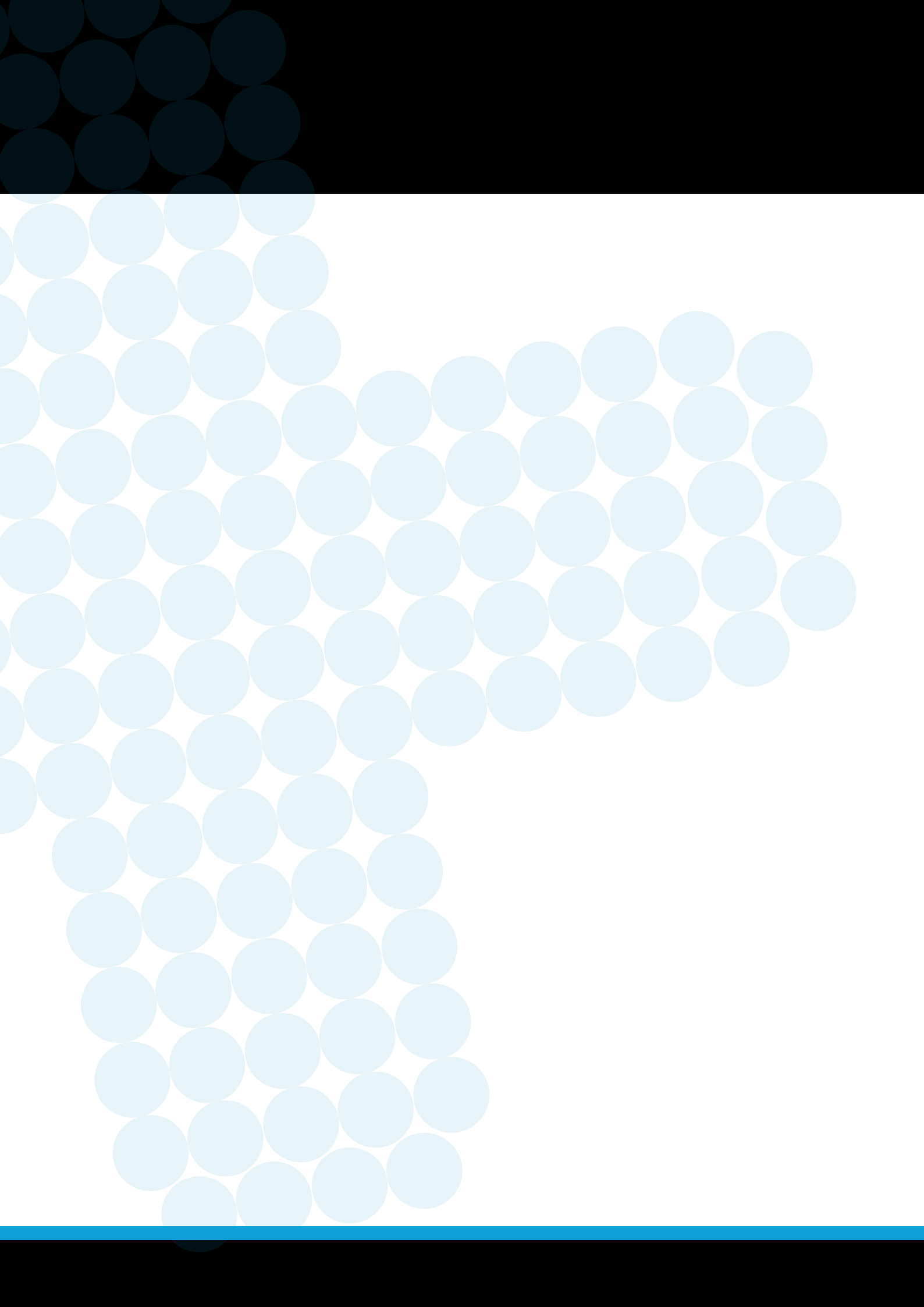




SUCCESSION PLUS

Investment Overview

March 2016





Succession Plus has been working with business owners to design and implement strategic exit plans focused on maximising the value of their businesses. This often involves raising capital to fund growth or acquisitions leading up to an exit.

The businesses showcased in this booklet have been working with us for a long time. Each is well prepared to attract investors, business partners and entrepreneurs who have an interest in profitable, well managed and long term sustainable businesses. I invite you to review this overview and contact us for further information.

