Consumer Monthly

April 2018



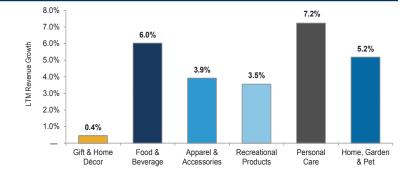
Consumer Headline Transactions

	Target	Acquiror	Acquisition Synopsis
Home, Garden & Pet	GENERAL PET SUPPLY	CENTRAL Garden & Pet	 Central Garden & Pet (NYSE:CENT), a leading provider of branded and private label products for the lawn, garden and pet supplies markets, agreed to acquire General Pet Supply General Pet Supply is a brick-and-mortar pet store chain operating throughout the upper Midwest This acquisition follows after Central acquired Bell Nursery, a wholesale nursery grower operating in the mid-Atlantic region
Food & Beverage	GREEN CHEF	Hello	 HelloFresh, a German direct-to-consumer prepared meals delivery platform, agreed to acquire Green Chef, a home delivery provider of prepared meals backed by New Enterprise Associates and TA Ventures By acquiring Green Chef, Hello Fresh will meaningfully expand its selection of available meals, adding new specialty offerings for customers following Paleo and Ketogenic diets
Gift & Home	GUND	SPIN	 Spin Master Corp. (TSX:TOY), a provider of children's toys and entertainment products, agreed to acquire Gund, Inc. for \$79.1 million Gund is a 120 year old maker of teddy bears and plush toys and was owned by Enesco The acquisition of Gund is Spin Master's 20th acquisition, and second in the last year
Personal Care	nutranex t	THE CLOROX COMPANY	 The Clorox Company (NYSE:CLX) agreed to acquire Nutranext, a health and wellness company providing dietary supplements through retail and e-commerce distribution channels At a deal value of \$700m, the transaction represents an EV / Revenue multiple of 3.5x The acquisition is aligned with Clorox's stated strategy of pursuing inorganic growth within the health and wellness categories
Recreational Products	KANSJAM	WS SPORTS	 Wild Sports LLC, a maker of outdoor lawn games backed by Expedition Capital Partners, Centerfield Capital Partners and Cardinal Equity Partners, acquired KanJam, LLC KanJam is a manufacturer and marketer of lawn games and is known primarily for its eponymous KanJam flying disc game
Apparel & Accessories	NAUTICA VI	AUTHENTIC BRANDS GROUP	 Authentic Brands, a consumer products company backed by Leonard Green & Partners, General Atlantic and Lion Capital, agreed to acquire the Nautica brand from VF Corporation Nautica designs and markets apparel, accessories, and fragrances for women and men VF management has stated that the divestiture will allow the Company to focus on its strong Vans and North Face brands

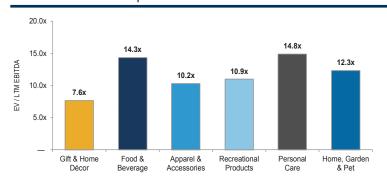
Enterprise Value / LTM Revenue

3.0x 2.7x EV / LTM Revenue 1.8x 2.0x 1.3x 1.2x 1.0x 0.6x Gift & Home Food & Apparel & Recreational Personal Home, Garden & Pet Décor Beverage Accessories Care

