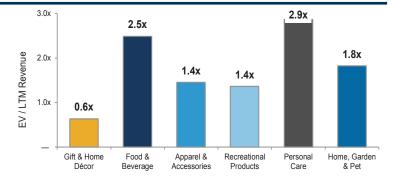
October 2018



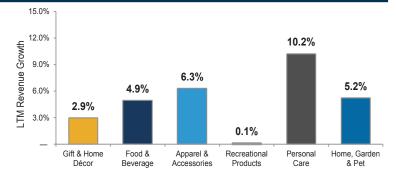
## Consumer Headline Transactions

	Target	Acquiror	Acquisition Synopsis
Gift & Home Décor	Walker Edison,	J.W. CHILDS Associates	<ul> <li>Private Equity firm J.W. Childs has acquired ready-to-assemble furniture specialist Walker Edison from company founders and Caltius Structured Capital</li> <li>The founders will retain a significant ownership stake in the business, which has leveraged data-driven design, sourcing and logistics to develop a platform purpose-built to serve the unique needs of online home furnishing retailers</li> </ul>
Food & Beverage	PIRATE PRANDS	HERSHEY COMPANY	<ul> <li>The Hershey Company (NYSE: HSY) has announced the acquisition of Pirate Brands from B&amp;G foods (NYSE: BGS) for \$420 million</li> <li>The acquisition follows Hershey's purchase of Amplify Snack Brands (Skinny Pop, Paqui, Oatmega, and Tyrrell's) in 2017 and includes brands such as Pirate's Booty, Smart Puffs and Original Tings</li> </ul>
Apparel & Accessories	() VERSACE	MICHAEL KORS	<ul> <li>Handbag maker Michael Kors (NYSE: KORS) has signed a definitive agreement to acquire the Gianni Versace fashion house for \$2.1 billion, representing a revenue multiple of 2.5x and an EBITDA multiple of 22.0x</li> <li>The global luxury fashion group, which will be renamed Capri Holdings, previously acquired Jimmy Choo in 2017; the company intends to increase the number of Versace retail stores and expand revenue from accessories and footwear</li> </ul>
Recreational Products	Buffalo	MASON 🚻 WELLS	<ul> <li>Private equity firm Mason Wells has closed the acquisition of Buffalo Games, a leading innovator, manufacturer and marketer of jigsaw puzzles and board games for the retail and e-commerce channels</li> <li>Mason Wells, along with the CEO of Buffalo Games and other members of the management team, acquired the business from its founders</li> </ul>
Personal Care	DSG International (Thailand) PLC	unicharm	<ul> <li>Unicharm, Asia's market leader in baby and feminine care products, has purchased Southeast Asian diaper maker DSG International for \$530 million</li> <li>DSG's infant diaper brands include BabyLove and Fitti; the move adds production capacity to Unicharm while bolstering their lineup of low and midpriced diapers in the region</li> </ul>
Home, Garden & Pet	FILTER GROUP	Just y	<ul> <li>Just Energy Group (TSX: JE), an electricity and natural gas retailer, has closed its acquisition of Filter Group, a leading provider of subscription based home water filtration systems for \$64 million</li> <li>The aggregate consideration includes performance-based earn-out payments of up to 9.5 million Just Energy common shares after 3 years</li> </ul>

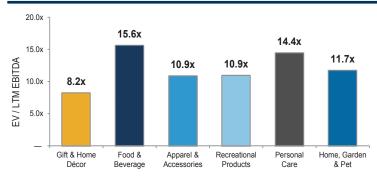
#### Enterprise Value / LTM Revenue



## LTM Revenue Growth



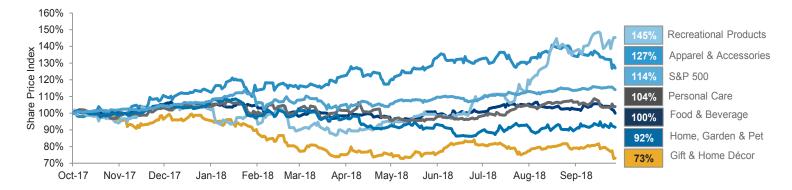
## Enterprise Value / LTM EBITDA



#### 60.0% 60.0% 56.7% 47.8% 50.0% 50.0% LTM Gross Margin 39.4% 36.7% 35.6% 40.0% 34.9% 40.0% 30.0% Mai 30.0% 8.5 8.8 20.0% 20.0% 10.0% 10.0% Gift & Home Food & Apparel & Recreational Personal Care Home, Garden & Pet Décor Beverage Accessories Products Note: EBITDA Margins in green

