

ASCENT PARTNERS MARKET WATCH

*Edition 112 -
Nov 20*

Dear Noel,

Ascent Partners Market Watch

November trade news was dominated by the announcement that Ovato was to close their Clayton facility and in the process shed 300 of their 1,200 staff. This plan included a 50 cents in the dollar payment plan to their existing creditors.

Toowoomba based Greenridge Group purchased NSW business, Ultra Print. In Victoria, Signex Group and Prologica Digital Print went into Voluntary Liquidation.

I don't usually report on overseas machinery sales, but thought the sale of 60 x HP Indigos to the Shutterfly Group was worthy of a mention.

Trade printer, LEP purchased 2 x HP Indigo 7r machines for their QLD and VIC centres. Prima in Melbourne installed a Kobus casemaker. In QLD the Greenridge Group installed a Ryobi RMGT 920 PF eight colour UV press and Platypus installed Prinergy workflow.

New Zealand had a busy machinery sales and installation month - Caxton installed a Fuji Xerox Iridesse press, Monster Print a HP Latex R1000 and R2000 and a Suma F1612 cutting table, Pumphouse Print installed a Fuji Xerox Iridesse press, Lazy Ape installed a Surecolor F2160 W textile printer and Juggernaut installed a HP Stitch A1000 wide format printer.

Businesses for Sale – we have two on the market – a B2 operation in SE QLD - \$595,000 negotiable. Most of this price is in high quality, low run plant. Perfect for state changer or one with existing sales. Also, we have a digital operation in Sydney. Here we need to find a tenant with that person willing to take over sales and a couple of equipment leases. The \$50K asking price includes Goodwill and about \$50K of other plant. We're also talking to a number of parties who are looking to list in the new year from VIC, SA, NSW and some looking to acquire.

Equipment Sales – www.printmachinery.com.au

We've had a very busy year on equipment sales from this site. Recently listed is a Heidelberg SM 52-5-H (1998) for \$75,000 and two late model Roland wide format printers. Also a 2018 Konica Minolta 3080 digital machine at around half new price (\$60K) OR buy this with two late model KIP wide format machines for only \$115K. The total package is well under half new price.

A Heidelberg Suprasetter A75 (2017) CtP device with low run is also listed for only \$50K, again well below half price. There are many other machines to view across a wide spectrum of machinery types.

The WANTED Section is proving its worth – this week from a free wanted ad, we matched a customer to purchase some automatic Renz Wiro machines. Its easy and free to list your WANTED plant. Just get on site and follow the bouncing ball.

Chapter 11 / Debtor in Possession / Turnaround plans.

In early 2021 we will form a strategic alliance with a national insolvency group to coincide with the Government's introduction of Chapter 11/ Debtor in Possession insolvency laws (planned for 1.1.21). Our aim is to help businesses choose the right path / right option, as we understand that for some with the loss of JobKeeper and continued loss in sales, that this turnaround plan option may be a very viable option to enable them to stay in business. Please contact me for more details of this new turnaround path.

Financial Services

Finally, in early 2021 we will be announcing our new offering to the industry - Industry specific FINANCE via the formation of a strategic alliance with a quality long standing finance provider. The aim is to provide "fit for purpose" finance – the right type, right lender, right rate and right term. We'll be taking a more consultative / holistic approach that looks at the complete business needs.

There is no doubt that 2020 will go down as one of the most difficult and unpredictable years on record. It will be a tipping point for many – time to make some serious changes to their businesses such as:

- Investing in and growing their businesses.
- Selling or acquiring businesses.
- Forming of alliances / merging with other businesses.
- Planning for their exit in the next few years.
- Making some significant structural changes to their business model.
- Deciding to go down the new "Chapter 11" turnaround route.
- Closing or exiting via voluntary administration / liquidation.

Ascent Partners, with the addition of our new turnaround and financial services, will be able to assist you no matter which course of action you choose. We're only an email / phone call away and all discussions will be held in the strictest confidence.

We wish you a great Xmas break and prosperous 2021.

All the best,

Richard.

