THE AUSTRALIAN

SE Business

HD **DATAROOM**

BY Edited by Bridget Carter and Gretchen Friemann
WC 1,017 words
PD 20 November 2014
SN The Australian
SC AUSTLN
ED Australian
PG 24
LA English

LP

Nine, UBS working on potential Ticketek **sale** NINE Entertainment is working with investment bank UBS on a potential **sale** of its Ticketek business and its rights to manage Sydney's Allphones Arena, in a deal expected to be worth about $360 million, according to sources.

Nine has denied the business is for **sale** but sources say a divestment of the enterprise is on the cards.

TD

Ticketek is a leading ticketing services provider to the live events industry in Australia and New Zealand, and is the largest participant by ticket sales volume in Australia.

It issues more than 22 million tickets per annum in Australia and New Zealand and has over 135 exclusive ticketing services contracts with venue and promoter clients.

Allphones Arena, meanwhile, is Australia's largest indoor entertainment arena, seating 21,000 people, and is one of the world's top 10 concert arenas by ticket sales volume.

The free-to-air television network owns the management rights of the indoor stadium in western Sydney.

The two businesses together have annual earnings before interest, tax, depreciation and amortisation of about $60m.

The combined price tag is expected to reach close to $360m.

Private equity firms are viewed as the most likely buyers.

Ardent Leisure, the listed entertainment **company** that owns Dreamworld amusement **park**, may also emerge as a potential suitor.

The latest speculation follows the termination of Nine's talks to acquire oOh! Media.

Champ Private Equity yesterday set the pricing range for an initial public offering of the outdoor advertiser at between 8.2 times to 8.8 times its forecast EBITDA, equating to a market value of between $401m and $431m.

That compares to 9.4 times EBITDA for rival APN Outdoor, which finished 10c higher on its first day of trade last week, after initially pricing at $2.55 per share. Yesterday, APN closed at $2.63.

The oOh! Media deal has been executed by Macquarie **Group** and Highbury Partnership.

Macquarie digs deep ABU Dhabi's sovereign wealth fund, ADIA, has funnelled $300 million into Logos **Property**, the fund manager and developer now partially owned by Macquarie Capital.

The arrival of this latest deeppocketed investor bolsters an already formidable line-up for Logos with joint ventures also struck with GIC, the Singaporean wealth fund, and Blackstone, the New York private equity giant.

According to sources, Macquarie's unlisted property team, led by Brett Robson, reeled in ADIA as part of its new fundraising strategy. The investment bank that once made a fortune from externally-managed real estate trusts is returning to an ownership model.

However, this time round Macquarie will have no input into the operational management, rather it intends to adopt strategic stakes and pursue co-investment opportunities.

The investments will be held on the bank's balance sheet and are likely to substantially augment the profits from its property division.

Macquarie's unlisted real estate team started out as a placement agency but in the run-up to the global financial crisis it became a crucial investor to a number of its key clients like Charter Hall Group, in which it still holds a stake, as well as Goodman Group.

Yet as the listed sector has returned to rude health, Macquarie has sought out fresh revenue streams.

Its 30 per cent-plus investment in Logos, founded by former Goodman executives, enables it to reap a share of the profits while its co-investment mandate aligns the bank more closely to clients like ADIA.

The developer ranks as one of the sizeable players in Australia's logistics sector and is gradually amassing a portfolio in China.

Macquarie and Logos were unavailable for comment.

Eureka set for $1bn deal EUREKA Funds Management is in on course to win a mandate of up to $1 billion from Union Investment Real Estate, a subsidiary of Germany's DZ Bank, as a steady influx of offshore buyers continues to pursue the relatively high yields on offer in Australia's commercial property market.

According to sources, Union, with €22bn ($32bn) under management, approached three rival firms before entering final stage negotiations with Eureka. The scale of the mandate ranges between $500 million and $1bn, as the German institution aims to amass a portfolio of investmentgrade properties in Sydney, Brisbane, Melbourne and Perth.

Eureka, a $3.7bn funds management business led by industry veteran Bob Kelly, declined to comment on the mooted deal.

However Union's expansion in Australia follows its $200.6m foray into the market earlier this year with the acquisition of an office tower development in Brisbane, underlining the comparative appeal of commercial office yields.

IPH has stellar debut THE staggering lift in the share price of patent attorney firm IPH in its debut ASX performance yesterday may pave the way for other professional services companies to capitalise on the buoyant market conditions.

IPH - previously known as Spruson and Ferguson - closed almost 50 per cent higher than its $2.10 listing price, finishing up $1 to $3.10 in weaker trade.

The $488 million business specialises in managing intellectual property rights throughout the Asia-Pacific region for clients such as Boeing and Facebook, and had attracted strong demand from fund managers from the start.

A steady earnings growth profile for the business is believed to be a major drawcard.

Reaping a major windfall from the deal will be the firm's owners, who have already cashed out by selling half the business and have seen their remaining stake lift in value by $122m.

The strong appetite for IPH comes as other initial public offering prospects have recently been shelved, such as a float of Tasman Lifestyle and that of food distributor Greens, which was suspended yesterday.

Other firms earmarked for floats next year are MYOB and software firm Wisetech along with Barry Smorgon's manufacturing company Jalco, which is using investment bank Moelis as adviser for a potential initial public offering in February next year.The business, which makes supermarket products, had been working with advisers Grant Samuel for a **sale** or listing worth around $90m.

CO	pblbme : Nine Entertainment Co. | tiktek : Ticketek Pty Ltd
IN	i831 : Financial Investments | iinv : Investing/Securities | ifinal : Financial Services | i64 : Retail/Wholesale | i654 : Specialty Stores | imed : Media/Entertainment | iretail : Retail | itick : Ticket Agents
NS	ccat : Corporate/Industrial News | reqris : Suggested Reading Investing/Securities | redit : Selection of Top Stories/Trends/Analysis | reqr : Suggested Reading Industry News
RE	austr : Australia | brisbn : Brisbane | sydney : Sydney | apacz : Asia Pacific | ausnz : Australia/Oceania | nswals : New South Wales | queensl : Queensland
PUB	News Ltd.
AN	Document AUSTLN0020141119eabk0005e

