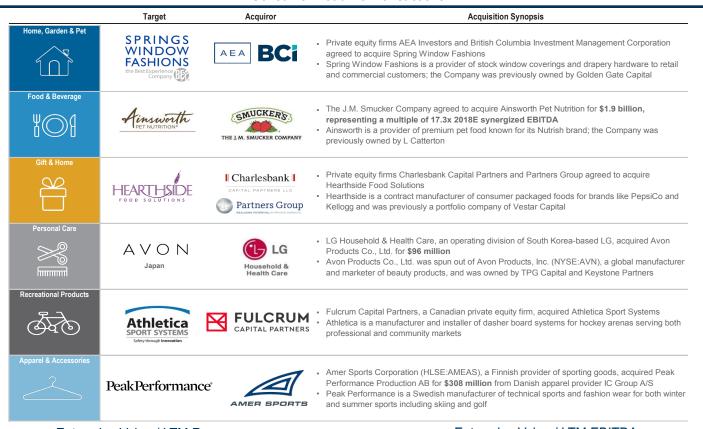
# Consumer & Retail Monthly

May 2018



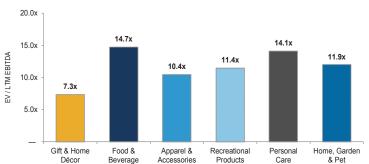
### **Consumer Headline Transactions**



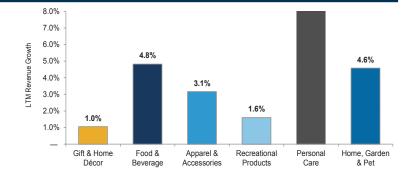
### Enterprise Value / LTM Revenue

#### 3 0x 2.4x EV / LTM Revenue 2.0x 1.3x 1.2x 1.0x 0.6x Gift & Home Food & Apparel & Recreational Personal Home, Garden Décor Beverage Accessories Products Care & Pet

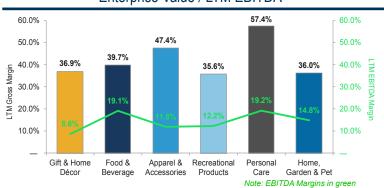
# Enterprise Value / LTM EBITDA

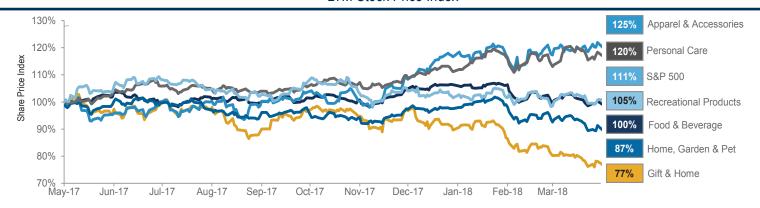


#### LTM Revenue Growth



### Enterprise Value / LTM EBITDA





#### Selected Consumer Transactions

#### Gift & Home Decor

Target	Acquiror	Transaction Description
Crane & Co., Inc.	Mohawk Fine Papers, Inc.	Mohawk Fine Papers, a manufacturer of high-quality paper products, acquired Crane & Co., a provider of stationary and cotton-based paper product products

POCO XXXI utz Marken Einrichtungsmärkte GmbH GmbH

XXXLutz Marken, an Austrian retailer of home furnishings and one of Europe's largest furniture retailers, acquired POCO Einrichtungsmärkte, a German discount furniture retailer

# **Apparel & Accessories**

Target	Acquiror	Transaction Description
Shicata Co.	IDEA International Co., Ltd. (JASDAQ:3140)	IDEA International, a wholesaler and retailer of interior and travel goods, agreed to acquire Shicata Co., a Japanese provider of ladies' handbags

NAF NAF SAS La Chapelle Enterprise Management Co. Ltd.; Star Platinum Capital; East Links International (HK)

A consortium of private equity firms including Star Platinum Capital and East Links International, through the formation of La Chapelle Enterprise Management Co., acquired NAF NAF SAS, a French read-to-wear apparel provider, for \$64 million

#### Personal Care

Target	Acquiror	Transaction Description
Scent Trunk Apparel Inc.	Pacific Coast Products, LLC	Pacific Coast Products (d/b/a Perfumer's Apprentice), a manufacturer of personal fragrances, acquired Scent Trunk, a maker of direct-to consumer, custom designed fragrances operating under a subscription model
Humco Holding Group, Inc.	Fagron NV	Fagron, a Dutch provider of pharmaceutical ingredients, acquired Humco, a provider of topical and transdermal creams, for \$70 million (including an earnout of \$23 million), representing an EV / Revenue multiple of 2.2x

# Selected TM Capital Consumer Experience







# Food & Beverage

Target	Acquiror	Transaction Description
Accolade Wines Australia Limited	The Carlyle Group (NasdaqGS:CG)	The Carlyle Group (NasdaqGS:CG) agreed to acquire Accolade Wines Ltd., an Australian wine company focused on selling into the Chinese market, for \$772 million

Old Orchard Brands, LLC Inc. (TSX:LAS.A)

Lassonde Industries Lassonde Industries, a Canadian provider of ready-to-drink fruit and vegetable juices, agreed to acquire family-owned Old Orchard Brands, a maker of fruit juices, for \$156 million (including a \$10 million earnout), representing a multiple of 9.9x 2017 EBITDA and 1.5x revenue

### **Recreational Products**

Target	Acquiror	Transaction Description
SwiftCarbon	SENSE BICICLETAS DA	Sense Bicicletas, a Brazilian manufacturer of bicycles, acquired SwiftCarbon, a South African provider of ultra-lightweight road
	AMAZÔNIA LTDA	bikes and mountain bikes

32north Corporation Implus Corporation (d/b/a STABIL)

Implus Corporation, a manufacturer and distributor of footwear, outdoor and fitness accessories, acquired 32north (d/b/a STABIL), a provider of over-the-boot ice cleats for winter hiking

### Home, Garden & Pet

rarget	Acquiror	Transaction Description
Tailsco Limited	Nestlé Purina PetCare Global Resources, Inc.	Nestlé's Purina division acquired Tailsco Limited (d/b/a Tails.com), a U.Kbased online provider of pet nutrition solutions including custom-designed pet diet plans and individually formulated pet food
Sunlight Supply, Inc.	Scotts Miracle-Gro Company (NYSE:SMG)	The Scotts Miracle-Gro Company (NYSE:SMG) agreed to acquire Sunlight Supply, a leading provider of indoor farming lighting equipment for \$450 million, representing an EV / EBITDA multiple of 8.2x

# TM Capital's Consumer Industry Contacts













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