Market Movement

Date	Source	Company	Region	Type of movement	Link
12.11.20	Sprinter	Ultra Print / Greenridge Group	QLD	Sale / Acquisition	Qld's Greenridge Group acquires Ultra Print
12.11.20	P21OL	Ovato	VIC	Planned plant closure	Ovato closing Clayton, raising \$40m, paying 50c on \$1
24.11.20	WFOL	Signex Group and Prologica Digital Print	VIC	Voluntary liquidation	Signex into voluntary admin to restructure after \$1m Covid hit

New Machinery Sales and Installations

Date	Source	Customer	Region	Install (I)/ Sale (S)	Manufacturer	Type	Link / Page Number
6.11.20	P21OL	LEP	QLD & VIC	I	HP	2 x Indigo 7r	LEP installs HP Indigo 7r in Qld and Victoria
10.11.20	Sprinter	Platypus	QLD	I	Kodak	Prinerly workflow	Platypus installs Kodak Prinerly workflow system
Sep	NZP	Caxton	NZ	I	Fuji Xerox	Iridesse press	P12
Sep	NZP	Monster Print	NZ	I	HP	Latex R1000 and R 2000	P18
Sep	NZP	Monster Print	NZ	I	Suma	F1612 cutting table	P18
Nov-20	AP	Greenridge	QLD	I	Ryobi	RMGT 920 PF eight colour LED UV	P16
Oct-20	NZP	Pumphouse Print	NZ	I	Fuji Xerox	Iridesse press	P8
Oct-20	NZP	Lazy Ape	NZ	I	Epson	Sure Color F2160 W textile printer	P26
Oct-20	NZP	Juggernaught	NZ	I	HP	Stitch S1000 wide format printer	P28
24.11.20	Sprinter	Shutterfly	Global		HP	60 x Indigo	Shutterfly invests in more than 60 new HP Indigo digital presses
25.11.20	P21OL	Prima	VIC	I	Kolbus	DA 270 Casemaker	Prima invests in Kolbus as growth surges

Legend

Source Legend

AL&P	Aust.Labels and Packaging	NZP	New Zealand Printer
AP	Ascent Partners	P21OL	Print 21 OnLine
APM	Aust Printer Magazine	PP	ProPrint Magazine
DI	Digital Image Magazine	PKNPN	PKN Packaging News
DIOL	Digital Image OnLine	PPOL	Proprint OnLine
GX	GX Report	RR	Rodgers Reidy
GXD	GX Digital	Sprinter	Sprinter On line magazine
IGOL	i-grafix.com	VIEN	Visual Impact e News
IMOL	Image Magazine On Line	WFOL	Wide Format Online
L&LOL	Labels and Labeling On Line	WFOM	Wide Format Online Magazine
LPN	Labels Plus News		

Businesses for Sale / Collaborations Required / Businesses Wanted

Description	Region	Type	Asking Price	Approx. Turnover	Contact	Status
Businesses For Sale						
Offset Digital	QLD	B2 Offset, digital	\$595,000 NEG	TBA	richard@ascentpartners.com.au	Available
Digital	NSW	Buy plant, goodwill, take over leases (property./ mc), 2 staff.	\$50,000	Pre COVID \$850K	richard@ascentpartners.com.au	Available,
Label	VIC	Label / niche	\$395,000	\$1.5 million	richard@ascentpartners.com.au	SOLD and Settled
Collaboration Wanted						
Digital Printer	NSW	Buy or collaboarte with		\$800,000	richard@ascentpartners.com.au	
Large Offset	VIC	Collaboration required		TBA	richard@ascentpartners.com.au	
Offset / Digital	Vic	Collaboration required		TBA	richard@ascentpartners.com.au	
Business Wanted						
More required!!	All regions	All types	All price ranges	All turnovers	richard@ascentpartners.com.au	Wanted
Wanted	Newcastle / Central Coast	Offset / digital	All price ranges	All turnovers	richard@ascentpartners.com.au	Wanted
Wanted	Syd / Mel	Label / niche	All price ranges	All turnovers	richard@ascentpartners.com.au	Wanted
Wanted	Brisbane	B2 / B1	All price ranges	All turnovers	richard@ascentpartners.com.au	Wanted
Wanted	SA	Digital / offset	to \$1 million	All turnovers	richard@ascentpartners.com.au	Wanted

Used Equipment Marketing - www.printmachinery.com.au

List your machinery for FREE - Commission only on sale OR Pay As you Go.

