

# Consumer Monthly September 2016

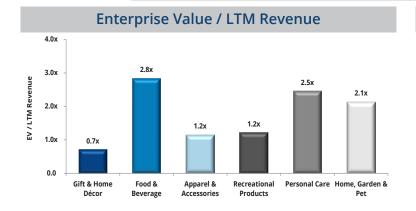
#### **Consumer Headline Transactions**

		Target	Acquiror	Acquisition Synopsis
	Gift & Home Décor	MATTRESSFIRM Bare Money, Sares Happy		<ul> <li>Steinhoff International Holdings (JSE:SNH), a South African provider of furniture, household goods and clothing, acquired Mattress Firm Holding Corp. (NASDAQ: MFRM) for \$3.8 billion</li> <li>Mattress Firm Holding Corp. is a specialty retailer of mattresses, and related products and accessories</li> </ul>
	Food & Beverage	Tyrrells.	Amplify SNACK BRANDS	<ul> <li>Amplify Snack Brands (NYSE:BETR) a marketer of better-for-you snacking products, acquired Tyrrells Potato Crisps for approximately \$390 million, representing a 16.4x EV/EBITDA multiple</li> <li>Tyrrells Potato Crisps is a UK based marketer of hand cooked potato crisps</li> </ul>
	Apparel & Accessories	hanna.Andersson_	L CATTERTON	<ul> <li>L Catterton, a private equity firm, acquired Hanna Andersson from Sun Capital Partners</li> <li>Hanna Andersson, LLC designs and manufactures apparel, accessories and shoes for kids and women</li> </ul>
	Recreational Products	SwimWays	SRIP.	<ul> <li>Spin Master Corp. (TSX: TOY), a Canadian children's entertainment company, acquired Swimways Corporation for \$85 million, representing a 0.9x EV/Revenue multiple</li> <li>Swimways Corporation is a marketer of leisure and recreational water products for kids and adults</li> </ul>
	Personal Care	ALGENIST	🎇 Tengram Capital Partners	<ul> <li>Tengram Capital Partners, a private equity firm, acquired the Algenist skincare brand from TerraVia (NASDAQ:TVIA) for \$20 million</li> <li>Algenist is a prestige skin care brand, developed by TerraVia and launched in 2011</li> </ul>
	Home, Garden & Pet		<b>ee Play</b> Power	<ul> <li>PlayPower, a manufacturer of indoor and outdoor recreational equipment and portfolio company of Littlejohn &amp; Co., acquired Playworld Systems</li> <li>Playworld Systems, Inc. is a manufacturer of commercial recreation and playground equipment</li> </ul>

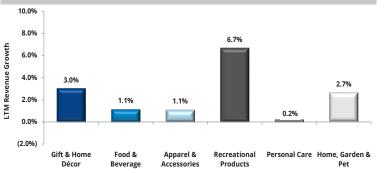
20.0x

15.0x

EV / LTM EBITDA

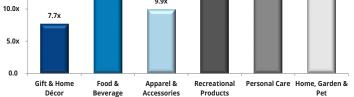


LTM Revenue Growth



15.9x 9.9x 7.7x

**Enterprise Value / LTM EBITDA** 

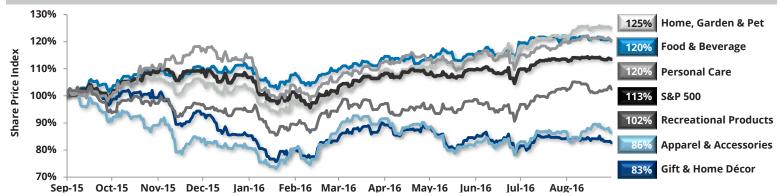


57.1% 60.0% 60.0% 50.0% 50.0% 46.99 38.89 37.4% 37.0% 40.0% 40.09 LTM Gross Margin 35.2% 30.0% 30.09 20.0% 16.6 10.0% 10.0% 0.0% 0.0% Gift & Home Recreational Personal Care Home, Garden Food & Apparel & Décor Beverage Products & Pet Accessories

**LTM Gross & EBITDA Margins** 

Note: EBITDA Margins in green

#### LTM Stock Price Index



### Selected Consumer Transactions

Target Duckhorn Wine

Company

Del Monaco Foods, Inc.

Gift & Home Décor				
Target	Acquiror	Transaction Description		
Stein World, Inc.	ELK Group International, Inc.	ELK Group International, a manufacturer of lighting fixtures, decorative accessories and furniture, acquired Stein World, a provider of furniture		
Fleuron Enterprises, Inc.	Rowley Company, LLC	Rowley Company, a marketer of home décor products, acquired Fleuron Enterprises, a provider of drapery hardware products		

Apparel & Accessories		
Target	Acquiror	Transaction Description
Sole Society LLC	Camuto Group, Inc.	Camuto Group, a marketer of women's fashion footwear, acquired Sole Society, a marketer of women's shoes, handbags and accessories
Coast Apparel LLC	Delta Apparel Inc. (AMEX:DLA)	Delta Apparel, a provider of active wear apparel and headwear products, acquired Coast Apparel, a marketer of shirts, shorts and gear for men

Personal Care				
Target	Acquiror	Transaction Description		
800Razors, LLC	Shave Mob LLC	Shave Mob, an online provider of razor blades for men and women, acquired 800Razors, a personal care products company		
ÓGRA Skincare	Lifes2good Holdings Ltd.	Lifes2Good, an Ireland based provider of healthcare and beauty products, agreed to acquire ÓGRA Skincare, an Ireland based provider of skin care products		

Recreational Products			
Target	Acquiror	Transaction Description	
Toulon Design	Callaway Golf Co. (NYSE:ELY)	Callaway, a marketer of golf equipment and accessories, agreed to acquire Toulon Design, a provider of golf putters and related accessories	
Pickle-ball Inc.	Olla LLC	Olla, dba PickleballCentral and provider of pickleball equipment and apparel, acquired Pickle-ball Inc., a provider of Pickle-ball game equipment	

Food & Beverage

wines

Transaction Description

acquire Duckhorn Wine Company, a provider of fine

Kettle Cuisine, a provider of fresh, clean label soups, acquired Del Monaco Foods, a provider of soups, sauces

TSG Consumer Partners TSG Consumer Partners, a private equity firm, agreed to

and other specialty items

Acquiror

Kettle Cuisine, LLC

Home, Garden & Pet			
Target	Acquiror	Transaction Description	
Freenotes Harmony Park, Inc.	PlayCore Holdings, Inc.	PlayCore, a provider of recreation products, acquired Freenotes, a provider of outdoor musical instruments used in gardens, playgrounds and other outdoor locations	
Tonwerk Lausen AG	Tiba AG	Tiba, a Switzerland based manufacturer of wood stoves and heating systems, acquired Tonwerk Lausen, a Switzerland based provider of storage heating stoves and furnaces for homes	

TM Capital's Consumer Industry Contacts

## **Selected TM Capital Consumer Experience**







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