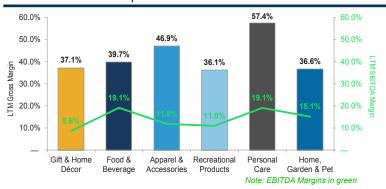
LTM Revenue Growth

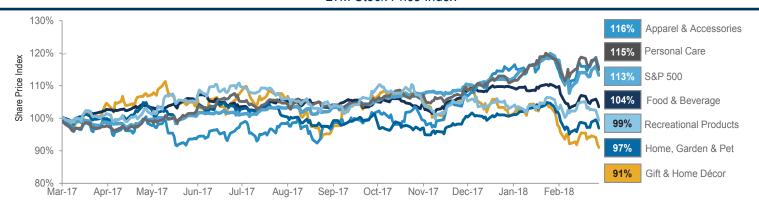


Enterprise Value / LTM EBITDA



Enterprise Value / LTM EBITDA





Selected Consumer Transactions

Gift & Home Decor Target Acquiror Transaction Description Culligan International Company, a provider of commercial and residential water softening and filtration solutions, acquired Paragon Water Culligan Systems, Inc. International Company Paragon Water Systems, a leading OEM for point-of-use water filtration products and former portfolio company of JZ Partners Rolf Benz AG & Jason Furniture Jason Furniture, a Chinese manufacturer of premium indoor (Hangzhou) Co., Ltd. leather furniture, agreed to acquire Rolf Benz, a German furniture Co.KG designer and manufacturer with a global partner distribution

network, at an EV of \$51 million, representing an EV / EBITDA

Apparel & Accessories

multiple of 8.6x

Target	Acquiror	Transaction Description
Oboz Footwear, LLC		Kathmandu Holdings, a publicly-traded outdoor apparel company based in New Zealand, agreed to acquire Oboz Footwear, a maker of shoes and boots for trail running and hiking, for \$75 million
Royal Robbins LLC	Fenix Outdoor International AG (OM:FOI B)	Fenix Outdoor, a Swedish apparel provider best known for its Fjallraven brand, acquired Royal Robbins, a California-based provider of women's and men's outdoor clothing

Personal Care

Target	Acquiror	Transaction Description
Clinere Products, Inc.	Quest Products, Inc.	Quest Products, a distributor of branded consumer packaged goods, acquired Clinere products, a provider of patented ear cleaning products
Nucerity International, Inc.	ARIIX Holdings, LLC	ARIIX Holdings, a manufacturer of nutritional supplements, acquired Nucerity International, a provider of skin care products

Selected TM Capital Consumer Experience







Food & Beverage

Target	Acquiror	Transaction Description
ViaViente	Youngevity International, Inc. (NasdaqCM:YGYI)	Youngevity International, a provider of nutrition-related consumer packaged goods, acquired ViaViente, a provider of concentrated, vitamin-rich fruit puree blends
Smuttynose Brewing Company	Runnymede Investments LLC	Runnymede Investments, a private equity firm, acquired Smuttynose Brewing Company, a New Hampshire-based microbrewery

Recreational Products

Target	Acquiror	Transaction Description
KanJam LLC	Wild Sports LLC	Wild Sports LLC, a maker of outdoor lawn games backed by Expedition Capital Partners, Centerfield Capital Partners and Cardinal Equity Partners, acquired KanJam, the maker of the eponymous KanJam frisbee game
KÄSTLE GmbH	ConsilSport s.r.o.	ConsilSport, a manufacturer of skiing equipment based in the Czech Republic, acquired KASTLE, a German manufacture of premium alpine skis

Home, Garden & Pet

Target	Acquiror	Transaction Description
True Value Company	ACON Investments LLC	ACON Investments, a private equity firm, agreed to acquire a 70% stake in the True Value Company, a member-owned cooperative of hardware stores throughout the U.S., at an enterprise value of approximately \$280 million
Phoebe Products LLC	BrightPet Nutrition Group, LLC	BrightPet Nutrition Group, a provider of premium and super- premium pet food backed by Graham Partners, acquired Phoebe Products, a maker of premium dog food and treats

TM Capital's Consumer Industry Contacts











Craig M. Gibson

Managing Director cgibson@tmcapital.com 617-259-2204

David M. Felts Managing Director dfelts@tmcapital.com 404-995-6252

James S. Grien Managing Director jgrien@tmcapital.com 404-995-6235

Philip S. Krieger

pkrieger@tmcapital.com 404-995-6242

Kevin Atchue katchue@tmcapital.com 617-259-2209

