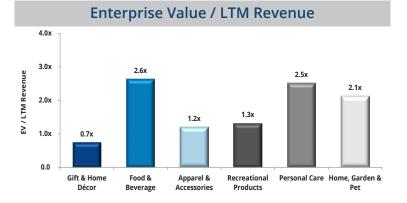


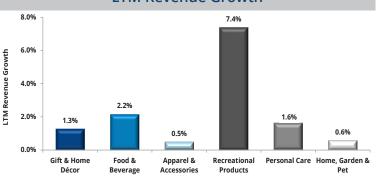
Consumer Monthly December 2016

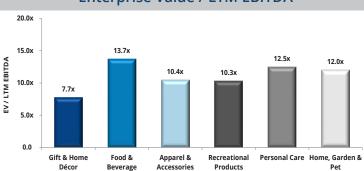
Consumer Headline Transactions

_	Target	Acquiror	Acquisition Synopsis
Gift & Home Décor	Personal zation	BED BATH &	 Bed Bath & Beyond Inc. (NasdaqGS:BBBY), a home furnishing retailer, acquired PersonalizationMall.com, Inc., for \$190 million PersonalizationMall.com, Inc. is an online retailer of personalized gifts
Food & Beverage	baì		 Dr Pepper Snapple Group, Inc. (NYSE:DPS), a marketer of non-alcoholic beverages, agreed to acquire Bai Brands, LLC for \$1.7 billion Bai Brands, LLC markets antioxidant infused beverages including enhanced water, carbonated flavored water, coconut water and premium ready-to-drink teas
Apparel & Accessories	🕅 blue nile.	Bow STREET LLC ⁻	 Investor Group comprised of funds managed by Bain Capital Private Equity and Bow Street LLC, agreed to acquire Blue Nile, Inc. (NasdaqGS:NILE) for approximately \$500 million, representing a 1.1x EV/Revenue multiple Blue Nile, Inc. is an online retailer of diamonds and fine jewelry
Recreational Products	B-RANDS	Smith & Wesson	 Smith & Wesson Holding Corporation (NasdaqGS:SWHC), a marketer of firearm products and accessories, acquired Ultimate Survival Technologies, Inc. for \$32.3 million Ultimate Survival Technologies, Inc. is a provider of high quality survival and camping equipment
Personal Care	Too Faced	estēe lauder	 The Estée Lauder Companies Inc. (NYSE:EL), a marketer of skin care, makeup, fragrance, and hair care products, acquired Too Faced Cosmetics, LLC for \$1.45 billion, representing a 5.4x EV/Revenue multiple Too Faced Cosmetics, LLC is a marketer of cosmetic products
Home, Garden & Pet	REGENCY.	NIBE	 NIBE Industrier AB (OM:NIBE B), a Sweden based heating technology company, acquired FPI Fireplace Products International Ltd. FPI Fireplace Products International, dba Regency Fireplace Products, is a Canadian provider of fireplace and woodstove products



LTM Revenue Growth



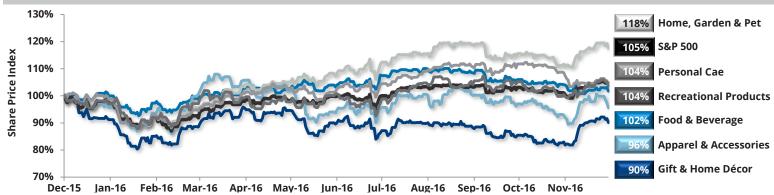


LTM Gross & EBITDA Margins 60.0% 56.7% 60.0% 50.0% 50.0% 46.79 38.8% 37.9% 37.5% 40.0% 36.8% 40.0 LTM Gross Margin 30.0% 30.0% 16.79 20.0% 20.0 10.0% 10.0% 0.0% 0.0% Gift & Home Recreational Personal Care Home, Garden Food & Apparel & Décor Beverage Accessories Products & Pet

Enterprise Value / LTM EBITDA

Note: EBITDA Margins in green

LTM Stock Price Index



Selected Consumer Transactions

Target

KeVita, Inc.

Business

Snyder's-Lance, Inc.

(NASDAQ:LNCE), Nut

Gift & Home Décor		
Target	Acquiror	Transaction Description
Stanton Carpet Corporation	Quad-C Management, Inc.	Quad-C Management, a private equity firm, acquired Stanton Carpet, a designer and distributor of branded carpet and custom rugs and runners
West Bend Electrics division of Focus Products Group	The Legacy Companies	The Legacy Companies, a food service and consumer products company, agreed to acquire the West Bend Electrics division of Focus Products Group, a provider of kitchen appliances

Apparel & Accessories			
Target	Acquiror	Transaction Description	
American Apparel	Gildan Activewear Inc. (TSX:GIL)	Gildan Activewear, a Canadian marketer of apparel products, agreed to acquire the IP rights related to the American Apparel brand and certain assets, for \$66 million	
Hi-Tec Sports International Holdings BV	Cherokee Inc. (NasdaqGS:CHKE)	Cherokee, a marketer of fashion and lifestyle brands, acquired Hi-Tec Sports, a Netherlands based marketer of footwear, for \$95.8 million	

Personal Care			
Target	Acquiror	Transaction Description	
Fragrance Resources, Inc.	International Flavors & Fragrances Inc. (NYSE:IFF)	International Flavors & Fragrances, a marketer of flavors and fragrances, agreed to acquire Fragrance Resources, a marketer of perfumes	
Fuel Hair LLC	Beauty Elite Group, Inc.	Beauty Elite Group, a marketer of hair and skin care products, acquired Fuel Hair, a marketer of hair styling products	

Recreational Products			
Target	Acquiror	Transaction Description	
Do Outdoors, Inc.	Peak Rock Capital	Peak Rock Capital, a private equity firm, acquired Do Outdoors, dba Lew's Fishing, a supplier of branded fishing reels, rods and accessories	
Pyramyd Air, Ltd.	Gen Cap America, Inc.	Gen Cap America, a private equity firm, acquired Pyramyd Air, a provider of air guns, airsoft guns, bb guns, and related parts and accessories	

Food & Beverage

PepsiCo, Inc. (NYSE: PEP) PepsiCo, a marketer of food and beverage products,

organic probiotic drinks

culinary nut business

Transaction Description

agreed to acquire KeVita, a marketer of coconut-based

Blue Road Capital, a private equity firm, agreed to

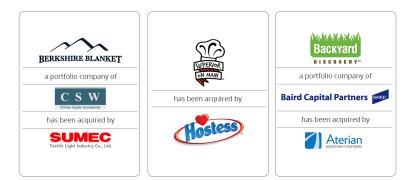
acquire Snyder's-Lance's Diamond of California®

Acquiror

Blue Road Capital

Home, Garden & Pet			
Target	Acquiror	Transaction Description	
Lasko Holdings, Inc.	Comvest Partners and JW Levin Management Partners LLC	An investor group comprised of Comvest Partners and JW Levin Management Partners, agreed to acquire Lasko, a provider of portable fans and heaters	
WyldlifePets.com	Chew.Club LLC	Chew.Club, a marketer of pet foods, acquired WyldlifePets.com, a marketer of natural pet food for dogs	

Selected TM Capital Consumer Experience



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