# **Consumer Monthly**

July 2018



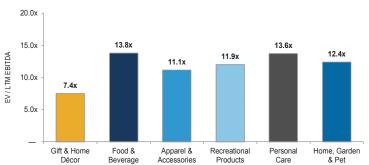
#### **Consumer Headline Transactions**



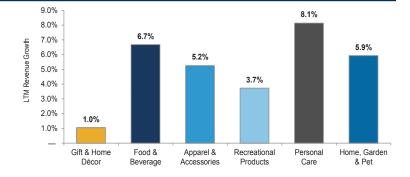
#### Enterprise Value / LTM Revenue

#### 3 0x 2.6x 2.4x EV / LTM Revenue 1.9x 2.0x 1.6x 1.3x 1.0x 0.7x Gift & Home Food & Apparel & Recreational Personal Home, Garden Décor Beverage Accessories Care & Pet

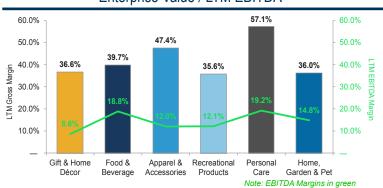
# Enterprise Value / LTM EBITDA



#### LTM Revenue Growth



#### Enterprise Value / LTM EBITDA





#### **Selected Consumer Transactions**

### Gift & Home Decor

Target	Acquiror	Transaction Description
Albany Industries, Inc.	Standard Furniture Manufacturing Company, Inc.	Standard Furniture Manufacturing Company, Inc., headquartered in Bay Minette, AL, acquired Mississippi-based Albany Industries, Inc., which manufactures upholstered products for the home including couches, chairs and tables
Fusion Furniture, Inc.	Southern Motion, Inc.	Fusion Furniture, Inc., a Mississippi-based producer of upholstered furniture, was acquired by Southern Motion Inc., a producer of motion furniture also based in Mississippi

# Apparel & Accessories

Target	Acquiror	Transaction Description
Hoodies Group	Castro Model Ltd. (TASE:CAST)	Castro Model Ltd., a public clothing company based in Bat Yam, Israel, acquired branded Israeli clothing companies Hoodies Group for \$75 million
Lancel International S.A.	Piquadro S.p.A (BIT:PQ)	Piquadro S.p.A (BIT:PQ), an Italian luggage and accessories brand, purchased Lancel International S.A., a Swiss manufacturer of luxury leather goods, from Compagnie Financiere Richemont SA (SWX:CFR) for \$41 million, representing a revenue mulitple of 0.7x

#### **Personal Care**

Target	Acquiror	Transaction Description
Certain Assets of Clearskincare Clinics	Australian Pharmaceutical Industries Limited (ASX:API)	Australian Pharmaceutical Industries (ASX:API) has entered an agreement to acquire the assets of Clearskincare Clinics, Australian manufacturer of skincare products for \$127 million, to be paid in installments over three years
Equilibria S.r.l	Unilever N.V. (ENXTAM:UNA)	Unilever N.V. (ENXTAM:UNA) acquired a 75% stake in Turin, Italy- based Equilibria S.r.I., a producer of dietary supplements, over-the- counter pharmaceuticals and other personal care products

### Selected TM Capital Consumer Experience







## Food & Beverage

Target	Acquiror	Transaction Description
New England Confectionery Company, Inc. (d/b/a NECCO)	Round Hill Investments, LLC (Metropoulos family)	Round Hill Investments, LLC, the investment firm of Dean Metropoulos, acquired New England Confectionery Company, which manufactures Sweetheart candies and NECCO wafers, for \$17 million in Chapter 11 proceedings after an \$18 million deal with Spangler Candy Company failed to close
Mademoiselle Desserts SAS	Alphaone International S. à r.l.	Alphaone International S. à r.l. purchased Mademoiselle Desserts SAS, a France-based manufacturer and supplier of frozen bakery products for \$383 million

### **Recreational Products**

Target	Acquiror	Transaction Description
Rawlings Sporting Goods Company, Inc.	Seidler Equity Partners; Major League Baseball Enterprises, Inc.	Seidler Equity Partners and Major League Baseball Enterprises, Inc. have purchased Rawlings Sporting Goods Company, previously owned by Newell Brands, Inc. (NYSE:NWL), for \$395 million, representing a revenue multiple of 1.2x
GolfTEC Enterprises, LLC	Golf Digest Online Inc. (TSE:3319)	Japan-based Golf Digest Online acquired a majority interest in GolfTEC Enterprises, LLC, an operator of nearly 200 corporate- owned and franchised golf instruction and fitting centers in the U.S. and internationally, for \$19 million

#### Home, Garden & Pet

Target	Acquiror	Transaction Description
Spring Meadows Natural Pet Food	Dane Creek Capital Corp.	Ontario, Canada-based Dane Creek Capital Corp., a pet industry merchant bank, acquired Spring Meadows Natural Pet Food, a leading manufacturer of frozen raw pet food for dogs and cats located in Saskatoon, Saskatchewan
GoFetch Technologies, Inc.	Future Pet Animal Health, Inc.	GoFetch Technologies, operator of an online marketplace for pet care services headquartered in Vancouver, BC was acquired by Future Pet Animal Health, Inc., a provider of veterinary appointment scheduling software

# TM Capital's Consumer Industry Contacts













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