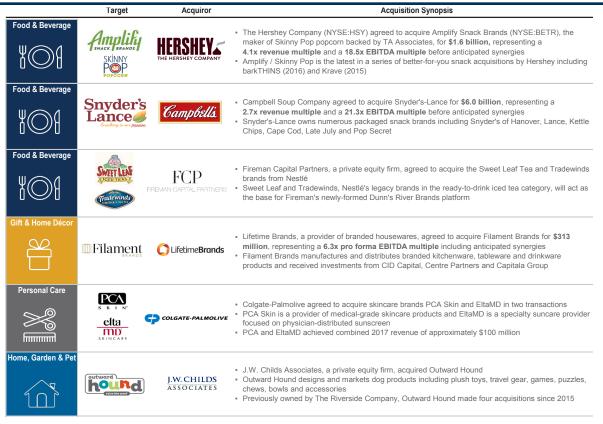
Consumer & Retail Monthly

January 2018



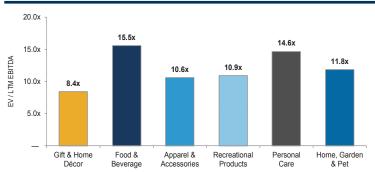
Consumer Headline Transactions



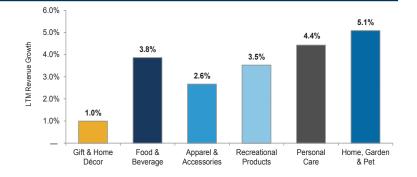
Enterprise Value / LTM Revenue

3 0x 2.6x 2.0x EV / LTM Revenue 2.0x 1.3x 1.2x 1.0x 0.7x Gift & Home Food & Apparel & Recreational Personal Home, Garden Décor Beverage Accessories Products Care & Pet

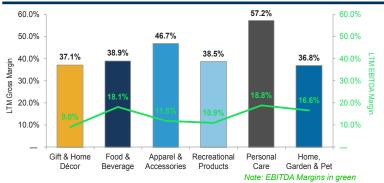
Enterprise Value / LTM EBITDA

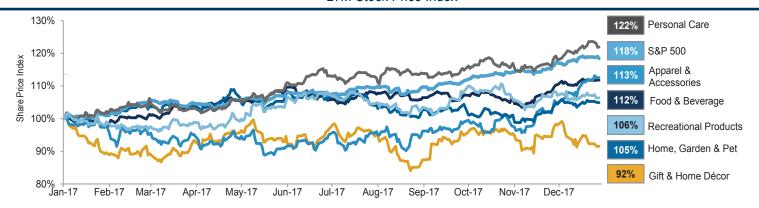


LTM Revenue Growth



Enterprise Value / LTM EBITDA





Selected Consumer Transactions

Gift & Home Decor

Target	Acquiror	Transaction Description
The Company Store Group, LLC	The Home Depot, Inc. (NYSE:HD)	The Home Depot acquired The Company Store, a provider of bedding and home décor products including comforters, pillows, sheets and towels; The Company Store was owned by Hanover Direct, Inc.
RSI Home Products, Inc.	American Woodmark Corporation (NasdaqGS:AMWD)	American Woodmark Corporation, a manufacturer of kitchen and bath cabinets, agreed to acquire RSI Home Products for \$1.1 billion, representing a 9.0x multiple of Adjusted EBITDA; RSI designs and manufactures kitchen and bath cabinetry in the U.S.

Apparel & Accessories

Target	Acquiror	Transaction Description
Crew Clothing Company Limited	Exquisite Apparel Corp.	Exquisite Apparel, acquired Crew Clothing Company, a U.Kbased smart / casual lifestyle brand with 80 stores and an e-commerce channel; Crew Clothing was a portfolio company of Livingbridge, a British private equity firm
Joseph Ribkoff, Inc.	Novacap Investments, Inc. and Fonds de solidarité FTQ	Canadian private equity firms Novacap Investments and Fonds de solidarité FTQ acquired Joseph Ribkoff, a Quebec-based designer, producer and exporter of women's dresses operating in over 60 markets around the world

Personal Care

Target	Acquiror	Transaction Description
Schmidt's Deodorant Company, LLC	Unilever	Unilever agreed to acquire Schmidt's Deodorant Company, a provider of deodorant, toothpaste, soap and personal care products under the Schmidt's Naturals brand
Well.ca Inc.	McKesson Canada Corporation	McKesson Canada acquired Well.ca, a Canadian online retailer of health, wellness products and natural remedies; Well.ca received equity funding from iNovia Capital, a Canadian private equity / venture capital firm

Selected TM Capital Consumer Experience







Food & Beverage

Target	Acquiror	Transaction Description
Spreads Business of Unilever PLC	KKR & Co. L.P. (NYSE:KKR)	KKR agreed to acquire Unilever's Spreads business for \$8.04 billion, representing an EV / EBITDA multiple of 10.0x; Unilever's Spreads business brand portfolio includes Country Crock, Becel, Flora and Blue Band
Sandwich Bros. Of Wisconsin	ConAgra Brands, Inc. (NYSE:CAG)	ConAgra Brands agreed to acquire Sandwich Bros. of Wisconsin, a Milwaukee-based provider of better-for-you prepared frozen sandwiches, from Kangaroo Brands

Recreational Products

Target	Acquiror	Transaction Description
Topgolf Entertainment Group	Fidelity Management and Research Company	FMR led an investment round in Topgolf Entertainment, an operator of technology-enabled driving ranges in the U.S.; existing investors including WestRiver Group, Providence Equity Partners and Callaway Golf also participated in the round
PrimeSport, Inc.	On Location Events, LLC	On Location Events, LLC, a private-equity backed provider of event management and hospitality services for professional sports, acquired PrimeSport, a provider of sports travel and event services

Home, Garden & Pet

Target	Acquiror	Transaction Description
PetVet Care Centers, Inc.	KKR & Co. L.P. (NYSE:KKR)	KKR acquired PetVet Care Centers, an acquirer and operator of veterinary hospitals for pets and service animals, from Ontario Teachers' Pension Plan and L Catterton
BLINK	Amazon.com, Inc. (NasdaqGS:AMZN)	Amazon.com agreed to acquire BLINK, a provider of smart home security products including wireless cameras, temperature sensors and microphones

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 Principal pkrieger@tmcapital.com 404-995-6242

Philip S. Krieger Kevin Atchue



