

CONSUMER & RETAIL MONTHLY

MAY 2019

We work with leading companies and brands across every major consumer product and retail category, including consumer products, gift and home accessories, food & beverage, restaurants, retail and retail services.

Food & Beverage

Gift & Home Decor







Apparel & Accessories

Recreational Products

Personal Care

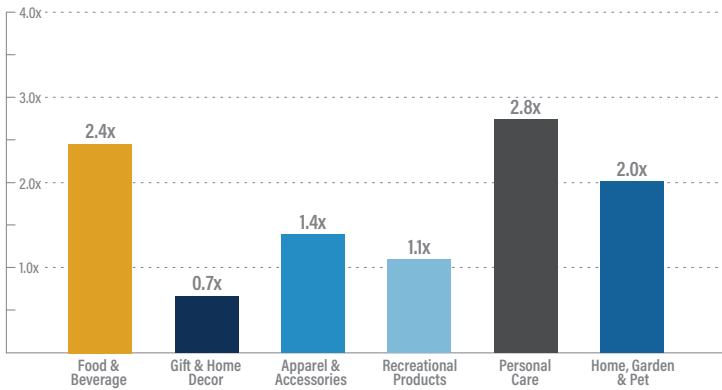
Home, Garden & Pet

HEADLINE TRANSACTIONS

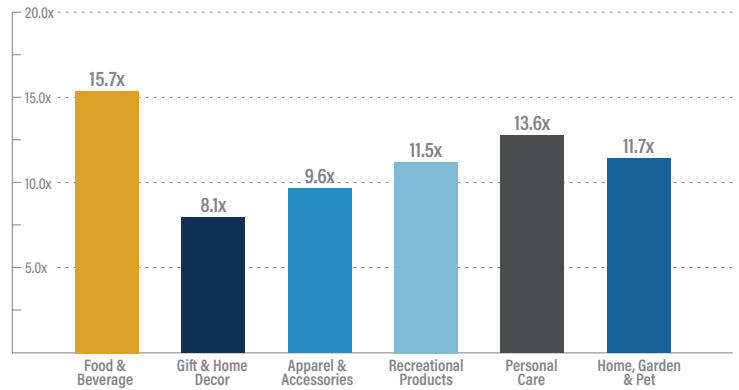
Food/Bev.	 <p>FERRERO</p>	<ul style="list-style-type: none"> The Ferrero Group, an Italian global confectionery group, announced a definitive agreement to acquire the cookie, fruit and fruit-flavored snack, ice cream cone and pie crust businesses from Kellogg Company for \$1.3 billion This transaction furthers Ferrero's growth in the U.S. market following the acquisitions of Nestle's confectionery business (Mar-18) and Ferrara Candy Company (Oct-17)
Gift/Home	 <p>Kurl-on</p>	<ul style="list-style-type: none"> Kurl-on, an Indian provider of mattresses, furniture and furnishing products, today announced the acquisition of Spring Air, an international manufacturer of bedding products The acquisition will strengthen Kurl-on's presence in the premium bedding segment while enabling the company to penetrate fast growing demand in the hospitality sector
Apparel	 <p>VOLCOM</p> <p>ABG AUTHENTIC BRANDS GROUP</p>	<ul style="list-style-type: none"> Brand management firm Authentic Brands Group has announced the acquisition of the skate wear label Volcom from French apparel group Kering S.A. Volcom founder Todd Hymel and the current management team will continue to run operations as majority shareholders of the newly formed operating company, Liberated Brands; as part of the agreement ABG has also taken a minority stake in the operating company
Recreational	 <p>SRAM</p>	<ul style="list-style-type: none"> SRAM, a manufacturer and marketer of bike components, has acquired the PowerTap line of bicycle power meters from Saris Cycling group, a Wisconsin-based manufacturer of bike accessories SRAM said it plans to incorporate the PowerTap power meter products into its Quarq product portfolio, which includes DZero power meters, ShockWiz suspension tuning assistants, and TyreWiz tire pressure sensors
Personal	 <p>JENNY CRAIG</p> <p>H.I.G. CAPITAL</p>	<ul style="list-style-type: none"> Miami-based private equity firm H.I.G. Capital has acquired the Jenny Craig weight management business from North Castle Partners Jenny Craig's portfolio of products includes more than 100 entrees, desserts and snacks; The company has approximately 500 company-owned and franchised locations in the United States and Canada and approximately 600 centers worldwide
Home/Gar./Pet	 <p>CLASSIC BRANDS</p> <p>MERIT CAPITAL PARTNERS</p> <p>AIGLON CAPITAL MANAGEMENT</p>	<ul style="list-style-type: none"> Classic Brands, a designer, manufacturer and wholesaler of bird feeders and related products, has been sold to Merit Capital Partners and Aiglon Capital Management Classic Brands sells its portfolio of distinct brands including More Birds®, Stokes Select®, Squirrel-X™ and Droll Yankees® through major retailers as well as lawn and garden stores nationwide and online

