

Consumer Monthly October 2016



Consumer Headline Transactions

Target

Acquiror

Acquisition Synopsis









- TM Capital advised Berkshire Blanket, Inc., a portfolio company of CSW Private Equity, in its sale to SUMEC Textile Light Industry Co., Ltd.
- Berkshire Blanket is a leading branded designer, importer and marketer of blankets, throws and other soft home goods in the U.S., with a #1 position in blankets

Food & Beverage







- CenterOak Partners LLC, a private equity firm, acquired Wetzel's Pretzels, LLC from Levine Leichtman Capital Partners
- · Wetzel's Pretzels is an owner and franchisor of soft pretzel stores

Apparel & Accessories







- · Hanesbrands Inc. (NYSE:HBI), a marketer of basic apparels, agreed to acquire GTM Sportwear Inc.
- GTM Sportwear provides warm ups, custom jerseys, uniforms and other products

Recreational Products





- · Ultra PRO International LLC, a provider of tabletop games and accessories, agreed to acquire Playroom Entertainment Inc.
- Playroom Entertainment is a publisher of board and card games







- Conair Corporation, a marketer of hair care and personal grooming products, acquired SalonQuest
- SalonQuest (d.b.a. Aquage) is a marketer of innovative salon hair care products based on marine **botanicals**

Home. Garden & Pet

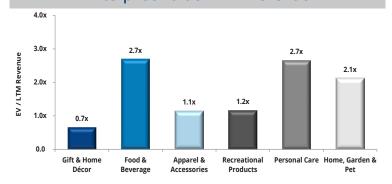




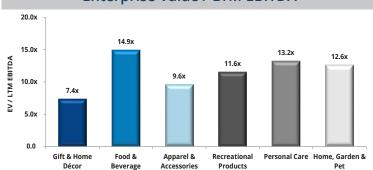


- · Vista Outdoor Inc. (NYSE:VSTO), a marketer of products for sports and recreation markets, acquired Camp Chef, Inc. for \$60.0 million
- · Camp Chef is a provider of outdoor cooking solutions, including camp stoves, barbecue grills, pellet grills, smokers, fire pits, and cast-iron cookware and accessories

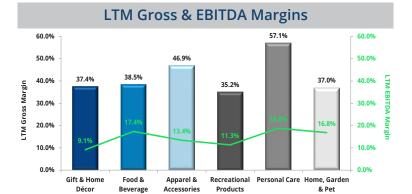
Enterprise Value / LTM Revenue



Enterprise Value / LTM EBITDA

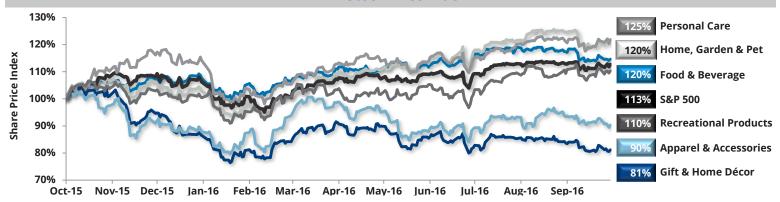


LTM Revenue Growth 10.0% 8.0% 6.7% LTM Revenue Growth 6.0% 4.0% 3.0% 1.6% 2.0% 1.1% 0.0% (2.0%) Recreational Personal Care Home, Garden & Apparel & **Products** Accessories



Accessories

LTM Stock Price Index



Selected Consumer Transactions

Gift & Home Décor			Food & Beverage		
Target	Acquiror	Transaction Description	Target	Acquiror	Transaction Description
Mitre Furnishing Group Ltd.	Nisbets Plc	Nisbets, a UK based provider of catering equipment, acquired Mitre Furnishing, a UK based provider of linens and soft furnishings	Metcalfe's skinny Ltd.	Snyder's-Lance, Inc. (Nasdaq-GS: LNCE)	Snyder's-Lance, a marketer of snack food products, acquired Metcalfe's skinny, a UK based marketer of ready-to-eat popcorn
Arclinea Arredamenti	B&B ITALIA	B&B ITALIA, an Italian supplier of modern contemporary furniture, acquired Arclinea, an Italian manufacturer of kitchen cabinetry	Danone Chile S.A.	Watt´s S.A. (SNSE:WATTS)	Watt's, a Chilean provider of food products, agreed to acquire Danone's Chile assets, including the Calán dairy products brand, for \$24.0 million

Apparel & Accessories			
Target	Acquiror	Transaction Description	
Wild Things, LLC	Mission Ready Services Inc. (TSXV:MRS)	Mission Ready, a Canadian provider of military and first responder gear services, agreed to acquire Wild Things, a provider of technical outerwear and gear	
Buffalo Boots GmbH	Deichmann SE	Deichmann, a German retailer of shoes for women, men and children, agreed to acquire Buffalo Boots, a German marketer of footwear	

Personal Care				
Target	Acquiror	Transaction Description		
willagirl LLC	Origami Owl, LLC	Origami Owl, a provider of custom jewelry products, acquired willagirl, a marketer of skincare products for young women and girls		
Close Shave Ltd.	Shavekit Ltd.	Shavekit, a UK based provider of razors and blades, acquired Close Shave, a UK based online marketer of razor blades		

Recreational Products				
Target	Acquiror	Transaction Description		
D3T Distribution	Equistone Partners Europe	Equistone Partners, a UK based private equity firm, acquired D3T Distribution, a French online retailer of motorcycle accessories and clothing		
Pure-Tec Ltd.	IMPEX Fitness Inc.	IMPEX Fitness, a provider of fitness products, acquired Pure-Tec, an online retailer of fitness, sports and gym equipment		

Home, Garden & Pet				
Target	Acquiror	Transaction Description		
Seventh Generation, Inc.	Unilever PLC (LSE:ULVR)	Unilever, a provider of consumer products, agreed to acquire Seventh Generation, a provider of plant-based detergents and household cleaners		
Frio Ice Chest Company	Visual Promotions, LLC	Visual Promotions, a provider of imprinted promotional products, acquired Frio Ice Chest, a provider of hard side and soft side coolers		

TM Capital's Consumer Industry Contacts

Selected TM Capital Consumer Experience









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