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March 2016



SPORTING AND ACADEMIC TRAINING ACADEMY

BUSINESS STAGE

Growth

SECTOR

Education

LOCATION

Sydney – NSW - National

YEAR FOUNDED

2013

TURNOVER

2016: AU\$5.37M (forecast)
2015: AU\$876K
2014: AU\$885K

EBIT

2016: AU\$2.48M (forecast)
2015: A \$356K
2014: A \$296K

SEEKING

AU\$2M Investment

CONTACT

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EXECUTIVE SUMMARY:

This business provides school leavers with elite training in the field of sport they are interested in, as well as developing students' academic skill set. Students are trained, coached and mentored by Australia's top athletes in their respective fields. Furthermore, participants attain a diploma of business, sports management or sports development, and qualifications in fitness, first aid, coaching and umpiring.

The courses are supported by VET FEE-HELP, enabling a wider range of students to participate in the course.

COMPETITIVE ADVANTAGES:

The differentiation of the business from its competitors is its offering of both specialised athletic and sports training, and the academic courses offered. Furthermore, the business has several 'academies' which provide tailored training for the particular sport, in addition to strength and conditioning training, whilst competitors only offer the latter.

The business is VET FEE-HELP supported, and as such becomes much more accessible to a wider range of potential students. Its academic aspect results in students gaining easier access to university after completion of the course, as well as improved skills and performance.

KEY INVESTMENT HIGHLIGHTS:

Over the past 3 years, the business has partnered with training facilities to deliver fitness qualifications and coaching to participants. These arrangements include long term licensing arrangements and potential acquisitions of training businesses.

EXPANSION STRATEGY:

Debt raised would enhance organic growth, increasing the number of academies set up, and enable the company's acquisition strategy. Furthermore, funds raised will contribute to the business' plans to expand their offering to overseas markets, and improve their technology.

CORPORATE STRUCTURE:

Privately held business.



CLEAN TECHNOLOGY COMPANY

BUSINESS STAGE

Growth

SECTOR

Clean Technology: Energy Efficiency

LOCATION

NSW, Australia

YEAR FOUNDED

2006

TURNOVER

2013: AU\$1.19M

2014: AU\$1.36M

2015: AU\$1.59M

2016B: AU\$5.7M

2017F: AU\$14.3M

2018F: AU\$28.7M

EBIT

2013: AU\$73K

2014: AU\$(304K)

2015: AU\$(298K)

2016B: AU\$1.3M

2017F: AU\$4.6M

2018F: AU\$10.3M

SEEKING

AU\$1.0M expansion capital

CONTACT

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EXECUTIVE SUMMARY:

This privately owned business specialises in the design, supply and installation of geexchange heating and cooling systems for the residential and commercial sectors across Australia, New Zealand and select projects in Asia.

The global geexchange or ground source heat pump industry is a multi-billion dollar industry centred in the USA and Northern Europe. With a global focus on energy efficiency, carbon reduction, combined with the increasing costs of electricity and heating gas, Navigant Research in their 2013 report estimated a trebling of the global industry by 2020 to in excess of US\$17 billion.

The vision for this company is to be the leading local force toward integrating geexchange systems into the mainstream of the A\$12 billion Australian air conditioning industry.

COMPETITIVE ADVANTAGES:

Since its formation in 2006, the company has developed the local geexchange industry, maintained its leadership role and developed a reputation as the industry leader through its experience, expertise, integrity and professionalism.

It is well placed to capitalise on the expected high industry growth attributable to:

- Its unrivalled network of leading business partners including key industry bodies, major research centres including the CSIRO and national universities;
- the most experienced and qualified team of geexchange professional installers in the country
- a growing client base and referrer network spanning major commercial and residential customers;
- its exclusive relationships with international equipment suppliers; and
- its preeminent experience of its leadership team that set the standard in knowledge and application of the technology.

The company is also a respected educator and provides training and international certification to local contractors.

KEY INVESTMENT HIGHLIGHTS:

The Group is now seeking capital investment to help fast track the development of the Group to allow it to capitalise on the expected growth in the industry and consolidate its leading market position.

CORPORATE STRUCTURE:

Privately held company.



MULTI-DISCIPLINED ELECTRICAL AND DATA GROUP

BUSINESS STAGE

Mature

SECTOR

Construction

LOCATION

Sydney – NSW - National

YEAR FOUNDED

Flagship company - 1994

TURNOVER

2014: AU\$17M

EBIT

2014: AU\$2.7M

SEEKING

AU\$12M Sale of Business

EXECUTIVE SUMMARY:

This group of companies provides electrical design, construction and installation services across varying industry sectors. The business units do not directly compete and provide complementary services while providing a “whole of services” picture to clients.

