

## Consumer Monthly September 2015



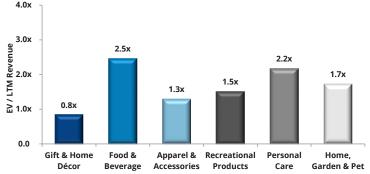
**Consumer Headline Transactions** Acquiror **Acquisition Synopsis Target** Gift & Home • The Carlyle Group LP (NasdaqGS:CG), a global alternative asset manager, agreed to acquire Blyth, Inc. Décor (NYSE:BTH) for \$98 million, representing a 13.0x EV/EBITDA multiple THE CARLYLE GROUP  $\Diamond$ • Blyth, Inc. is a direct-to-consumer marketer of candles and home fragrance products, and catalog Food & Beverage • Flowers Foods, Inc. (NYSE:FLO), a provider of bakery products, acquired Dave's Killer Bread Company from Goode Partners and founders for \$275 million FlowersFoods · Dave's Killer Bread Company provides 17 varieties of whole grain organic bakery products across the U.S. and Canada Apparel & · Apax Partners LLP, a UK based private equity firm, agreed to acquire a controlling stake in FULLBEAUTY Brands, Inc. from Charlesbank Capital Partners and Webster Capital FULLBEAUTY BRANDS FULLBEAUTY Brands is the direct-to-consumer market leader in the U.S. women and men plus-size Recreational · Hero Cycles Limited, an Indian manufacturer and marketer of bicycles, acquired Avocet Sports Ltd. · Avocet Sports Limited is a UK based manufacturer, distributor and servicer of bikes and related accessories • Catterton Partners, a private equity firm, agreed to acquire Steiner Leisure Limited (NasdaqGS:STNR) for **CATTERTON** \$925 million, representing a 12.3x EV/EBITDA multiple • Steiner Leisure, based in the Bahamas, is a provider of spa services and branded personal care products Home. Garden • TM Capital advised Backyard Leisure Holdings ("Backyard Discovery") in its sale to Aterian & Pet Investment Partners, a New York-based private equity firm

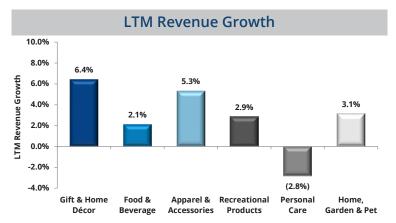




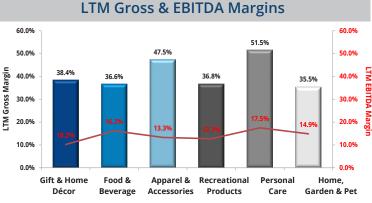
· Backyard Discovery, a portfolio company of Baird Capital, is a leading supplier of residential backyard products and related "final mile" installation services

# **Enterprise Value / LTM Revenue**





#### **Enterprise Value / LTM EBITDA** 20.0x 15.0x 13.7x **EV / LTM EBITDA** 11.1x 10.0x 5.0x 0.0 Gift & Home Food & Apparel & Recreational Personal Home. Beverage Accessories Products Garden & Pet



#### **LTM Stock Price Index**



#### **Selected Consumer Transactions**

Gift & Home Décor		
Target	Acquiror	Transaction Description
Giorgetti SpA	Progressio SGR SpA	Progressio, an Italian private equity firm, acquired Giorgetti, an Italian manufacturer of furniture
Zulily, Inc. (NasdaqGS:ZU)	QVC, Inc.	QVC, a shopping channel retailer agreed to acquire Zulily, an online retailer of home décor, apparel and accessories, for \$2.4 billion, representing a EV/Revenue of 1.7x

Apparel & Accessories		
Target	Acquiror	Transaction Description
Of a Kind, Inc.	Bed Bath & Beyond Inc. (NasdaqGS:BBBY)	Bed Bath & Beyond, a home décor retailer, acquired Of a Kind, an online retailer of apparel, accessories and jewelry for men and women
Lemon Tree Jewelry	Left Hand Studios LLC	Left Hand Studios (aka Sienna Sky Jewelry), a marketer of casual jewelry, acquired Lemon Tree Jewelry, a marketer of jewelry

Personal Care			
Target	Acquiror	Transaction Description	
Dr Organic Ltd.	NBTY, Inc	NBTY, a provider of vitamins, nutritional supplements and related products, agreed to acquire Dr Organic, a UK based provider of hair, body and oral care products	
Vintage Blades LLC	The Grooming Network	The Grooming Network, a provider of grooming products and marketing solutions, acquired Vintage Blades, a provider of shaving razors, shaving brushes and accessories	

### **Selected TM Capital Consumer Experience**

	Backyard
	DISCOVERY
	a portfolio company of
Ва	ird Capital Partners
	has been acquired by
	Aterian

mue	dpie		
has completed a	a management-led		
leveraged recapita	alization used to fund		
the repurchase	of stock owned by		
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with Senior Se	ecured and Senior		
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Food & Beverage		
Target	Acquiror	Transaction Description
Wallaby Yogurt Company, Inc.	The WhiteWave Foods Company (NYSE:WWAV)	WhiteWave, a food and beverage company, agreed to acquire Wallaby, a provider of organic yogurt, for \$125 million, representing a 2.8x EV/Revenue multiple
Natural Balance Foods Ltd.	Lotus Bakeries NV (ENXTBR:LOTB)	Lotus, a Belguim based provider of biscuits, acquired Natural Balance, a UK based provider of snack bars

Recreational Products		
Target	Acquiror	Transaction Description
Avery Outdoors, Inc.	Banded Holdings Inc.	Banded Holdings, a provider of waterfowl hunting apparel and gears, acquired Avery Outdoors, a provider of waterfowl hunting accessories
Hartcraft, Ltd.	Plano Synergy Holdings, Inc.	Plano Synergy, a manufacturer of protection equipment and storage solutions, acquired Hartcraft, a manufacturer of fixed blade hunting broadheads

Home, Garden & Pet		
Target	Acquiror	Transaction Description
Latham Pool Products, Inc.	Wynnchurch Capital, Ltd.	Wynnchurch Capital, a private equity firm, acquired Latham Pool Products, a manufacturer of inground residential swimming pools and components
Country Home Products, Inc.	Generac Holdings Inc. (NYSE:GNRC)	Generac Holdings, a provider of power generation equipment, acquired Country Home, a provider of outdoor work and lawn care tools

#### **TM Capital's Consumer Industry Contacts**



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