

Consumer Monthly lanuary 2017



Consumer Headline Transactions

Gift & Home Décor • Bain Cap

Bain Capital Private Equity, LP, a private investment firm, agreed to acquire Innocor Inc. from Sun





Target



Acquiror

Capital Partners

Acquisition Synopsis

 Innocor Inc. is a provider of foam mattresses, pillows, specialty sleep products, furniture, kitchen mats, bathroom mats, utility mats and memory foam mattress toppers









- Ferrero, an Italian marketer of chocolate products, bakery products, snacks, spreads, mints and drinks, acquired Delacre from Yildiz's subsidiary, United Biscuits
- Delacre, based in Belgium, comprises the Delacre and Delichoc biscuit brands

Apparel & Accessories







- Caleres, Inc. (NYSE:CAL) a retailer and wholesaler of footwear, acquired Allen Edmonds Corporation from Brentwood Associates for \$255 million
- Allen Edmonds Corporation is a marketer of men's premium handcrafted leather footwear and accessories

Recreational Products





- L Catterton, a private equity firm, acquired Cicli Pinarello S.p.A
- Cicli Pinarello S.p.A is an Italian manufacturer and marketer of road bikes, apparel and accessories







- Prestige Brands Holdings, Inc. (NYSE:PBH), a marketer of over-the-counter ("OTC") healthcare and household cleaning products, agreed to acquire C.B. Fleet Company from Gryphon Investors for \$825 million, representing a 4.0x EV / Revenue multiple
- C.B. Fleet Company is a manufacturer, marketer, and distributor of feminine care and other OTC healthcare products

Home, Garden & Pet

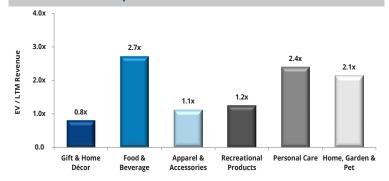


BROWN JORDAN

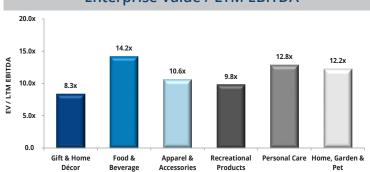


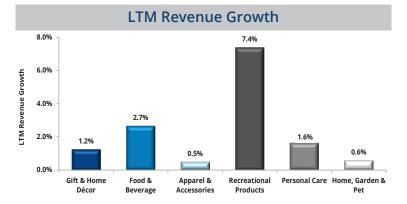
- $\hbox{$^{\bullet}$ Littlejohn \& Co. LLC, a private equity firm, agreed to acquire Brown Jordan International}\\$
- Brown Jordan International is a manufacturer of indoor and outdoor furniture serving a variety of commercial and consumer markets

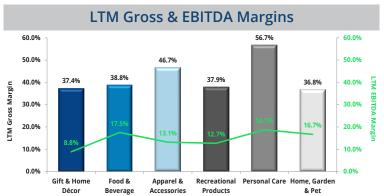
Enterprise Value / LTM Revenue



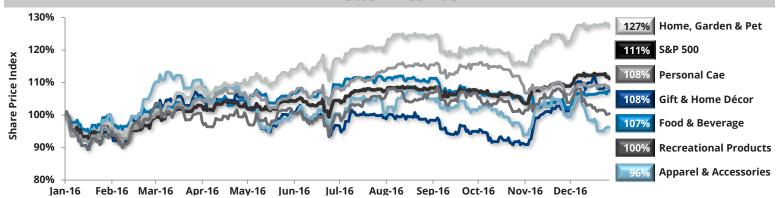
Enterprise Value / LTM EBITDA







LTM Stock Price Index



Selected Consumer Transactions

Gift & Home Décor			Food & Beverage		
Target	Acquiror	Transaction Description	Target	Acquiror	Transaction Description
Smith Mountain Industries, Inc.	Newell Brands Inc. (NYSE:NWL)	Newell, a marketer of consumer goods, acquired Smith Mountain, a provider of home fragrance products, primarily marketed under the WoodWick® Candle brand, for \$100 million	Victoria Fine Foods Holding Company and Victoria Fine Foods, LLC	B&G Foods, Inc. (NYSE:BGS)	B&G, a provider of food and household products, acquired Victoria, a provider of premium pasta and specialty sauces, savory condiments and gourmet spreads, for \$70.0 million
Lladró S.A.	PHI Asset Management Partners	PHI Asset Management, a Spain based private equity firm, agreed to acquire Lladró, a Spain based marketer of porcelain home décor products	Sweet Harvest Foods Inc.	Natural American Foods, Inc.	Natural American Foods, a provider of honey and commercial sweeteners, acquired Sweet Harvest Foods, a provider of honey, peanut butter and syrup products

Apparel & Accessories				
Target	Acquiror	Transaction Description		
Pebble Technology Corp.	Fitbit, Inc. (NYSE:FIT)	Fitbit, a provider of wearable health and fitness tracking devices, acquired Pebble Technology, a marketer of smartwatches		
Buccellati Holding Italia SpA	Gangtai Group	Gangtai Group, a Chinese conglomerate, agreed to acquire Buccellati, an Italian provider of fine jewelry, luxury watches and silverware		

Personal Care				
Target	Acquiror	Transaction Description		
Hypermarcas S.A., Personal Hygiene Business	Ontex Group NV (ENXTBR:ONTEX)	Ontex Group, a Belgium marketer of personal hygiene products, agreed to acquire the personal hygiene business of Hypermarcas, for \$305 million		
Laura Geller, Julep and Clark's Botanicals	Glansaol LLC	Glasonol, formed in partnership with Warburg Pincus, launched with the acquisitions of Laura Geller, Julep and Clark's Botanicals, three beauty and personal care businesses		

Selected TM Capital Consumer Experience







Recreational Products Transaction Description Acquiror Aqua Lung International Montagu Private Equity Montagu Private Equity, a UK based private equity firm, acquired Aqua Lung, a French provider of scuba diving CARDIOfitness GmbH & Dyaco International Inc. Dyaco, a Taiwan based provider of fitness equipment Co. KG (TSEC:1598) and sporting goods, agreed to acquire CARDIOfitness, a German online marketer of fitness equipment

Home, Garden & Pet				
Target	Acquiror	Transaction Description		
Dublin Dog Company, Inc.	Outward Hound	Outward Hound, a marketer of plush toys, travel gears, and games and puzzle toys for dogs, acquired Dublin Dog, a provider of collars, leashes, gears, beds and toys for pets		
Jeyes Group Ltd., Selected Home Care Brands	Henkel AG & Co. KGaA (DB:HEN3)	Henkel, a German provider of laundry and home care, beauty care, and adhesive technology products, acquired selected home care brands in the UK and Ireland from Jeyes Group		

TM Capital's Consumer Industry Contacts



Managing Director jgrien@tmcapital.com 404-995-6235



Craig M. Gibson Managing Director cgibson@tmcapital.com 617-259-2204



Philip S. Krieger Principal pkrieger@tmcapital.com 404-995-6242

New York 641 Lexington Avenue 30th Floor New York, NY 10022 Tel: 212.809.1360

Boston 201 Washington Street 32nd Floor Boston, MA 02108 Tel: 617.259.2200

3575 Piedmont Rd NE Suite 1010 Atlanta, GA 30305 Tel: 404.995.6230