Make	Model	Description (Type)	Age	App / Dest	Price	Location	Vendor (Type) / Ref
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make	model	Description / type	Age	Age / Basis	Price	Basis	Location	vendor / type	view
Heidelberg	SM52-5+H	5 colour High Pile offset	1998	Act	\$75,000	AIWI	Adelaide, SA	End User	View
Neolt	Trim 250				\$500	AIWI	Adelaide, SA	End User	View
Canon	ColorWave 700		2016	Act	\$10,000	AIWI	Adelaide, SA	End User	View
Duplo	DC 455	Creaser, folder	2013	Act	\$6,500	AIWI	Adelaide, SA	End User	View
Roland	Versa UV LEJ-640	Wide format Printer	2017	Act	\$25,000	AIWI	Notting Hill, VIC	End User	View
Roland	SOLJET EJ 640	Wide format Printer	2017	Act	\$25,000	AIWI	Notting Hill, VIC	End User	View
Putsch	SVP=133	baby" vertical saw	2017	Act	\$25,000	AIWI	Notting Hill, VIC	End User	View
Laminbind	420	Perfect binder	2013	Act	\$3,000	AIWI	Currumbin Waters, QLD	End User	View
KIP	970	Digital wide format printer	2018	Act	\$35,000	AIWI	Preston, VIC	End User	View
KIP	970	Digital wide format printer	2018	Act	\$34,000	AIWI	Preston, VIC	End User	View
Konica Minolta	C3080	Accurio Press	2018/19	Act	\$60,000	AIWI	Preston, VIC	End User	View
Agfa	N4	CtP	2012		\$25,000	AIWI	Tullamarine, VIC	Dealer	View
Ryobi	520-220F	Optical Plate punch			\$250	AIWI	Coomera, QLD	End User	View
Shoei	Crash folder	Two knife, landscape			\$18,000	AIWI	Tullamarine, VIC	Dealer	View
Horizon	SPF 20	Stitcher, folder			\$15,000	AIWI	Tullamarine, VIC	Dealer	View
Heidelberg	SM52-4-LX Anicolor	Four colour plus coater, anicolor	2007	Act	\$125,000	AIWI	Tullamarine, VIC	Dealer	View
Horizon	CRF 362	Folder Creaser			\$25,000	AIWI	Tullamarine, VIC	Dealer	View
Koenig & Bauer		2 colour B2 offset	1985	circa	\$5,000	AIWI	Castle Hill	End User	View
Heidelberg	SM 74-8-P	Eight Colour perfecter	2008	Act	\$375,000	AIWI	Aus	End User	View
Kodak	NexPress SX 3300	Five colour digital	2011	Act	\$58,000	AIWI	Thebarton, SA	End User	View
Technifold	Creaser	With auto feed	2018	Act	\$3,500	AIWI	Belrose, NSW	End User	View
Heidelberg	VFZ-52	Mobile knife Unit	2007	Act	\$7,500	AIWI	Tullamarine, VIC	Dealer	View
G&K	T52.4.4-F	All buckle folder	2005	Act	\$5,500	AIWI	Dandenong, VIC	End User	View
Alpha Doc	P33	Wiro punch			\$3,000	AIWI	Tullamarine, VIC	Dealer	View
Heidelberg	TH82.6.4.4-R	Folder with stacker	2007	Act	\$35,000	AIWI	Tullamarine, VIC	Dealer	View
Heidelberg	RD 66.6	Folder	2004	Act	\$10,000	AIWI	Tullamarine, VIC	Dealer	View
Palamides	BA700	Multi Lane banding machine			\$10,000	AIWI	Tullamarine, VIC	Dealer	View
Knorr	RL-3/VA	B2 size Jogger with air table	2001	Est	\$5,000	AIWI	Tullamarine, VIC	Dealer	View
Heidelberg	SM74 Numbering unit				\$9,000	AIWI	Melbourne, VIC	Dealer	View
Perfecta	Stack Lifts (2)				\$1,000 each	AIWI	Melbourne, VIC	Dealer	View
Polar	115 System	Guillotine, stack lift, jogger, transomat	2000	Act	\$45,000	AIWI	Melbourne, VIC	Dealer	View
