

# Consumer Monthly October 2017



#### **Consumer Headline Transactions**

Food & Beverage



Target



Acquiror

# Acquisition Synopsis

- Post Holdings, Inc. (NYSE: POST) agreed to acquire Bob Evans Farms, Inc. (Nasdaq: BOBE) for \$1.5 billion, representing an EV / Adjusted 2017E EBITDA mutliple of 14.0x
- Bob Evans Farms produces and distributes prepared foods for grocery retailers; in January 2017,
  Bob Evans divested its restaurant division to Golden Gate Capital for \$565 million

Gift & Home Décor





- Newell Brands Inc. (NYSE: NWL) agreed to acquire Chesapeake Bay Candle Company for \$75 million, representing an EV / Revenue multiple of 1.4x
- Chesapeake Bay Candle Company is a provider of decorative wax candles and accessories

Apparel & Accessories





- Apax Partners, a private equity firm, agreed to acquire Matchesfashion.com for **\$1 billion**
- Matchesfashion.com is an online luxury shopping destination for designer clothes, shoes, bags and accessories for both men and women, with brick-and-mortar presence in the U.K.

Recreational Products





- Shelterlogic, a provider of all-weather canvas shelters and popup garages, acquired the Outdoor Products Division of Bravo Sports Corporation, a branded consumer goods holding company
- Bravo's Outdoor Products Division manufactures and markets canvas pop-up tents under the Quik Shade brand







- Unilever PLC (LSE: ULVR) agreed to acquire Carver Korea Co. Ltd. from Bain Capital and Goldman Sachs for \$2.7 billion, representing an EV / EBITDA multiple of 16.6x
- Carver Korea manufactures and distributes cosmetic products in South Korea under the brand AHC



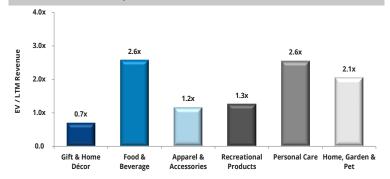




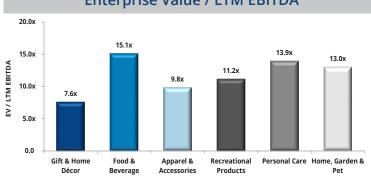


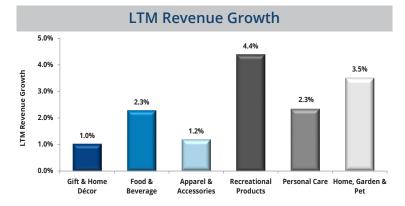
- Masterbuilt Manufacturing, LLC, a provider of outdoor grills and cooking equipment, acquired Outdoor Leisure Products, Inc.
- Outdoor Leisure Products, doing business as Authentic Smoke Hollow, manufactures and markets outdoor smokers and propane grills

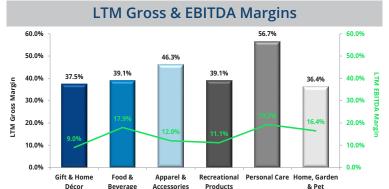
## Enterprise Value / LTM Revenue



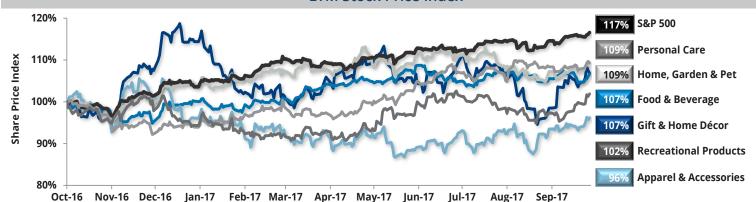
### **Enterprise Value / LTM EBITDA**







#### LTM Stock Price Index



#### **Selected Consumer Transactions**

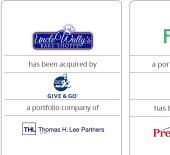
	Gif	t & Home Décor		Food & Beverage		
Target	Acquiror	Transaction Description	Target	Acquiror	Transaction Description	
Fitz and Floyd Enterprises, LLC	Lifetime Brands, Inc. (NasdaqGS:LCUT)	Lifetime Brands, a provider of branded kitchenware and tableware, acquired Fitz and Floyd Enterprises, a provider of hand-painted ceramic dinnerware and collectables	Sweet Earth, Inc.	Nestlé USA, Inc.	Nestlé USA agreed to acquire Sweet Earth, Inc., a provider of vegetarian food, from Renewal2 Management Company, a Vancouver-based private equity firm	
Bloomy Days GmbH	Fleurop AG	Fleurop AG, a direct-to-consumer flower bouquet provider based in Germany, acquired Bloomy Days, a German flower delivery subscription service	Sager Creek Vegetable Company, Inc.	Mccall Farms, Inc.	Mccall Farms, a provider of canned vegetables and fruits, acquired Sager Creek Vegetable Company, a producer and distributor of canned vegetables formerly known as Allens, Inc.	

Apparel & Accessories				
Target	Acquiror	Transaction Description		
Basi S.A.	Lacoste S.A.	Lacoste S.A., a French provider of sports apparel and equipment, acquired Basi S.A., a Spanish provider of apparel, shoes and accessories for women and men		
Costume National S.p.A.	Versatile, Inc.	Versatile, Inc., a Japanese provider of apparel, fragrances and fashion accessories, acquired Costume National S.p.A., an Italian provider of luxury apparel and accessories		

Personal Care				
Target	Acquiror	Transaction Description		
Sightbox, Inc.	Johnson & Johnson Vision Care, Inc.	Johnson & Johnson Vision Care, a provider of contact lenses, acquired Sightbox, an online subscription-based delivery platform for disposable contact lenses		
Personalized Beauty Discovery, Inc., EM Cosmetics	Divinium Labs, LLC	Divinium Labs, a provider of cosmetic products, agreed to acquire EM Cosmetics, a manufacturer of cosmetics, from Personalized Beauty Discovery, Inc., a beauty products company operating under the ipsy brand		

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# **Selected TM Capital Consumer Experience**







#### **Recreational Products** Transaction Description Acquiror Target Prestosports Clubessential LLC Clubessential LLC, a provider of web-based software solutions for golf and yacht clubs, agreed to acquire Prestosports, a web-based team sports management platform; Clubessential received growth equity funding from Battery Ventures Ravensburger North America, a provider of toys and hobby products for ThinkFun, Inc. Ravensburger North America, Inc. children, acquired ThinkFun, a provider of puzzles and brain teaser toys for children and adults

Home, Garden & Pet				
Target	Acquiror	Transaction Description		
PetzLife Products, Inc.	Manna Pro Products, LLC	Manna Pro Products, a manufacturer and marketer of animal health and nutrition products, acquired PetzLife Products, a provider of animal grooming products including shampoo, calming gels, and oral care products		
Mountain Dog Enterprises Inc.	Dane Creek Capital Corp.	Dane Creek Capital, a Canadian merchant bank with a focus on the pet industry, acquired Mountain Dog Food, a provider of frozen raw pet food in Canada		

### TM Capital's Consumer Industry Contacts













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