CONSUMER GROWTH & VALUATION TRENDS

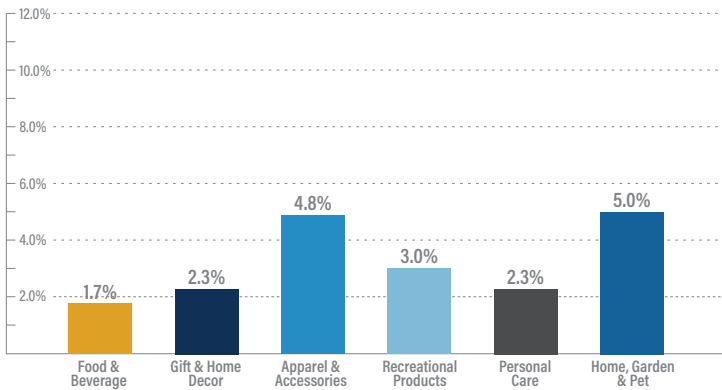
Enterprise Value / LTM Revenue



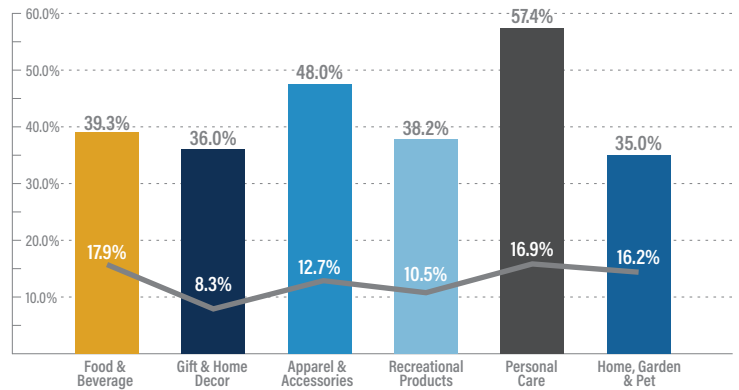
Enterprise Value / LTM EBITDA



LTM Revenue Growth

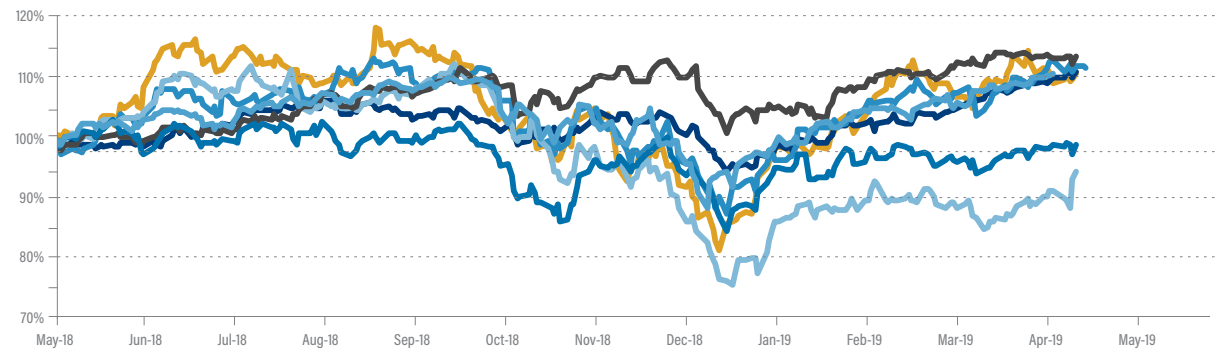


LTM Gross Margin*



*EBITDA Margins shown as the gray line.

