

## Consumer Monthly November 2016



#### **Consumer Headline Transactions**

Target

#### Acquiror

#### **Acquisition Synopsis**









- Steinhoff International Holdings N.V. (JSE:SNH), a South African retailer of furniture, household goods and clothing, agreed to acquire Fantastic Holdings Ltd. (ASX:FAN) for \$274 million, representing a 14.8x EV / EBITDA multiple
- Fantastic Holdings is an Australian retailer of household furniture







- Premium Brands Holdings Corporation (TSX:PBH), a Canadian provider of specialty food products, acquired Belmont Meat Products for \$50.0 million
- Belmont Meat Products is Canadian provider of burger patties for the foodservice and retail markets

Apparel & Accessories





- LVMH Moët Hennessy Louis Vuitton (ENXTPA:MC), a French marketer of luxury products, acquired Rimowa GmbH
- Rimowa GmbH is a German marketer of luggage and small leather accessories for men and women

Recreational Products





- Bass Pro Shops, a retailer of outdoor gear and apparel, agreed to acquire Cabela's Incorporated (NYSE:CAB) for \$5.5 billion
- Cabela's is a retailer of hunting, fishing, camping, shooting sports and related outdoor products









- Coty Inc. (NYSE:COTY), a marketer of beauty products, acquired ghd from Lion Capital LLP for approximately \$510 million, representing a 2.4x EV / Revenue multiple
- ghd is a UK based provider of high-end hair styling appliances



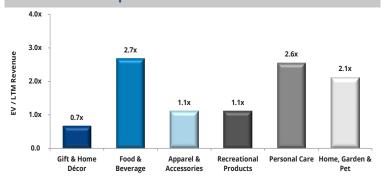




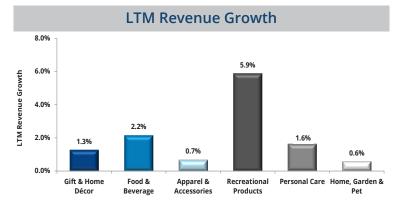


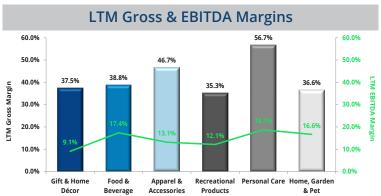
- Central Garden & Pet Company (NasdaqGS:CENT), a marketer of lawn & garden and pet products, acquired Segrest Farms, Inc. for \$60.0 million
- Segrest Inc. is a leading wholesaler of aquarium fish

## Enterprise Value / LTM Revenue

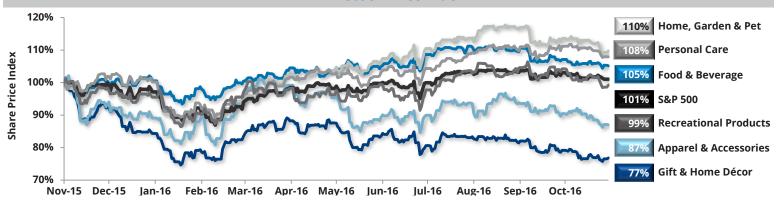


#### **Enterprise Value / LTM EBITDA** 20.0x 14.4x 15.0> 12.7x EV / LTM EBITDA 10.0x 10.0x 5.0> 0.0 Apparel & Accessories Gift & Home Food & Recreational Personal Care Home, Garden & Products Décor Beverage





### **LTM Stock Price Index**



#### **Selected Consumer Transactions**

Gift & Home Décor			Food & Beverage		
Target	Acquiror	Transaction Description	Target	Acquiror	Transaction Description
The Cotswold Company Ltd.	True Capital Partners	True Capital, a UK based private equity firm, agreed to acquire Cotswold, a UK based retailer of furniture, furnishings and accessories	Kronos Foods, Inc.	Grey Mountain Partners, LLC	Grey Mountain Partners, a private equity firm, acquired Kronos Foods, a provider of Mediterranean food products
Alza SL	Rhointer MGF International Group, s.l.	Rhointer, a Spain based provider of household goods, acquired Alza, a Spain based provider of cookware and utensils	Nothing Bundt Cakes, LLC	Levine Leichtman Capital Partners	Levine Leichtman Capital Partners, a private equity firm acquired Nothing Bundt Cakes, a franchisor of gourmet bakeries

Apparel & Accessories				
Target	Acquiror	Transaction Description		
Jack Wills Limited	BlueGem Capital Partners LLP	BlueGem Capital Partners, a UK based private equity firm, acquired Jack Wills, a UK based manufacturer of clothing and accessories		
Politix	Country Road Group Pty Ltd.	Country Road, an Australian retailer of apparel, home ware and related accessories, agreed to acquire Politix, an Australian marketer of menswear		

Recreational Products				
Target	Acquiror	Transaction Description		
FAO Schwarz, Inc.	ThreeSixty Group, Inc.	ThreeSixty, a provider of consumer products, acquired FAO Schwarz, a toy retailer		
Nutcase, Inc.	Bravo Sports Corporation	Bravo Sports, a provider of recreational and sporting goods, acquired Nutcase, a marketer of stylized helmets		

Personal Care				
Target	Acquiror	Transaction Description		
BECCA, Inc.	The Estée Lauder Companies Inc. (NYSE:EL)	Estée Lauder, a marketer of skin care, makeup, fragrance and hair care products, acquired BECCA, a marketer of cosmetics		
C'est Moi	JAKKS Pacific, Inc. (NasdaqGS:JAKK)	JAKKS, a marketer of consumer products, acquired C'est Moi, a skincare and performance makeup brand focused on the children's market		

Home, Garden & Pet			
Target	Acquiror	Transaction Description	
The Step2 Company, LLC	Backyard Discovery Holdings, LLC	Backyard Discovery, a marketer of residential backyard products, acquired Step2, a marketer of outdoor toys	
Solowave Design, Inc.	KidKraft, Inc.	KidKraft, a marketer of wooden toys and furniture, acquired Solowave, a Canadian marketer of outdoor wooden products	

**TM Capital's Consumer Industry Contacts** 

# **Selected TM Capital Consumer Experience**







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