Consumer & Retail Monthly

January 2019



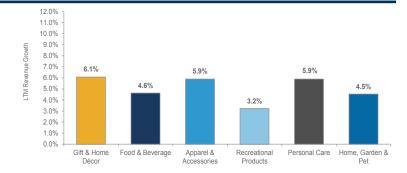
Consumer Headline Transactions

Target Acquisition Synopsis Walmart announced plans to acquire online art and wall décor retailer Art.com **Walmart** The all-cash deal, expected to close in early 2019, boosts Walmart's home décor business and contines a 2-year e-commerce acquisition stretch that has included BareNecesssities, Eloquii, ShoeBuy, Moosejaw, Bonobos and Modcloth Conagra Brands announced a definitive agreement to divest Wesson, the #1 canola and vegetable oil brand in the U.S. to Richardson International, Canada's largest Wesson **RICHARDSON** agribusiness, with a focus on agricultural supply, canola oil processing and oat milling This follows Wesson's failed 2017 attempted sale to J.M. Smucker for \$285 million that was blocked by the FTC based on anti-trust concerns • Farfetch (NYSE:FTCH), a London-based fashion e-commerce platform, has acquired Stadium Goods, a consignment reseller of rare and limited edition sneakers, apparel and FARFETCH other luxury items Stadium Goods will continue to operate independently while tapping into Farfetch's logistics and delivery capabilities; their full inventory will become available to Farfetch \mathbb{A} Marquee Brands, a brand acquisition, licensing and development company, has acquired the Dakine outdoor sports and lifestyle brand In conjunction with the acquisition, Marquee Brands entered into a long-term license agreement with JR286, the acquiror of the operating assets of Dakine, which will become Marquee Brands' long term operating partner • Tivity Health, Inc. (Nasdaq: TVTY), a leading provider of fitness and health improvement programs, entered a definitive agreement to acquire Nutrisystem (Nasdaq: NTRI), for an **Nutri**system implied Enterprise Value of \$1.3 billion, representing an LTM EBITDA multiple of 15.2x and an LTM Revenue multiple of 1.9x • The combined company will offer an integrated portfolio of fitness, nutrition and social engagement solutions to support overall health and wellness Hyper Pet LLC announced the acquisition of OurPet's Company (OTCPK:OPCO), a developer of pet accessories and consumables, for an implied Enterprise Value of \$22.3 Our Pets million, representing an LTM EBITDA multiple of 10.6x and an LTM Revenue multipe 10 HYPER PET of 0.8x Hyper Pet expects to leverage OurPet's strengths in the cat category to expand its offerings to all pet owners

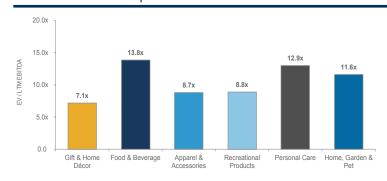
Enterprise Value / LTM Revenue

3.0x 3.0x 2.5x 1.9x 1.0x 0.6x 0.6x O.6x Apparel & Recreational Personal Care Home, Garden & Pet

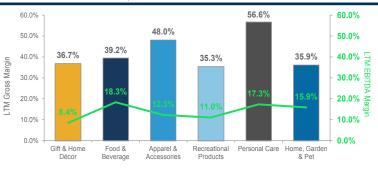
LTM Revenue Growth



Enterprise Value / LTM EBITDA



Enterprise Value / LTM EBITDA





Selected Consumer Transactions

Gift & Home Decor			
	Target	Acquiror	Transaction Description
	Tualatin Sleep Products, Inc.	Southerland, Inc.	Southerland, a Nashville-based bedding manufacturer, has acquired Oregon-based Tualatin Sleep Products to expand its presence in the northwestern U.S.; both independent mattress companies are licensees of Englander sleep products
	Posh Baby and Teen	Bambi Baby	Bambi Baby, a family owned and operated children's furniture store, acquired competitor Posh Baby and Teen, enabling the company to improve its online presence while increasing inventory capacity and delivery fleet size

Apparel & Accessories

Target	Acquiror	Transaction Description
Feelway Co., Ltd.	Cafe24 Corp.	Feelway Co., an online retailer of apparel for men and women, has been acquired by Cafe24 Corp., a Korean operator of e-commerce platforms and e-business services such as hosting and site design for \$75 million
One Click Internet Ventures, LLC	FGX International Inc.	One Click Ventures, an online retailer of prescription and nonprescription glasses, has been acquired by FGX International, a designer of nonprescription sunglasses, optical frames and reading glasses

Personal Care

Target	Acquiror	Transaction Description
Walker and Company	The Procter & Gamble Company (NYSE:PG)	Procter & Gamble has agreed to acquire Walker & Company, a direct-to-consumer marketer of Bevel shaving and FORM Beauty products for people of color coily and curly hair
Deborah Group S.p.a	Sodalis Group Srl	Sodalis Group, an Italian manufacturer of personal care products, agreed to acquire Deborah Group, the 106 year-old Italian manfuacturer of cosmetics and makeup products

Selected TM Capital Consumer Experience







Food & Beverage

Target	Acquiror	Transaction Description
Good Food Holdings, LLC	Emart Inc. (KOSE:A139480)	Good Food Holdings, operator of upscale grocery chains incl. Bristol Farms and Lazy Acres Market, has been acquired by South Korean retail giant Emart for \$275 million as a precursor to the opening of its first U.S. outpost of upmarket grocery store concept PK Market in Los Angeles
Morinda Holdings, Inc.	New Age Beverages Corporation (NasdaqCM:NBEV)	New Age Beverages Corporation, a Colorado-based organic beverage company has acquired Morinda Holdings, Inc., a Utah- based healthy beverages and lifestyles company for \$100 million (0.4x LTM Revenue, 5.0x LTM EBITDA)

Recreational Products

Target	Acquiror	Transaction Description
Petrolheads Ltd.	CarGurus, Inc. (NasdaqGS:CARG)	CarGurus announced an agreement to acquire Petrolheads Ltd., a luxury car online marketplace and community, making CarGurus the largest online automotive marketplace by monthly unique visitors
Ledlenser GmbH	Afinum Management GmbH; Invision Private Equity AG	Ledlenser, a German-based LED outdoor and head light manufacturer, has been divested from Leatherman Tool Group to private equity groups Afinum Management (Majority) and Invision Private Equity (Minority)

Home, Garden & Pet

Products LLC	(OTCPK:FTEG)	products, has entered the pet industry with the acquisition of Macs and Buddy, a producer and retailer of pet food products
Targeted Pet Treats	Pestell Pet Products	Pestell Pet Products, a portfolio company of Wind Point Partners, has entered the growing dental treat market through its acquisition of Targeted Pet Treats, a manufacturer of dental treats and long-lasting chews for pets

TM Capital's Consumer Industry Contacts







Acquiror

Macs and Buddy Pet For the Earth Corp.







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

Philip S. Krieger

Transaction Description

For the Earth, retailer of "Green" and biodegradable healthy living

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

Vice President katchue@tmcapital.com 617-259-2209



