

# Consumer Monthly June 2015

#### **Consumer Headline Transactions**

	Target	Acquiror	Acquisition Synopsis
Gift & Home Décor	WATERFORD	FISKARS	<ul> <li>Fiskars Oyj Abp (HLSE:FIS1V), a Finnish marketer of branded consumer products for the home, garden and outdoors markets, acquired WWRD Holdings Ltd. for \$437 million</li> <li>WWRD Holdings Ltd. is a UK based provider of luxury home and lifestyle products, through the Waterford, Wedgwood and Royal Doulton brands</li> </ul>
Food & Beverage	BLAKE'S	ConAgra @Foods	<ul> <li>ConAgra Foods, Inc. (NYSE: CAG), one of North America's largest food companies, acquired Blake's All Natural Foods</li> <li>Blake's All Natural Foods offers natural and organic food products including chicken pie, vegetable pie, pasta, macaroni and gluten-free chicken pot pie</li> </ul>
Apparel & Accessories	ANN INC.	ascena retail group inc.	<ul> <li>Ascena Retail Group Inc. (NasdaqGS:ASNA), a retailer of branded apparel, agreed to acquire ANN INC. (NYSE:ANN) for \$2.2 billion, representing a 8.4x EV/EBITDA multiple</li> <li>ANN INC. (NYSE:ANN) is a retailer of women's apparel, shoes and accessories under the Ann Taylor and LOFT brands</li> </ul>
Recreational Products	JURATOYS	BRANDS	<ul> <li>Alex Brands, a provider of toys for infants, toddlers and tweens in the United States and internationally, acquired Juratoys SARL</li> <li>Juratoys SARL, is a French provider of baby and learning toys, musical toys, wooden puzzles, plush products and outdoor products under the Janod and Kaloo brands</li> </ul>
Personal Care	COLGATE-PALMOLIVE Australian and New Zealand brands	Henkel	<ul> <li>Henkel (DB:HEN3), a marketer of laundry and home care, beauty care and adhesive technologies, agreed to acquire brands of Colgate-Palmolive (NYSE:CL) for <b>\$245 million</b></li> <li>Colgate-Palmolive's acquired brands consist of Australian and New Zealand laundry detergents and pre-wash brands</li> </ul>
Home, Garden & Pet	LEXOL	HandStands	<ul> <li>Handstands, a portfolio company of Trivest Partners, is a manufacturer and marketer of auto air care and technology accessory products, acquired Lexol Brands, LLC</li> <li>Lexol Brands, LLC offers leather care products serving the automotive, sporting goods, furniture, fashion and footwear markets</li> </ul>

# Enterprise Value / LTM Revenue



#### LTM Revenue Growth



# Enterprise Value / LTM EBITDA



### LTM Gross & EBITDA Margins





Target

The Meantime Brewing

PlayPower Holdings Inc.

I Gotcha Golf, LLC

Company Limited

Balconi Industria

Dolciaria S.p.A.

Target

Target

V.I.P. Petfoods

Gift & Home Décor	

Target	Acquiror	Transaction Description
Bourbon & Boots, Inc.	XCelerate Capital	XCelerate Capital, a venture capital firm, acquired Bourbon & Boots, an online marketer of home décor items
Gervasoni SpA	Italian Design Brands s.r.l.	Italian Design Brands, an Italian special purpose vehicle, acquired Gervasoni, an Italian provider of furniture solutions

	Apparel 8	& Accessories
Target	Acquiror	Transaction Description
Orchard Brands Corporation	Capmark Financial Group Inc. (OTCMKTS: CPMK)	Capmark, a holding company, agreed to acquire Orchard, a multichannel retailer of apparel and accessories, for \$410 million, representing a 5.8x EV/EBITDA multiple
Golden Goose Srl	Ergon Capital Partners	Ergon Capital, the Belgium based private equity arm of Groupe Bruxelles Lambert (ENXTBR:GBLB), acquired Golden Goose, an Italian marketer of casual wear and accessories

	Perso	onal Care
Target	Acquiror	Transaction Description
DR. KITZINGER Health Care GmbH	MedSkin Solutions Dr. Suwelack AG	MedSkin Solutions, a German developer of medical, aesthetic and professional skin care products, acquired DR. KITZINGER, an Austrian manufacturer of skin care products
Pharma, Cosmetics and Gypsum ("PCG") businesses of Israel Chemicals Ltd. (TASE:ICL)	One Rock Capital Partners, LLC	One Rock Capital Partners, a private equity firm, agreed to acquire the Germany based Pharma, Cosmetics and Gypsum businesses of Israel Chemicals

## Selected TM Capital Consumer Experience

SUNTRUST FIFTH THRO BANK
--------------------------



Ouaker Pet Group, LLC Worldwise, Inc.

James S. Grien Managing Director jgrien@tmcapital.com 404-995-6235



Food & Beverage

craft beers

**Recreation Products** 

retrievers

EV/EBITDA multiple

pet-parents

TM Capital's Consumer Industry Contacts

Home, Garden & Pet

cakes, rolls and snacks

Transaction Description

SABMiller, a UK based marketer of beer and soft drinks, acquired Meantime Brewing, a UK based marketer of

Valeo Foods, an Ireland based producer of branded

food products, acquired Balconi, an Italian producer of

Transaction Description

Littlejohn & Co., a private equity firm, agreed to acquire PlayPower, a manufacturer of commercial playground

Dynamic Brands, a provider of golf and juvenile products, acquired I Gotcha Golf, a provider of golf ball

**Transaction Description** 

Quadrant, an Australian private equity firm, acquired V.I.P. Petfoods, an Australian provider of fresh chilled pet food, for  $$318\ million$ , representing a 8.2x

Worldwise, Inc., a manufacturer of pet products and toys for dogs and cats, agreed to acquire Quaker Pet Group, a manufacturer of products for pets and their

equipment and floating dock systems

Acquiror

Limited

Acquiror

Acquiror

Littlejohn & Co. LLC

Dynamic Brands, Inc.

Quadrant Private Equity

SABMiller plc (LSE:SAB)

Valeo Foods Group

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



Philip S. Krieger Vice President 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

**Atlanta** 3575 Piedmont Rd NE Suite 1010 Atlanta, GA 30305 Tel: 404,995.6230

