# Consumer Monthly March 2016



#### **Consumer Headline Transactions**

Gift & Home Décor





**Target** 



Acquiror

- **Acquisition Synopsis**
- The Michaels Companies, Inc. (NasdaqGS:MIK), an arts and crafts specialty retailer, acquired Lamrite West for \$150 million
- Lamrite West, doing business as Darice, is a wholesale distributor of craft products to craft, party, toy, drug and grocery stores, and operates 34 Pat Catan's Craft Centers

Food & Beverage







- · Hammond, Kennedy, Whitney & Company Inc., a private equity firm, acquired Panos Brands from High Road Capital
- · Panos Brands, LLC is a consumer packaged goods company with a portfolio of natural and specialty food and beverage products

**Apparel &** Accessories





- ZAGG Inc (NasdaqGS:ZAGG), a provider of mobile device solutions, agreed to acquire Mophie, inc. for \$100 million
- · Mophie, inc. is a provider of battery cases, battery and storage products, universal batteries, belt clips, docks and cables, and adapters

Recreational **Products** 

**BRG** | SPORTS



- Vista Outdoor Inc. (NYSE:VSTO), a marketer of consumer products for sports and recreation markets, agreed to acquire BRG's Action Sports division for \$400 million
- BRG Sports' Action Sports division includes leading helmet brands Bell and Giro, and C-Preme and

**Action Sports Division** 





- The Estée Lauder Companies Inc. (NYSE:EL), a marketer of skin care, makeup, fragrance and hair care products, acquired By Kilian
- By Kilian is a French marketer of fragrances, candles and other accessories

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Gift & Home

Food &

Home. Garden & Pet

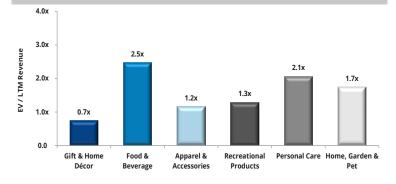




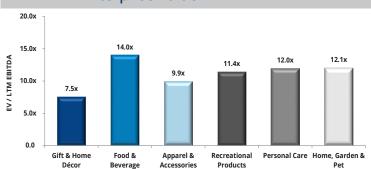


- Jet.com, Inc., a smart shopping platform that allows its member to shop online from various retailers, agreed to acquire Hayneedle Inc.
- · Hayneedle is an online specialty retailer of indoor and outdoor furniture, home and kitchen

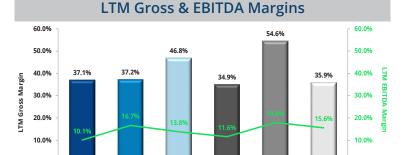
# **Enterprise Value / LTM Revenue**



# **Enterprise Value / LTM EBITDA**





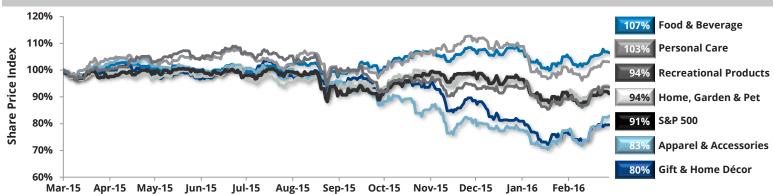


Recreational

Apparel &

Personal Care Home, Garden

#### LTM Stock Price Index



#### **Selected Consumer Transactions**

Gift & Home Decor			Food & I		
Target	Acquiror	Transaction Description	Target	Acquiror	
Zenith Products Corporation	Laces Group	Laces Group, a Canadian provider of home fashion products, acquired Zenith Products, a provider of bath storage and organizational products for homes	Chef Creations, Inc.	Kettle Cuisine, Inc.	
Furniture Factory Outlet, LLC	Sun Capital Partners, Inc.	Sun Capital Partners, a private equity firm, acquired Furniture Factory Outlet, a home furnishings retailer	Raymundo's Food Group, LLC	AUA Private Equity Partners, LLC	

Apparel & Accessories			
Target	Acquiror	Transaction Description	
Monica Vinader Ltd	Piper PE LLP and Winona Capital Management, LLC	Piper PE and Winona Capital Management acquired Monica Vinader, UK based provider of affordable luxury jewelry	
Flint And Tinder USA, LLC	Huckberry LLC	Huckberry, an online retailer of apparel, footwear and home goods, acquired Flint And Tinder, a designer and manufacturer of men's underwear	

Personal Care		
Target	Acquiror	Transaction Description
Procter & Gamble's Escudo soap brand	Kimberly-Clark de Mexico	Kimberly-Clark de México, a marketer of personal care, consumer tissue and professional products, agreed to acquire P&G's Escudo soap brand
Vitamin World, Inc.	Centre Lane Partners, LLC	Centre Lane Partners, a private equity firm, acquired Vitamin World, a provider of wellness and nutrition products

Personal Care		
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Vitamin World, Inc.	Centre Lane Partners, LLC	Centre Lane Partners, a private equity firm, acquired Vitamin World, a provider of wellness and nutrition products

## **Selected TM Capital Consumer Experience**







# for restaurants and retail operations AUA, a private equity firm, acquired Raymundo's, a provider of gelatin, pudding and Latino specialty gels

Beverage

**Transaction Description** Kettle Cuisine, a provider of soups, chilis and chowders. acquired Chef Creations, a provider of soups and sauces

Recreational Products		
Target	Acquiror	Transaction Description
Stag Arms LLC	White Wolf Capital LLC	White Wolf Capital, a private equity firm, acquired Stag Arms, a manufacturer and marketer of rifles
Kitbag Ltd.	Fanatics, Inc.	Fanatics, an online retailer of sports merchandise, acquired Kitbag, a UK based online retailer of sports merchandise

Home, Garden & Pet		
Target	Acquiror	Transaction Description
Day Six Pet Nutrition, LLC	C.J. Foods Inc.	C.J. Foods, a manufacturer of dry, superpremium pet food, acquired Day Six Pet Nutrition, a manufacturer of specialty dry pet food
Pointer Pet Products Ltd.	Fold Hill Foods Limited	Fold Hill Foods, a UK based provider of pet food, acquired Pointer Pet Products, a UK based provider of pet treats and biscuits for dogs

## TM Capital's Consumer Industry Contacts







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