5	17.9	17%	14%	2%	1,850	193	(90%)	13,951	13,840	(1%)	0.1	0.0	(90%)
Luxembourg	17	16.2	17.7	16.9	5%	9%	(4%)	52,807	45,576	(14%)	50,210	50,524	1%	1.1	0.9	(14%)
Macau	1	12.6	12.6	12.1	(4%)	(0%)	(4%)	695	654	(6%)	1,945	1,962	1%	0.4	0.3	(7%)
Malaysia	20	9.0	10.6	10.1	13%	19%	(5%)	112,166	105,175	(6%)	129,713	137,299	6%	0.9	0.8	(11%)
Mexico	1	7.9	9.9	12.8	62%	26%	29%	945	898	(5%)	1,167	1,566	34%	0.8	0.6	(29%)
Morocco	5	8.7	9.6	8.9	3%	11%	(7%)	16,635	18,578	12%	56,655	48,110	(15%)	0.3	0.4	32%
Netherlands	1	50.1	57.3	29.9	(40%)	14%	(48%)	3,889	4,340	12%	400	390	(3%)	9.7	11.1	15%
Peru	1	15.6	19.0	13.4	(14%)	22%	(30%)	-1,223	-540	(56%)	1,360	1,037	(24%)	-0.9	-0.5	(42%)
Philippines	3	15.6	16.6	18.5	18%	6%	12%	4,189	4,363	4%	4,014	3,990	(1%)	1.0	1.1	5%
Poland	2	8.8	10.5	10.5	20%	19%	0%	1,548	2,955	91%	4,081	3,983	(2%)	0.4	0.7	96%
Portugal	3	11.2	14.2	14.0	24%	26%	(2%)	26,525	26,156	(1%)	7,297	7,455	2%	3.6	3.5	(3%)
Qatar	2	7.8	8.5	9.5	21%	9%	12%	4,692	1,495	(68%)	7,079	5,032	(29%)	0.7	0.3	(55%)
Russia	17	4.3	5.1	4.5	4%	17%	(11%)	125,171	124,103	(1%)	170,735	172,914	1%	0.7	0.7	(2%)
Saudi Arabia	7	9.5	10.2	10.1	6%	7%	(1%)	28,917	20,087	(31%)	29,166	30,434	4%	1.0	0.7	(33%)
Singapore	9	12.0	14.3	13.6	13%	20%	(5%)	20,299	18,889	(7%)	17,323	16,979	(2%)	1.2	1.1	(5%)
South Africa	9	11.1	14.1	13.6	23%	27%	(3%)	4,425	3,347	(24%)	22,681	21,048	(7%)	0.2	0.2	(18%)
South Korea	18	6.5	7.4	6.0	(8%)	14%	(19%)	89,586	60,807	(32%)	106,183	117,728	11%	0.8	0.5	(39%)
Spain	11	9.6	11.9	11.9	23%	24%	(0%)	169,046	151,945	(10%)	79,598	77,493	(3%)	2.1	2.0	(8%)
Sweden	12	11.8	14.2	13.4	13%	21%	(6%)	21,053	14,614	(31%)	32,888	32,004	(3%)	0.6	0.5	(29%)
Switzerland	25	11.4	13.6	13.9	21%	19%	2%	120,049	95,652	(20%)	108,027	119,093	10%	1.1	0.8	(28%)
Taiwan	15	13.2	15.6	14.5	10%	18%	(6%)	6,196	2,463	(60%)	27,346	32,058	17%	0.2	0.1	(66%)
Thailand	10	9.8	12.2	12.1	23%	24%	(0%)	17,807	19,386	9%	19,446	22,064	13%	0.9	0.9	(4%)
Turkey	5	9.6	11.6	10.7	12%	21%	(7%)	2,299	1,790	(22%)	9,612	9,385	(2%)	0.2	0.2	(20%)
United Arab Emirates	2	10.4	10.8	12.9	24%	4%	19%	415	321	(23%)	5,934	6,573	11%	0.1	0.0	(30%)
United Kingdom	47	9.6	11.5	11.3	17%	20%	(2%)	331,045	324,036	(2%)	286,596	284,961	(1%)	1.2	1.1	(2%)
United States	362	12.1	13.3	13.8	14%	10%	4%	1,394,213	1,159,263	(17%)	1,621,779	1,682,900	4%	0.9	0.7	(20%)
Global	1,000	10.7	12.3	12.1	14%	15%	(1%)	4,741,992	4,255,521	(10%)	4,513,070	4,631,721	3%	1.1	0.9	(13%)
AsPac	311	10.3	12.4	11.3	10%	20%	(9%)	1,256,205	1,146,732	(9%)	1,005,083	1,063,705	6%	1.2	1.1	(14%)
New Zealand	35	16.6	14.3	14.6	(12%)	(14%)	2%	18,210	17,792	(2%)	7,371	8,894	21%	2.5	2.0	(19%)

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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.

KPMG is consistently at the forefront of the global leaderboard for advising on more transactions than any other firm according to Thomson Financial Securities Data. This means we offer you proven skills to seize transactional opportunities and cut through to greater success in an increasingly volatile and complex trading environment.

If you would like to know more about the corporate finance services we offer please call us on 09 367 5800

Individual partner contact details are over the page.

OUR CORPORATE FINANCE SERVICES INCLUDE

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Are you focussed on maximising the sale value of your business? We regularly act as lead adviser providing guidance on: deal timing, sourcing and contacting likely buyers, valuation, bid management and negotiating key terms.

ACQUISITION ADVICE

Are you looking to secure a target asset? We review whether the target fits your strategic direction, offer valuation guidance, assist in formulating your offer, perform due diligence and negotiate your offer to completion.

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Are you looking for a trusted partner in this area? We provide lead financial advisory assistance in complex and high profile public takeovers and mergers across the capital markets. This includes both those agreed between the parties, and those which are unsolicited or hostile.

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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, assesment of financial losses, fraud investigations and purchase price disputes.

Notes and References

² **A** Consensus forecasts in existence on 30 June 2012 in respect of the year ending 30 June 2013 for net profit and P/E • **B** Consensus forecasts in existence on 31 December 2012 in respect of the year ending 31 December 2013 for net profit and P/E • **C/G** Consensus forecasts in existence on 30 June 2013 in respect of the year ending 30 June 2014 for net profit, P/E and EBITDA • **D** Actual/consensus net debt forecasts in existence on 30 June 2013 in respect to the closest fiscal year end to 30 June 2013 • **E** Consensus forecasts in existence on 30 June 2013 in respect of the closest fiscal year end to 30 June 2014 • **F** Consensus forecasts in existence on 30 June 2013 in respect of the year ending 30 June 2013.

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