

Consumer Monthly February 2017



Consumer Headline Transactions

Acquiror **Target**

Gift & Home Décor







- · Luolai Lifestyle Technology Co., Ltd. (SZSE:002293), a Chinese home furnishings retailer, and Yixing Capital, a Chinese private equity firm, acquired Lexington Home Brands from Sun Capital Partners
- Lexington Home Brands is a global manufacturer and marketer of residential and contract furnishings

Acquisition Synopsis

Food & Beverage







& Yixing Capital

- J&J Snack Foods Corp. (NasdaqGS:JJSF), a marketer of snack foods and beverages, acquired Hill & Valley, Inc. for \$31.0 million, representing a 0.7 EV/Revenue multiple
- · Hill & Valley is a provider of cakes, cookies, pies and other desserts and a leader in the sugar free category









- Essilor International SA (ENXTPA:EI), a French provider of ophthalmic lenses, agreed to acquire Luxottica Group S.p.A. (BIT:LUX) for approximately \$24 billion
- Luxottica Group is an Italian provider of fashion, luxury, sports and performance eyewear marketed under Ray-Ban, Oakley and other brands





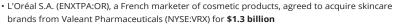


- Textron Inc. (NYSE:TXT), an industrial conglomerate with a specialized vehicles division, agreed to acquire Arctic Cat Inc. (NasdagGS:ACAT) for \$247 million
- Arctic Cat is a marketer of all-terrain vehicles (ATVs), side-by-sides, snowmobiles, and related garments and accessories









Valeant Pharmaceuticals' skincare brands comprise CeraVe, AcneFree and Ambi brands



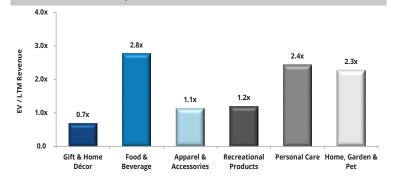




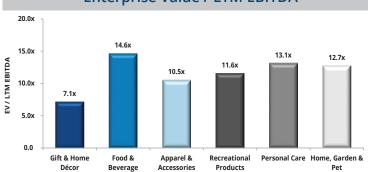


- Stanley Black & Decker (NYSE:SWK), a provider of tools and storage, electronic security and engineered fastening systems, agreed to acquire the Craftsman brand from Sears Holdings (NasdaqGS:SHLD) for consideration with a total present value of \$900 million
- · Craftsman products include power & hand tools, storage products and lawn equipment

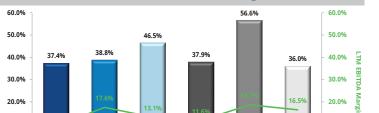
Enterprise Value / LTM Revenue



Enterprise Value / LTM EBITDA



LTM Revenue Growth 8.0% 6.0% LTM Revenue Growth 4.0% 1.9% 2.0% 1.5% 0.7% 0.4% Gift & Home Apparel & Recreational **Products** Accessories



LTM Gross & EBITDA Margins

10.0%

0.0%

Gift & Home

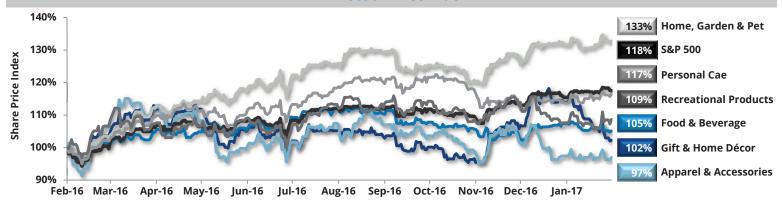
Food &

Apparel &

Recreational Personal Care Home, Garden

0.0%

LTM Stock Price Index



Selected Consumer Transactions

Gift & Home Décor			Food & Beverage		
Target	Acquiror	Transaction Description	Target	Acquiror	
Art Van Furniture, Inc.	Thomas H. Lee Partners, L.P.	Thomas H. Lee Partners, a private equity firm, agreed to acquire Art Van Furniture, a furniture retailer	Nustef Foods Limited	The Riverside Company	/
Tablewerks, Inc.	Steelite International	Steelite International, a provider of tabletop products and portfolio company of PNC RiverArch Capital, acquired Tablewerks, a provider of tableware products	Love & Quiches Ltd.	Indulge Desserts Holdings, LLC	

Apparel & Accessories				
Target	Acquiror	Transaction Description		
OGIO International, Inc.	Callaway Golf Company (NYSE:ELY)	Callaway, a marketer of golf equipment and accessories, acquired OGIO, a marketer of bags, accessories and apparel for the golf, lifestyle and motorsports categories, for \$75.5 million		
Schwartz & Benjamin, Inc.	Steven Madden, Ltd. (NasdaqGS:SHOO)	Steve Madden, a marketer of fashion footwear and accessories, acquired Schwartz & Benjamin, a provider of licensed and private label footwear		

		of licensed and private label footwear		
Personal Care				
Target	Acquiror	Transaction Description		
Younique, LLC	Coty Inc. (NYSE:COTY)	Coty, a marketer of beauty products, acquired a 60% stake in Younique, a leading online peer-to-peer social selling beauty platform, valuing the company at \$1.0 hillion		

Personal Care				
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Younique, LLC	Coty Inc. (NYSE:COTY)	Coty, a marketer of beauty products, acquired a 60% stake in Younique, a leading online peer-to-peer social selling beauty platform, valuing the company at \$1.0 billion		
Viviscal Ltd.	Church & Dwight Co., Inc. (NYSE:CHD)	Church & Dwight, a marketer of household, personal care and specialty products, acquired hair care brand, Viviscal, from Lifes2Good Holdings for \$160 million		

Selected TM Capital Consumer Experience







Recreational Products Transaction Description Acquiror Target Kwik Tek, Inc. Falconhead Capital, LLC Falconhead & M3 Outdoor, private equity firms, & M3 Outdoor acquired Kwik Tek, a supplier of outdoor branded Investments LLC products for the recreational watersports and winter sports markets Management & Gen Cap Management along with Gen Cap America, a private Gared Holdings, LLC America, Inc. equity firm, acquired Gared Holdings, a provider of sports equipment and custom gymnasium solutions

Home, Garden & Pet				
Target	Acquiror	Transaction Description		
HG International B.V.	Cobepa S.A.	Cobepa, a Belgium private equity firm, agreed to acquire HG International, a Netherlands based provider of cleaning, maintenance and enhancement products for household applications		
Canine Containment Distributing Company, Inc.	Radio Systems Corporation	Radio Systems, a provider of pet products dba PetSafe and portfolio company of TSG Consumer Partners, acquired Canine Containment, a distributor of pet containment systems		

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