LTM Stock Price Index



112% Food & Beverage 112% Gift & Home Decor 112% Apparel & Accessories 95% Recreational Products 115% Personal Care 99% Home, Garden & Pet

SELECTED CONSUMER TRANSACTIONS

Target	Acquiror	Food & Beverage Transactions
Constellation Brands Wine Business	E. & J. Gallo Winery	E. & J. Gallo Winery announced that it has entered into an agreement with Constellation Brands, Inc. to purchase more than 30 wine and spirits brands, along with six winemaking facilities across the U.S. for \$1.7 billion
Kettle Cuisine, LLC	Harry's Fresh Foods & the StockPot Soup Facility of The Campbell Soup Co.	Kettle Cuisine, a manufacturer of small-batch soups, sauces and side dishes, has acquired Harry's Fresh Foods, a privately held custom food manufacturing company based in Portland and the Stockpot Soup Facility of the Campbell Soup Co.

Target	Acquiror	Apparel & Accessories Transactions
Iconery, Inc.	Heartbeat Technologies, Inc.	Heartbeat, a marketing technology platform, has acquired Iconery, an influencer-driven jewelry designer and manufacturer that has produced collections for retailers including NordstromXNike, Goop, REVOLVE, and Ban.do
The Kooples Diffusion SAS	Maus Frères SA	Maus Freres, Swiss owner of Lacoste has announced the acquisition of The Kooples Diffusion SAS, a clothing brand for men and women distributed through a network of 80 shops in France and the UK, from French private equity firm, LBO France

Target	Acquiror	Personal Care Transactions
Avon North America	LG Household & Health Care Ltd. (KOSE:A051900)	LG Household & Health Care, Korea's leading consumer goods company, has acquired Avon North America for \$125 million; LG H&H will acquire Cerberus' majority interest and Avon Worldwide's minority interest the Company
Olly Public Benefit Corporation	Unilever United States, Inc.	Unilever announced that it has signed an agreement to acquire OLLY Nutrition, a premium U.S.-based wellbeing business in the vitamins, minerals, and supplements (VMS) category; OLLY is known for its gummy vitamins and supplements

Target	Acquiror	Gift & Home Decor Transactions
Voyage Decoration	Ashley Wilde Group	Ashley Wilde Group, a leading specialist in home décor, has acquired Voyage Decoration, a designer, manufacturer and distributor of premium fabric, soft furnishings and furniture based in Glasgow, Scotland
Baltimore and South New Jersey franchises	California Closet Company, Inc.	The California Closet Company, a designer and manufacturer of custom home storage solutions, has acquired it's Baltimore and South New Jersey franchises; the Company now owns 19 of its 80 franchised locations

Target	Acquiror	Recreational Products Transactions
Mosigra, 000	Hobby World LLC	Russian board game manufacturer, Hobby World, has acquired 70% of Mosigra, a Russian retailer of board games, toys and gifts with 75 locations across Russia and greater Western Europe
GoSeeAustralia; Outdoria	Roadtrippers, Inc.; CamperMate	Global travel and recreational vehicle company TH2 has announced the merger of its online travel companies Roadtrippers and CamperMate with tourism marketplaces, GoSeeAustralia and Outdoria

Target	Acquiror	Home, Garden & Pet Transactions
Nilodor, Inc.	Hospital Specialty Company (dba: HOSPECO)	Nilodor, creator of proprietary odor control and odor neutralizing products for pet care markets has been acquired by HOSPECO, a manufacturer of personal care, hygiene, and cleaning products for the away-from-home markets
Petsupermarket Comércio de Produtos Para Animais	Tarpon Investimentos S.A. (BOVESP:TRPN3)	Petsupermarket Comércio de Produtos Para Animais, a Brazilian online retailer of pet food and accessories has been acquired by Sao Paulo-based private equity firm Tarpon Investimentos

Selected TM Capital Consumer Experience



TM Capital's Consumer Industry Contacts



Craig Gibson,
Managing Director
cgibson@tmcapital.com
617.259.2204



David Felts,
Managing Director
dfelts@tmcapital.com
404.995.62552



James Grien,
Managing Director
jgrien@tmcapital.com
404.995.6235



Philip Krieger,
Managing Director
pkrieger@tmcapital.com
404.995.6242



Kevin Atchue,
Vice President
katchue@tmcapital.com
617.259.2209