

“Using local ties  
to make cross-border  
connections”



Dublin, Melbourne, 20 December 2023

### Global M&A Partners joins forces with Nash Advisory in Australia and New Zealand.

Nash Advisory, founded in 2017, is a leading boutique corporate advisory firm based in Melbourne, Australia. Nash Advisory has a team of ~20 investment banking professionals, specialising in mid-market transactions between \$10m and \$200m. Nash are specialists in working with private clients on sell-side transactions to maximise the value of their business exit event. Typically, Nash sells businesses to local and international corporates as well as mid-market private equity firms. Our buy-side teams form long-lasting relationships with corporates to provide ongoing support for bolt-on acquisitions and strategic consulting.

Since 2017 Nash Advisory has completed over 50 transactions across consumer, waste management, healthcare, education, infrastructure, tourism, software, and consulting services, with total transaction values in excess of \$1bn.

Nash Advisory is located in Melbourne with a total staff of 20 people. In 2023, the team completed 6 transactions across several industries including:

- ✓ Consulting
- ✓ Food
- ✓ Healthcare
- ✓ Tourism

Key Highlights about Australia’s M&A:

- There are approximately ~900 reported M&A transactions in Australia per annum.
- In 2022, the most active sectors, by number of transactions, were:
  1. **Financials** – Total value: USD\$6.263bn (approx. ~179 transactions)
  2. **Real Estate** – Total value: USD\$4.688bn (approx. ~134 transactions)

3. **Industrials** – Total value: USD\$3.472bn (approx. ~99 transactions)
4. **Communication Services** – Total value: USD\$3.405bn (approx. ~97 transactions)
5. **Information Technology** – Total value: USD\$3.361bn (approx. ~96 transactions)

In 2022, inbound cross-border transactions represented about **336** transactions. The main acquisitive countries were **North America (136 transactions)**, **Europe, Middle East, & Africa (128 transactions)**, and **Asia Pacific (excl. Australia) (66 transactions)**.

In 2022, outbound cross-border transactions represented about **246** transactions. The main countries of investments were **Europe, Middle East, & Africa (100 transactions)** and **North America (79 transactions)**.

Global M&A Partners is a leading international partnership of independent M&A advisory firms and professionals, specializing in cross-border transactions. All of Global M&A Partners' advisors have long-standing track records advising on diverse cross-border transactions in key sectors worldwide. Combining deep local knowledge in different geographies with comprehensive sector expertise, Global M&A Partners offers tailor-made advisory teams that guide clients throughout their transactions, thus ensuring a successful outcome.

We have a particularly strong track record in the following industries:

- Aerospace & Defence
- Automotive
- Branded consumer products
- Business Services
- Energy and Mining
- Food & Beverage
- Healthcare & Pharmaceuticals
- Industrials
- Leisure
- Maritime & Offshore
- Packaging
- Technology & Media





Since 2010, our Global M&A Partners advisors have closed over 2,000 transactions with an aggregate deal value in excess of €60 billion.

The execution of cross-border M&A deals involving different countries is a pillar of GMAP's strategy. In the last 12 months, more than 20 cross-border deals were closed between the partners involving a variety of locations across the globe.
















Global M&A Partners was created in 1999 and has local teams in over 40 countries around the globe.

For further information about Global M&A Partners, please see <https://globalma.com/home>

Recent transactions in Australia include:

<p><b>IT &amp; Digital</b></p>   <hr/> <p>Nash advised <b>Fujitsu</b> on its acquisition of <b>MF &amp; Associates</b></p> <p><b>2023</b></p>	<p><b>Food</b></p>   <hr/> <p>Nash advised <b>Crackerjack Foods</b> on its divestment to <b>Lamb Weston</b> [NYSE:LW]</p> <p><b>2023</b></p>	<p><b>Professional Services</b></p>   <hr/> <p>Nash advised <b>Red Earth Engineering</b> on its divestment to <b>Geosyntec Consultants</b></p> <p><b>2022</b></p>
<p><b>eCommerce</b></p>   <hr/> <p>Nash advised <b>STEDI</b> on its divestment to <b>GPC</b> [NYSE:GPC]</p> <p><b>2022</b></p>	<p><b>IT &amp; Digital</b></p>   <hr/> <p>Nash advised <b>Fujitsu</b> on its acquisition of <b>Enable Professional Services</b></p> <p><b>2022</b></p>	<p><b>IT &amp; Digital</b></p>   <hr/> <p>Nash advised <b>Fujitsu</b> on its acquisition of <b>Oobe</b></p> <p><b>2022</b></p>

Global M&A Partners transactions in other countries include:

  <p>Engageware has acquired 100% of AIVO. Fenix Partners acted as financial advisor to the sellers.</p>  <p>Fenix Partners Advisor to the seller</p>  	  <p>Exclusive advisory to Spaço Agrícola on the sale of majority stake to Mexican Tepeyac</p>  <p>Condere &amp; Rión Advisor to the seller</p>   	  <p>Nobis, a premium outerwear and accessory brand, has established a joint venture to enter China with Ellassay Group</p>  <p>Crosbie &amp; Company Inc. Advisor</p>  
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**Hoval** | Undisclosed Holding Co.