The group has progressed from a single, small electrical services firm that commenced in the 1990s to an industry leading, electrical services contracting business comprised of four integral companies engaged in significant scale projects, in an attractive market niche.

COMPETITIVE ADVANTAGES:

The differentiation of the business from its competitors is its ability to offer a comprehensive platform of electrical services which allows clients to save on a range of administrative, technical and other relationship costs as well as the advantages of “one stop shopping”.

The economies of scale enjoyed by the group means it is able to contract for large projects and is perfectly structured to take on major project works. The unique on-line library of forms and quick access to it, is central to improving the group’s competitive position, its staff enablement and lean operating cost structure.

KEY INVESTMENT HIGHLIGHTS:

The group has used the past five years to build capacity in technology and staffing to undertake large projects but reduce risk by offering services through smaller and lower tier projects as well as services in automation, voice and audio, fibre and data.

EXIT STRATEGY:

The owners believe that a high level of capacity has been utilised in the business and see strong potential in the maintenance and ancillary services areas of the industry that a potential acquirer could further capitalise on as well as the proven business growth strategies employed by the Group in an attractive market niche and achieving best in class profit margins.

CORPORATE STRUCTURE:

Privately held family business.

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SECURITY SYSTEMS COMPANY – INSTALLATION AND MONITORING

BUSINESS STAGE

Mature

SECTOR

Security system installation and monitoring

LOCATION

Sydney, Australia

YEAR FOUNDED

2003

TURNOVER

2014: AU\$2.2M

EBIT

2014: AU\$0.27M

SEEKING

Sale of Business: AU\$2M

EXECUTIVE SUMMARY:

The business is an Australian, privately owned company. The company carries an enviable reputation in the Security System Industry through its passion for providing great customer service. The company's leading edge comes from a successful history of operation with long term experts managing and working in the business. The business was founded in 2003 by a leading figure in the Australasian monitoring systems market, who founded its predecessor in New Zealand in 1963. That business was eventually blended into NZ's leading security business.

COMPETITIVE ADVANTAGES:

The company has a number of competitive advantages which sustain its position in the marketplace:

- The full range of industry products and services are provided, including the necessary people, processes and skill set to win clients, install security equipment and monitor security, to offer on-site guard and patrol services. Capability to access, diagnose and service alarms and CCTV remotely, complements the business offering.
- Many key clients are in the retail, commercial and industrial space, which collectively, are expected to grow beyond the national average of 2.2% over the next decade.
- Clients are serviced using a network of internal staff, external installers and national contractors working seamlessly around firm head office guidelines and procedures.
- The business has an outstanding reputation for monitoring and response systems with 24-hour service back up.
- "Enthusiasm for Outstanding Service" is the company's catchphrase and the high customer retention matches the founder's belief that "the road to success is paved with happy customers".

CONTACT

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KEY INVESTMENT HIGHLIGHTS:

The business has invested strongly in its systems and people. The functional lines that drive the company's management means more time is invested in servicing the client than administration.

EXIT STRATEGY:

The owners are ready and willing to undertake the complete sale of business

CORPORATE STRUCTURE:

Private, family owned business.



INTERNET OF THINGS DISRUPTOR

BUSINESS STAGE

Seed

SECTOR

Emerging technology

LOCATION

Sydney, Australia

YEAR FOUNDED

2015

SEEKING

Seed round: AU\$1M

Expansion: AU\$3M

Exit: at valuation

CONTACT

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EXECUTIVE SUMMARY:

This company seeks to bring disruptive technology into the Australian market (with subsequent international expansion plans) in the form of a wireless fabric for the Internet of Things. The product was developed by a company headquartered in California, USA. Its disruptive potential is without bounds.

COMPETITIVE ADVANTAGES:

- The product's credentials in wireless connectivity, power efficiency, security and scalability makes it a leader in the wireless fabric industry.
- An expansion strategy has been carefully defined and documented.
- The management team are very well-versed in the market dynamics and technology of the Internet of Things industry and have developed a world beating solution.

KEY INVESTMENT HIGHLIGHTS:

- Exclusive Intellectual Property licence with globally patented technology for the Internet of Things.
- Partnered and backed by an electronic security company and a related automation company whose:
 - management team brings over 10 years' experience delivering lighting automation services
 - existing databases of security and lighting automation and clients extends across Australia

EXIT STRATEGY:

Three stages of business development have been carefully planned - seed, expansion and exit. The favoured approach is to adopt an international licencing strategy but other options include trade sale acquisition and Initial Public Offering.

