



Record of oral submission to the ACCC

Matter name:	Linfox Armaguard Pty Ltd (Armaguard) and Prosegur Australia Holdings Pty Limited (Prosegur) application for merger authorisation		
ACCC parties:	MIB: Simon Pomery		
Other parties:	Maximum Protection Pty Ltd (Maximum Protection) <ul style="list-style-type: none">• Michael Standish, Director of operations		
Merger authorisation no.:	MA1000022		
Date:	22 November 2022		
Time:	11:45 pm AEST		
Phone to <input type="checkbox"/>	Phone from <input type="checkbox"/>	Meeting <input type="checkbox"/>	Other <input checked="" type="checkbox"/>

Simon Pomery from the ACCC had a phone conversation with Maximum Protection to discuss its submission in relation to the Armaguard / Prosegur merger authorisation application. The following issues were discussed.

Maximum Protection's Future Plans

1. [REDACTED]
2. [REDACTED] Maximum Protection is currently actively looking to expand their service offerings to incorporate Event Management (large sporting events), Airport Security, Expanded Asset Protection services, Investigation Services. They are also intending on expanding into new regions as evidenced by negotiations [REDACTED] which will enable Maximum Protection to create an initial footprint in the large U.S. security market, further diversifying revenue streams.
3. If Prosegur or Armaguard were to stop providing CIT Services, Maximum Protection would consider shifting their focus towards providing the continued provision of services to existing customers, initially through leasing the existing fleet from the exiting party. Maximum Protection currently provides CIT services solely in South Australia, [REDACTED], so it would be unable to service national contracts unless it was able to lease an existing CIT network.

4. Maximum Protection would also consider undertaking a due diligence process to allow either Prosegur or Armaguard the opportunity to either negotiate a purchase agreement with Maximum Protection or to source a suitable alternate buyer whilst Maximum Protection ensures client operational integrity is maintained until the alternate purchaser takes control of the operation. Maximum Protection noted that in the event of a provider selling, contracts would need to have an assignability clause or for customers to give written consent for them to service existing contracts as Maximum Protection clients.
5. Maximum Protection considers that there are opportunities to operate [REDACTED] more efficiently, particularly in relation to route optimisation, based on previous experience [REDACTED] with [REDACTED] Maximum Protection has previously communicated with [REDACTED] how they could contribute to making [REDACTED] operations more efficient. These communications are attached to this record
6. Maximum Protection has not had any discussions with other CIT providers regarding any possible joint venture or similar arrangement in relation to providing CIT Services. Maximum Protection has also not had any discussions regarding potential investment from external parties, including private equity firms, for the purpose of expanding CIT Services

[REDACTED]

[REDACTED]

[REDACTED]

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