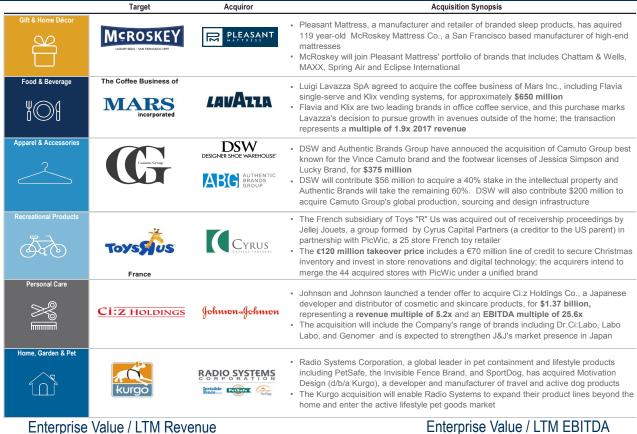
Consumer & Retail Monthly

November 2018

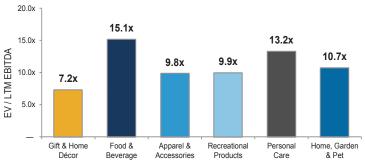


Consumer Headline Transactions

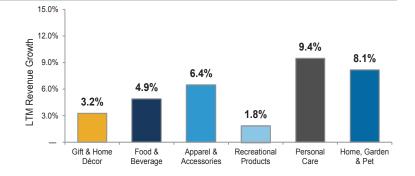


Enterprise Value / LTM Revenue

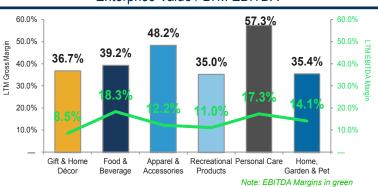
3 0x 2.5x 2.5x EV / LTM Revenue 2.0x 1.7x 1.4x 1.2x 1.0x 0.5x Gift & Home Food & Apparel & Recreational Personal Home, Garden



LTM Revenue Growth



Enterprise Value / LTM EBITDA





Selected Consumer Transactions

Target

Systems

Gift & Home Decor

Target	Acquiror	Transaction Description
McNeilly Furniture	Ison Furniture, LLC	McNeilly, a North Carolina-based producer of leather upholstery has been acquired by Ison Furniture, an operator of furniture
		stores based out of Thomasville, North Carolina

White Hinge Limited Dee Set Logistics Limited

Retail distribution group Dee Set Logistics has acquired White Hinge Limited, an e-commerce distributor of a range of household products including hardware, tools, stationery, homeware and car accessories

Apparel & Accessories

Target	Acquiror	Transaction Description
Vionic Group, LLC	Caleres, Inc. (NYSE: CAL)	Caleres (NYSE: CAL), a diverse portfolio of global footwear brands, including Allen Edmonds and Same Edelman has announced its acquisition of Vionic Group, a disruptive manufacturer of footwear and foot care products, for \$360 million
ELOQUII Design, Inc.	Walmart, Inc. (NYSE: WMT)	Walmart (NYSE: WMT) has announced its plans to acquire ELOQUII Design, a direct-to-consumer fashion startup focused on apparel specifically designed for women size 14 and up , for \$100 million

Personal Care

Target	Acquiror	Transaction Description
Parfums Caron S.A.S	Cattleya France	Parfums Caron, a France-based manufacturer and marketer of perfumes, was sold to Luxembourg-based private equity firm Cattleya Finance in a corporate divestiture from Alés Groupe, the French cosmetics and fragrance company
Kiss My Face, LLC	Aliph Brands	Diversified consumer brand management company, Aligh Brands, has completed the acquisition of Kiss My Face, LLC, a natural personal care brand with a portfolio of products including olive oil, argan oil, and various lotions

Selected TM Capital Consumer Experience







Food & Beverage

Transaction Description

\$350 million, representing a 2017 revenue multiple of 1.7x and a

Health Warrior, Inc.	PepsiCo, Inc. (NasdaqGS: PEP)	PepsiCo has completed the acquisition of Health Warrior, a producer of nutrient-dense, non-GMO and gluten-free plant-based products including nutrition bars, mug muffins and protein powder
SlimFast and Health	Glanbia plc (ISE:	Glanbia plc, a global nutrition company, has agreed to acquire

Acquiror

Recreational Products

2017 EBITDA multiple of 14.6x

Target	Acquiror	Transaction Description
Golf Town Limited	Sporting Life, Inc.	Fairfax Financial Holdings has announced plans to merge two of its portfolio companies, Sporting Life Inc. and Golf Town Ltd.; both retailers will continue to operate separately but will make joint technology, staffing and supply chain investments
ABCya.com	IXL Learning	IXL Learning, a K-12 personalized learning platform, has announced the acquisition of ABCya.com, creator of more than 400 educational computer games and applications for children

Home, Garden & Pet

Target	Acquiror	Transaction Description
Planet Dog, Inc.®	Outward Hound®	Outward Hound, portfolio company of J.W. Childs Associates, has continued its acquisition strategy with the purchase of Planet Dog®, producer of Made-in-USA Orbee durable toys, plush and travel dog products
Bonide Products Inc.	Control Solutions Inc.	Control Solutions Inc., a provider of solutions to the Pest Control, Turf & Ornamental and Animal Health Care markets has announced the acquisition of Bonide Products, a provider of pest- control solutions to the consumer Home & Garden market

TM Capital's Consumer Industry Contacts





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

Managing Director pkrieger@tmcapital.com 404-995-6242



Kevin Atchue

katchue@tmcapital.com 617-259-2209



