



# Deal announcement

## Corporate finance



## KPMG Corporate Finance LLC advises Kiosk Information Systems, Inc. on sale to Posiflex Business Machines, Inc.

### About the engagement

KPMG Corporate Finance LLC (“KPMG CF”) acted as the exclusive financial advisor to Kiosk Information Systems, Inc. (“KIOSK”) on its sale to Posiflex Business Machines, Inc. (“Posiflex”). Posiflex acquired all outstanding shares of Kiosk for total consideration of \$105 million in cash. Both companies are industry forerunners known for best-in-class POS and self-service platforms. Combining these complementary strengths positions Posiflex and KIOSK for continued growth tied to emerging “Internet of Things” (IoT) applications within the service automation industry.

“By combining Posiflex and KIOSK’s dual-value proposition in this domain, we are confident in emerging as a distant leader in this growing market,” said Owen Chen, CEO of Posiflex.

Founded in 1993 in Louisville, CO, KIOSK is recognized as the leading North American supplier and a top global supplier of self-service solutions, having deployed over 200,000 systems to a gold-standard list of Fortune 500 customers. KIOSK is unique among its’ competitors in its ability to provide a complete end-to-end solution encompassing custom design engineering, manufacturing, software development, field services and highly secure managed services.

“The team at KPMG Corporate Finance did a terrific job for the shareholders of Kiosk. Their guidance and counsel to the Kiosk leadership team, their deal strategies, their access to buyers, and their senior level attention throughout led to a dynamic process and a great outcome. We couldn’t be happier with their efforts,” said Tom Weaver, CEO of KIOSK.

“The professionals at KPMG Corporate Finance were clearly instrumental in preparing KIOSK for this process and getting the transaction closed. They worked closely with our management team to ready them and the company for the rigors of a sell side effort, from diligence prep to buyer discussions and negotiating the final transaction,” said Rick DeAvila, Managing Director of Alerion Capital Group.

“Their sector depth and process expertise were critical to achieving this fantastic outcome. In addition, this a marquee deal for the strength of KPMG’s global platform. As well as providing us access to the more obvious buyer universe, their international reach and access to potential acquirers resulted in interest from buyers not only in the US but from around the globe, including from the final buyer who was not on our radar initially.”

### KPMG Corporate Finance LLC

The Corporate Finance practices of KPMG International’s network of independent member firms (KPMG) have been ranked collectively a leading global M&A advisor according to Thomson Reuters SDC’s 2015 global transaction volume league tables. Recently named Investment Bank of the Year by The M&A Advisor, KPMG Corporate Finance LLC provides a broad range of investment banking and advisory services to its domestic and international clients. Our professionals have the experience and depth of knowledge to advise clients on global mergers and acquisitions, sales and divestitures, buyouts, financings, debt restructurings, equity recapitalizations, infrastructure project finance, capital advisory, real estate, portfolio solutions, fairness opinions, and other advisory needs.

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