

# Consumer Monthly April 2017



### **Consumer Headline Transactions**

Food & Beverage



Target



Acquiror

# **Acquisition Synopsis**

- · Ferrero International S.A., an Italian confectionary manufacturer, agreed to acquire Fannie May Confections Brands, Inc. from 1-800-FLOWERS.COM, Inc. (NasdaqGS: FLWS) for approximately
- Fannie May Convections Brands produces gourmet chocolates, fudges and candies





- · MBK Partners, a Korean private equity firm, agreed to acquire TASAKI & Co., Ltd. (TSE: 7968), for \$283 million, representing a 12.8x EV/EBITDA multiple
- TASAKI & Co., Ltd. (TSE: 7968) designs, develops and markets jewelry products in Japan

Gift & Home Décor







- TM Capital served as financial advisor to The Robert Allen Group, Inc. in its merger with Duralee Fabrics, Ltd., a provider of home furnishing products
- Robert Allen, one of the world's largest designers of fine fabrics for the interior design trade, markets its products under the Robert Allen, Beacon Hill and Robert Allen Contract brands







- · PlayCore Holdings, Inc., a manufacturer and distributor of play and recreation products, acquired Krauss Craft, Inc.
- · Krauss Craft manufactures playground and outdoor fitness equipment marketed under the Playcraft brand







- · Paul Hartmann AG (DB: PHH2), a German provider of medical and hygiene products, agreed to acquire the Lindor product portfolio from The Proctor & Gamble Co. (NYSE: PG)
- The Lindor product portfolio comprises adult incontinence products marketed in Spain and Portugal









- Phillips Feed Service, Inc., a distributor of pet food and supplies and portfolio company of Thomas H. Lee Partners, acquired PetFlow, Inc.
- · PetFlow, Inc. is an online retailer of pet food and supplies

60.0%

50.0%

40.0%

30.0%

20.0% 10.0%

0.0%

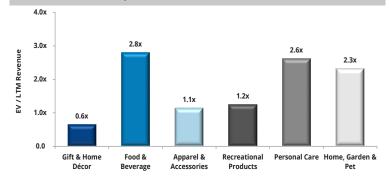
Gift & Home

Food &

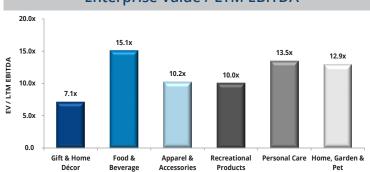
Apparel &

LTM Gross Margin

## **Enterprise Value / LTM Revenue**



# **Enterprise Value / LTM EBITDA**



LTM Gross & EBITDA Margins

#### LTM Revenue Growth 3.0% LTM Revenue Growth 2.0% 1.6% 1.3% 1.0% 0.2% 0.0% Apparel & Recreational Personal Care Home, Garden & Accessories **Products**

#### 56.5% 60.0% 50.0% 39.1% 38 9% 37 4% 36.7% 16.9

Recreational

Personal Care Home, Garden

# **LTM Stock Price Index**



## **Selected Consumer Transactions**

Gift & Home Décor			
Target	Acquiror	Transaction Description	
BHS Tabletop AG (DB: HUL)	BHS Verwaltungs AG	BHS Verwaltungs, a German private investment firm, agreed to acquire BHS Tabletop, a German provider of porcelain tablewear, for \$48.6 million	
Vinturi, Inc.	The Legacy Companies	The Legacy Companies, a food service equipment manufacturer and distributor, acquired Vinturi, a manufacturer and distributor of wine aerators	

1000 & Develuge		
Target	Acquiror	Transaction Description
Pelican Rouge Group B.V.	Selecta Management AG	Selecta, a Swiss vending and coffee services provider, agreed to acquire Pelican Rouge Group, a Dutch coffee producer, for <b>\$556 million</b>
THANASI Foods, LLC	Conagra Brands, Inc. (NYSE: CAG)	Conagra Brands, one of North America's largest food companies, agreed to acquire THANASI Foods, a snackfood manufacturer

Food & Reverage

Apparel & Accessories			
Target	Acquiror	Transaction Description	
SL Fashions Inc.	Alex Apparel Group, Inc.	Alex Apparel Group, a women's eveningwear designer and distributor, acquired SL Fashions, a dress manufacturer	
True&Co.	PVH Corp. (NYSE:PVH)	PVH, a global apparel provider, acquired True&Co., a provider of women's lingerie products	

Recreational Products			
Target	Acquiror	Transaction Description	
Active Brands AS	FSN Capital Partners AS	FSN Capital, a Norwegian private equity firm, agreed to acquire Active Brands, a Norwegian manufacturer and supplier of sporting goods	
Armada Skis, Inc.	Amer Sports Corporation (HLSE:AMEAS)	Amer Sports, a Finnish provider of sporting goods, acquired Armada Skis, a manufacturer and marketer of alpine skiing equipment	

Personal Care			
Target	Acquiror	Transaction Description	
Nattura Laboratorios, S.A. de C.V.	Henkel AG & Co. KGaA (DB: HEN3)	Henkel, a German provider of home and personal care products, agreed to acquire Nattura Laboratorios, a Mexican manufacturer of beauty and health products	
Apivita S.A.	Puig-Exea Corporation	Puig-Exea, a Spanish cosmetics and fashion designer and distributor, agreed to acquire Apivita, a Greek provider of beauty and health care products	

Home, Garden & Pet			
Target	Acquiror	Transaction Description	
Terra Canis GmbH	Nestlé Purina PetCare	Nestlé, a provider of nutrition, health and food products for cats and dogs, agreed to acquire Terra Canis, a German producer of natural pet food	
Thompson & Morgan (UK) Limited	Primary Capital Partners LLP	Primary Capital Partners, a UK based private equity firm, acquired Thompson & Morgan, a mail-order seed and plant distributor	

# **Selected TM Capital Consumer Experience**

# **TM Capital's Consumer Industry Contacts**









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