

Consumer Monthly June 2017



Consumer Headline Transactions

Food & Beverage Gift & Home Décor HILLARYS Apparel &





- Luigi Lavazza S.p.A., an Italian coffee manufacturer and operator of branded cafés, acquired Kicking Horse Coffee for \$160 million
- Kicking Horse, a Canadian organic and fair-trade coffee brand, was majority owned by Branch Brook Holdings - a strategic partnership between Swander Pace Capital, Jefferson Capital Partners and United Natural Foods (UNFI)
- Hunter Douglas NV, a global manufacturer of window coverings and architectural products, acquired Hillarys Blinds Limited for \$388 million, representing an EV / Revenue multiple of
- Hillarys is a manufacturer of blinds, curtains and shutters, and was previously a portfolio company of Ares Capital Corporation (NasdaqGS: ARCC)

kate spade

Target

10 Mg COACH

HunterDouglas 4

- Coach, Inc. (NYSE: COH), a manufacturer and retailer of premium leather bags and accessories, agreed to acquire Kate Spade & Company (NYSE: KATE) for \$2.4 billion, representing an EV / LTM EBITDA multiple of 10.3x
- Kate Spade designs and markets apparel and accessories

Recreational **Products**





- KPS Capital Partners, a private equity firm, agreed to acquire The TaylorMade Golf Company, Inc. from Adidas AG (DB:ADS) for \$425 million
- The acquired golf unit of Adidas includes the TaylorMade, Adams Golf and Ashworth Golf equipment and clothing brands





- HGGC, LLC, a private equity firm, agreed to acquire Nutraceutical International Corporation (NasdaqGS: NUTR) for \$446 million, representing an EV / LTM EBITDA multiple of 10.4x
- Nutraceutical is a manufacturer and marketer of nutritional supplements

Home, Garden & Pet



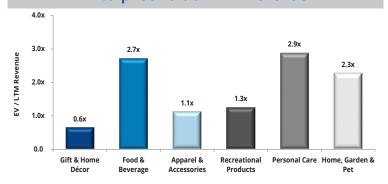


Nutraceutical

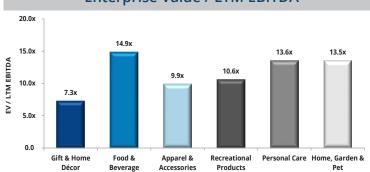


- Central Garden & Pet (NasdaqGS: CENT), a provider of lawn, garden and pet supplies, acquired K&H Manufacturing LLC
- K&H is a manufacturer of dog / cat beds and other pet accessories, and was previously a portfolio company of Benford Capital Partners and Coppermine Capital

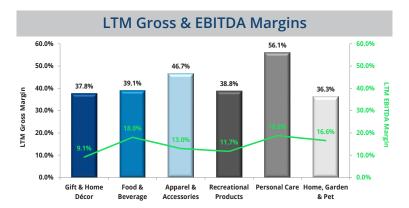
Enterprise Value / LTM Revenue



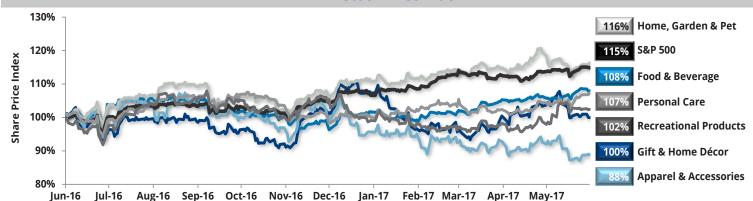
Enterprise Value / LTM EBITDA



LTM Revenue Growth 4.0% 3.0% LTM Revenue Growth 2.0% 1.7% 1.0% 1.0% 0.0% Recreational Personal Care Home, Garden & Apparel 8 **Products**



LTM Stock Price Index



Selected Consumer Transactions

	Gift & Home Décor				
Target	Acquiror	Transaction Description		Target	Acquiror
Modern House	MBK Partners	MBK Partners, a Korean private equity firm, agreed to acquire Modern House, a Korean furniture retailer, for \$626 million; Modern House was previously an operating subsidiary of E-Land Co., Ltd., a Korean holding company		ConAgra Brands, Inc. (NYSE: CAG) Wesson Oil	The J.M. Smu Company (N
Deny Designs Inc.	Leaf Group Ltd. (NYSE: LFGR)	Leaf Group, a media company that owns and operates online marketplaces, acquired Deny Designs, a provider of home furnishings, for \$12 million		Lagunitas Brewing Company	Heineken US Incorporated

Food & Beverage		
Target	Acquiror	Transaction Description
ConAgra Brands, Inc. (NYSE: CAG) Wesson Oil	The J.M. Smucker Company (NYSE: SJM)	The J.M. Smucker Company, a manufacturer and marketer of brander food products, agreed to acquire ConAgra's Wesson Oil brand, a manufacturer of edible oil used for cooking, for \$285 million
Lagunitas Brewing Company	Heineken USA Incorporated	Heineken USA, a manufacturer and marketer of beer, acquired Lagunitas Brewing Company, a manufacturer of premium beers and ales

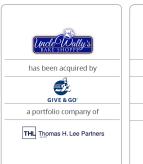
Apparel & Accessories		
Target	Acquiror	Transaction Description
Matilda Jane Clothing	Webster Capital	Webster Capital, a private equity firm, acquired Matilda Jane Clothing, a provider of dresses, swimwear and summer wear for women and children; Matilda Jane was previously a portfolio company of CID Capital
Loungefly, Inc.	Funko, LLC	Funko, LLC, a marketer of toys and collectibles, agreed to acquire Loungefly, Inc., a designer and retailer of bags and accessories

Recreational Products		
Target	Acquiror	Transaction Description
Supreme Brands LLC	Roustan Capital	Roustan Capital, a private equity firm, acquired Supreme Brands, a manufacturer of hockey equipment under the Torspo and Chrisian Hockey brands
Menatex SAS	Libertad Holding, SAS	Libertad Holding, a French electronics retailer, acquired Menatex SAS, a Paris, French retailer of photo and video equipment

Personal Care		
Target	Acquiror	Transaction Description
I Love Cosmetics Ltd	GRI Group Limited	GRI Group, a U.Kbased provider of chemical ingredients for personal care and pharmaceutical products, acquired I Love Cosmetics Ltd, a U.Kbased manufacturer of scented bath, body and beauty products
ME! Bath	PDC Brands	PDC Brands, a provider of beuty, personal care and wellness products, acquired ME! Bath, a manufacturer of bath and body care products

Home, Garden & Pet		
Target	Acquiror	Transaction Description
Sanpo	Neovia SARL	Neovia, a French manufacturer of animal feed and pet care products, acquired Sanpo, a Chinese pet food manufacturer
Karlie Flamingo GmbH	Pet Supplies Beheer B.V.	Pet Supplies Beheer, a Dutch manufacturer of food, toys, cages and accessories for pets, acquired Karlie Flamingo GmbH, a German provider of pet products

Selected TM Capital Consumer Experience









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