Neopost	DS63	2.5 station collator and trimmer			\$4,350	AIWI	Tottenham, VIC	End User	View
Fuji Xerox	Versant 2100	Colour digital	2015	Act	\$12,500	AIWI	Currumbin Waters, QLD	End User	View
GBC	Laminator				\$250	AIWI	Tottenham, VIC	End User	View
Morgana	DigiFold Pro	Creaser, folder	2013		\$13,500	AIWI	Ingleburn, NSW	End User	View
Lyon	Clamshell Platen	Hand Fed			\$12,500	AIWI	Tullamarine, VIC	Dealer	View
Heidelberg	604	Speedbender	2004	Act	\$7,500	AIWI	Tullamarine, VIC	Dealer	View
Heidelberg	Suprasetter A75	CtP , auto with dual cassettes	2017	ACT	\$50,000	AIWI	Matraville, NSW	End User	View
Konica Minolta	e1250	Colour digital printer	2015	Act	\$9,900	AIWI	Cleveland, QLD	End User	View
Docubind	TL 200	Binder			\$50	AIWI	Tottenham, VIC	End User	View
Heidelberg	SGS	Cylinder 1040 x 720 mm			\$75,000	AIWI	Tullamarine, VIC	Dealer	View
Stahl	T47	T47.4.4 with flat pile feeder			\$1,200	AIWI	Woodonga, VIC	End User	View
Eye One		Pro Colour Profiler			\$290	AIWI	Tottenham, VIC	End User	View
Mandelli	LMM 720	Guillotine			\$1,000	AIWI	Woodonga, VIC	End User	View
Pre Press		Plant - Imagesetter, RIP, processor, exposure unit			\$3,000	AIWI	Woodonga, VIC	End User	View
Ibico	Ibimatic	Punch and closer			\$250	AIWI	Tottenham, VIC	End User	View
Nagel / Sterling		Stapler, drill and jogger			\$2,000	AIWI	Woodonga, VIC	End User	View
Gretag Macbeth	Icplate II	CtP plate reader			\$270	AIWI	Tottenham, VIC	End User	View
Agfa	Xcalibur 45E	Metal CtP	2008	Circa	\$11,950	AIWI	Dandenong, VIC	End User	View
iTech	Centra HS	Digital Label Finishing System	2017	Act	\$45,000	AIWI	Tullamarine, VIC	End User	View
Polar		Stack lifts x 5			\$5,000 each	AIWI	Tullamarine, VIC	Dealer	View
Billows Protocol		Punch			\$1,250	AIWI	Dandenong, VIC	End User	View
Beil		Plate Bender			\$1,250	AIWI	Dandenong, VIC	End User	View
Nichiyu	FB 15	Battery forklift	1998	Act	\$ 2,500	AIWI	Smithfield, NSW	End User	View
Stahl	56 cm	2 unit (crash folder)	Mid 90's	Est	\$2,000	AIWI	Kiama, NSW	End User	View

DISCLAIMER:

'Although we endeavor to provide accurate information, we do not guarantee that the information in this newsletter is accurate or complete.'
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With over 30 years of industry experience, we provide an end-to-end service including:



Our track record speaks for itself. We have successfully conducted over 150 business appraisals and valuations within the Australian Printing Industry, sold over 70 businesses, and provided numerous consultancy and transition planning services.

We are qualified as Certified Practising Business Brokers (CPBB), Registered Business Valuers (RBV) and Certified Exit Planners (CEP). These qualifications, coupled with industry specialisation, experience and networks enable us to provide a professional service second to none around Australia.

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