## Enterprise Value / LTM EBITDA

LTM Stock Price Index



### Selected Consumer Transactions

#### Gift & Home Decor

Target	Acquiror	Transaction Description	Ta
CafePress Inc. (NasdaqGS:PRSS)	Snapfish, LLC	CafePress, a retailer of personalized gifts and products in the United States and internationally, was acquired by online photo printer Snapfish, LLC for <b>\$27 million</b>	Core Nutri
Bloom's	Emova Group SA (ENXTPA:ALEMV)	France-based retail flower distribution company Emova Group has agreed to acquire Bloom's, an e-commerce flower distributor to both private and professional customers	Farm Boy
	Арра	arel & Accessories	
Target	Acquiror	Transaction Description	Tai
Orlebar Brown Ltd.	Chanel S.A.	French luxury brand Chanel has acquired British men's swim brand Orlebar Brown from founder Adam Brown and private equity firm Piper as part of its strategy to acquire small niche fashion companies	Ravin Cro LLC
Woolrich Inc	I -Gam Advisers Sarl	L-Gam Advisers, the family office of the Princely Family of	Rome Sno

Liechtenstein, has acquired a majority stake in Woolrich Inc., a manufacturer and retailer of outdoor clothing and furniture

#### Personal Care

Target	Acquiror	Transaction Description
Amazing Lash Studio Franchise, LLC	WellBiz Brands, Inc.	Amazing Lash Studio, the leading provider of affordable eyelash extensions, was acquired by WellBiz brands, a franchise portfolio company operating Elements Massage®, Fitness Together® and FIT36®
Nox Bellcow Cosmetics	Fujian Green Pine Co., Ltd. (SZSE:300132)	Fujian Green Pine Co., a Chinese chemical company, acquired a 51% stake in Nox Bellcow cosmetics, a China-based manufacturer of skin care products and face masks

# Selected TM Capital Consumer Experience



Target	Acquiror	Transaction Description
Core Nutrition, LLC	Keurig Dr Pepper Inc. (NYSE:KDP)	Keurig Dr Pepper Inc has entered a definitive agreement to acquire 95% of Core Nutrition, a producer of organic beverages and bottled water at an enterprise value of \$525 million
Farm Boy Inc.	Empire Company	Empire Company (TSX: EMP.A), an operator of 1,500+ grocery stores in Canada, announced an acquisition of Farm Boy Inc, an Ontario based grocer, for <b>\$618 million</b> from Berkshire Partners in a move to increase its presence in the region
	Re	creational Products
Target	Acquiror	Transaction Description
Ravin Crossbows, LLC	Velocity Outdoor, Inc.	Velocity Outdoor, a subsidiary of Compass Diversified Holdings with a portfolio of hunting, shooting and outdoor products, has acquired Ravin Crossbows for <b>\$94 million</b>
Rome Snowboards Corporation	Nidecker SA	Nidecker SA, a manufacturer and supplier of water sports equipment, snow boards and snow surf products has acquired Vermont-based Rome Snowboards Corporation

Food & Beverage

# Home, Garden & Pet

Target	Acquiror	Transaction Description
Kimal Lumber Company	Gulfside Supply, Inc.	Gulfside Supply Inc., a distributor of roofing and building products, acquired the Kimal Lumber Company, a producer and supplier of decks, doors and engineered wood products
Link AKC	Wagz, Inc.	Wagz, Inc., a developer and retailer of pet-focused technology, has announced the acquisition of Link AKC, a developer and manufacturer of GPS-enabled dog collars and a complementary smartphone application

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