CORPORATE STRUCTURE:

Seeking private investment from investors by invite.



FINANCIAL SERVICES GROUP

BUSINESS STAGE

Mature

SECTOR

Financial Services, Real Estate

LOCATION

Sydney, Australia

YEAR FOUNDED

2004

TURNOVER

2015: AU\$9M

2019: AU\$30M

EBIT

2015: AU\$2M

2019: AU\$12M

SEEKING

AU\$5M expansion capital

EXECUTIVE SUMMARY:

This private business is building a national financial services group, on the foundation of the founder's highly successful Sydney-North Shore real estate business. The founder's business was rebranded in 2015, and is growing rapidly.

Over the period leading to 2020, this business will include seamless integration of normal day to day operations of any successful real estate business, such as sales and property management; with mortgage broking, wealth and financial intelligence education, conveyancing, buyers service for national and international markets, investment property research and investment property sales. Several Joint Venture agreements are already in place delivering these auxiliary services to real estate clients.

COMPETITIVE ADVANTAGES:

The business model has a number of competitive advantages which will sustain and strengthen its position in the market:

- Highly experienced team
- Integrated services model designed to exploit cross-referral opportunities between the varied service offerings
- A degree of transparency and support functions to be offered to businesses in the group, not seen in other financial services groups in Australia
- Employee owned vs traditional franchise

KEY INVESTMENT HIGHLIGHTS:

Expansion will be carried out in 4 Stages. Stage 1 has been completed through the rebranding and associated business systems and marketing material. Stage 2 has also commenced through approval in principle received from Macquarie Bank in the form of a \$10m debt facility. This is to assist in funding initial acquisitions. Acquisition negotiations are under way with 4 offices in NSW.

Stage 3, which was completed in March 2015, launched the new brand including 5 offices in Sydney NSW and Stage 4, national expansion, is expected to be completed by 2019.

EXIT STRATEGY:

Initial Public Offering in 2020.

CORPORATE STRUCTURE:

Privately held company

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REAL ESTATE GROUP

BUSINESS STAGE

Expansion

SECTOR

Financial Services, Real Estate

LOCATION

Sydney, Australia

YEAR FOUNDED

2004

PROPERTY MANAGEMENT BUSINESS REVENUE:

2014: AU\$3.5M

2015: AU\$3.6M

2016: AU\$4.5M

2020: AU\$6.3M

SALES EBIT

2014: AU\$1.3M

2015: AU\$1.2M

2016: AU\$1.5M

2020: AU\$2.6M

PROPERTY SALES BUSINESS REVENUE

2014: AU\$1.4

2015: AU\$6.6M

2016: AU\$10.8M

2020: AU\$13.5M

PROPERTY MANAGEMENT BUSINESS EBIT

2014: AU\$0

2015: AU\$1.1M

2016: AU\$2.4M

2020: AU\$4.3M

SEEKING

AU\$5M – \$10M expansion capital

CONTACT

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EXECUTIVE SUMMARY:

This group of rental management agencies and real estate sales businesses are owned and managed by some of Australia's most successful industry professionals. On offer to investors is access to a series of NSW Rental Management Agencies (RMAs), all highly successful, through an investment trust. Each have been strategically selected and possess different life-cycle, returns and growth potential characteristics, providing investment diversification.

COMPETITIVE ADVANTAGES:

- A highly respected management team that have been working together for many years
- A unique approach to designing the rental management agency which allows for centralised support services, economies of scale and rapid integration of acquired rent rolls. This approach has been tested successfully in the founders' existing RMAs
- Formal support from Macquarie Bank to finance acquisitions to a 60% LVR-level.

KEY INVESTMENT HIGHLIGHTS:

To enable growth and succession, the founders are making 96 \$25,000 units available to investors exclusively by invitation. A single capital round is being sought in 2016, with their exit strategy to culminate by 2020.

EXIT STRATEGY:

A determination will need to be made by 2020 whether to continue the ownership of the business as it stands at the time, which is anticipated to be a highly sustainable commercial business with no required managerial or strategic involvement of owners (Option A), to pursue an Initial Public Offering (IPO – Option B) or to pursue a strategic trade sale, to a larger industry player (Option C).

CORPORATE STRUCTURE:

A group of commonly owned, privately held companies and unit trusts.



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