Minority sale of a CHF 400m turnover HVAC company

GLOBAL M&A PARTNERS

Zetra AG  
Advisor to the seller 

**C PALERMO** | SOCIEDAD PORTUARIA

Advisory on the financial structuring of a USD 33 million project financing through a corporate bond

GLOBAL M&A PARTNERS

Banicol  
Advisor 

Enerim's Smart Meter Operations business | **Aidon**

Aventum advised Enerim on the divestment of its Smart Meter Operations business

GLOBAL M&A PARTNERS

Aventum Partners  
Advisor to the seller 

**VMI** | volution

FDC advised Ventilairsec (manufacturer of Mechanical Insufflation Ventilation - VMI) in its sale to Volution Group (UK)

United Kingdom | France | GLOBAL M&A PARTNERS

Financière de Courcelles  
Advisor to the seller 

**ADLER** | EMERAM CAPITAL PARTNERS  
SMART SOLUTIONS

German photovoltaic and eMobility charging infrastructure developer partners with growth investor EMERAM

GLOBAL M&A PARTNERS

IOM Advisory GmbH  
Advisor to the seller 

**LASZLOPACK** Kft. | Constantia Flexibles  
Műanyagipari vállalkozás

Sale of Laszlopack, a leading Hungarian manufacturer of flexible packaging products to Austrian Constantia Flexibles

Austria | Hungary | GLOBAL M&A PARTNERS

Invescom Corporate Finance  
Advisor to the seller 

**Tarya** | Luzon

Luzon acquired Tarya P2P for \$110M. Tarya uses advanced technologies of fintech and big data

GLOBAL M&A PARTNERS

Value Base M&A  
Advisor to the seller 

**English Gate** | globeducate  
SCHOOL  
Importing Life Through Education  
Shaping the world

Globeducate acquires 100% of English Gate School


GLOBAL M&A PARTNERS

Broletto Corporate Advisory  
Advisor to the seller 

**GranIHC**

Exclusive advisory services to Royal IHC on the sale of the entire stake in GranIHC.

Brazil | Netherlands | GLOBAL M&A PARTNERS

JBR & Condere  
Advisor to the seller 

**certhon** | **DENSO**  
Crafting the Core

Japan's DENSO Corporation becomes full owner of Certhon Group, having already acquired a minority stake in 2020

Japan | **GLOBAL M&A PARTNERS**  
Netherlands

JBR  
Advisor to the seller 

**METIZOFT** | **Dovetail nysnø**  
Klimainvesteringer

Sale of Metizoft (minority stake) to Dovetail and Nysnø Klimainvesteringer

**GLOBAL M&A PARTNERS**

Saga Corporate Finance  
Advisor to the seller 

Sociedad Agricola Drokasa S.A. | Grupo Hame

Advisory to Grupo Hame in the acquisition of AgroKasa Holdings S.A. and its subsidiary Sociedad Agricola Drokasa S.A.

Guatemala | **GLOBAL M&A PARTNERS**  
Peru

Macroinvest & RIÓN  
Advisor to the buyer 

**MABO** *farma* | **PharmaS**

PharmaS Group, based in Croatia, has acquired a majority stake in Mabo Farma, a Spanish generics company.

Croatia | **GLOBAL M&A PARTNERS**  
Spain

Anquor Corporate Finance  
Advisor to the seller 

**GreenPowerHire** | **Speedy**

Sale of Green Power Hire, the UK's leading owner and supplier of Battery Storage Units, to Speedy Hire Plc

**GLOBAL M&A PARTNERS**

Cooper Parry Corporate Finance  
Advisor to the seller 

**OnTheMarket** | **CoStar Group**

Zeus advised OnTheMarket Plc on its £99m recommended cash offer from NASDAQ 100 listed, CoStar Group Inc

USA | **GLOBAL M&A PARTNERS**  
United Kingdom

Zeus  
Advisor to the seller 

**GATESAIR** | **THOMSON BROADCAST**

Thomson Broadcast Becomes Global Leader with Acquisition of GatesAir

France | **GLOBAL M&A PARTNERS**  
USA

Meridian Capital LLC & Financière de Courcelles  
Advisor to the buyer  

**CIRCON ENVIRONMENTAL** | **COVANTA**

Circon Environmental acquired by Covanta.

**GLOBAL M&A PARTNERS**

Brown Gibbons Lang & Company  
Advisor to the seller 