

CONSUMER & RETAIL MONTHLY

NOVEMBER 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.

Gift & Home Decor

Food & Beverage













Apparel & Accessories

Recreational Products

Personal Care

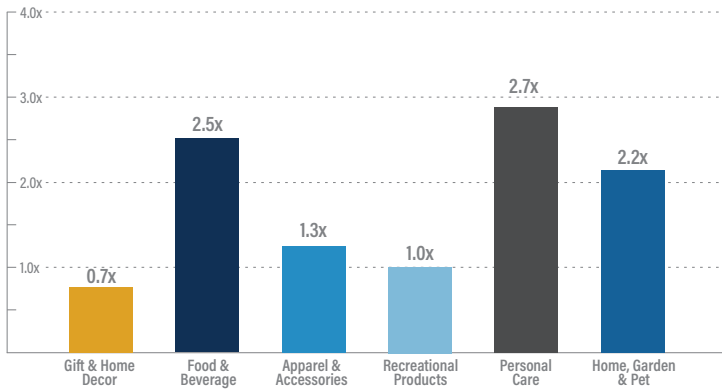
Home, Garden & Pet

HEADLINE TRANSACTIONS

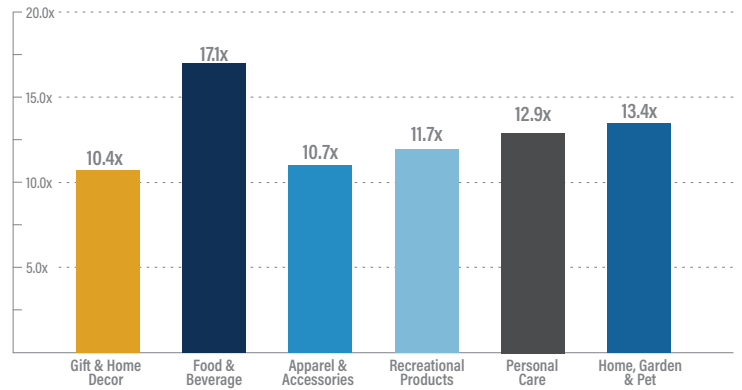
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Gift/Home			<ul style="list-style-type: none"> Victoria Plum, an online-only retailer of predominantly "own-brand" bathroom fixtures and furniture (e.g. vanities, toilets, showers, etc.) including suites, furniture and accessories, has been sold to British private equity firm Endless LLP Endless has announced intentions to work with the management team to continue investing in its people, digital and retail experience and expanding its product and services offering
Food/Bev.			<ul style="list-style-type: none"> VMG Partners, the San Francisco-based consumer-focused private equity firm, has acquired the Popchips TM brand in North America and most international markets outside of the United Kingdom and Europe The acquisition represents the debut of VMG's new branded snacking platform, Velocity Snack Brands, which has been founded with the strategy of acquiring, incubating and growing a portfolio of leading snack brands
Apparel			<ul style="list-style-type: none"> Nike has announced the divestiture of its Hurley Surf brand (which it acquired in 2002) to brand management company Bluestar Alliance Bluestar owns, manages, and markets a portfolio of consumer brands that span across many tiers of distribution from luxury to mass market; its brand portfolio consists of major department store retailers including Brookstone, Tahari, Bebe, Kensie and more
Recreational			<ul style="list-style-type: none"> Alex Brands has announced the acquisition of US Foam Corp, a Texas-based manufacturer of foam play balls, to boost its current offering under the POOF® line of sports products Both companies have deep roots in "Made in America" manufacturing and the combination will create a powerhouse in the foam sports ball category as demand for POOF®s at an all-time high
Personal			<ul style="list-style-type: none"> Drunk Elephant, a prestige skin-care company and portfolio company of San Francisco-based private equity firm VMG, has been acquired by Shiseido (owns brands including Bareminerals and Benefique) for an Enterprise Value of \$845 million, representing an LTM Revenue multiple of approximately 8.4x Since its founding in 2012, the Drunk Elephant brand has become one of the top-selling brands at Sephora
Home/Gar./Pet			<ul style="list-style-type: none"> Edgewell Personal Care Company (NYSE: EPC) announced that it has entered into a definitive agreement to sell its Pet and Infant Care business to Le Holding Angelcare Inc. ("Angelcare") for an Enterprise Value of \$122.5 million Angelcare group will acquire the rights and assets of Diaper Genie®, the diaper disposal system, Litter Genie®, the cat litter disposal system, and the exclusive rights to the Playtex® brand in the infant and pet spaces

CONSUMER GROWTH & VALUATION TRENDS

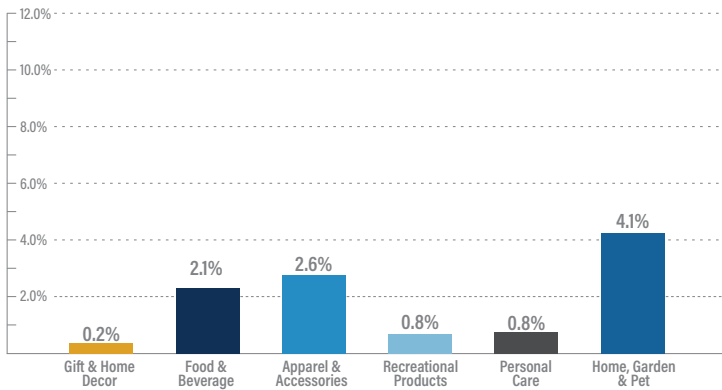
Enterprise Value / LTM Revenue



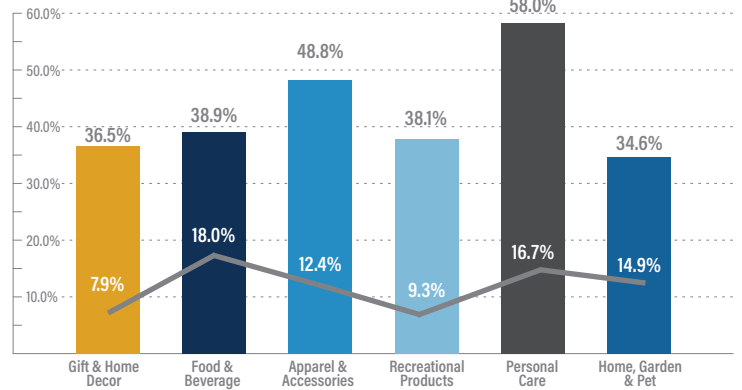
Enterprise Value / LTM EBITDA



LTM Revenue Growth

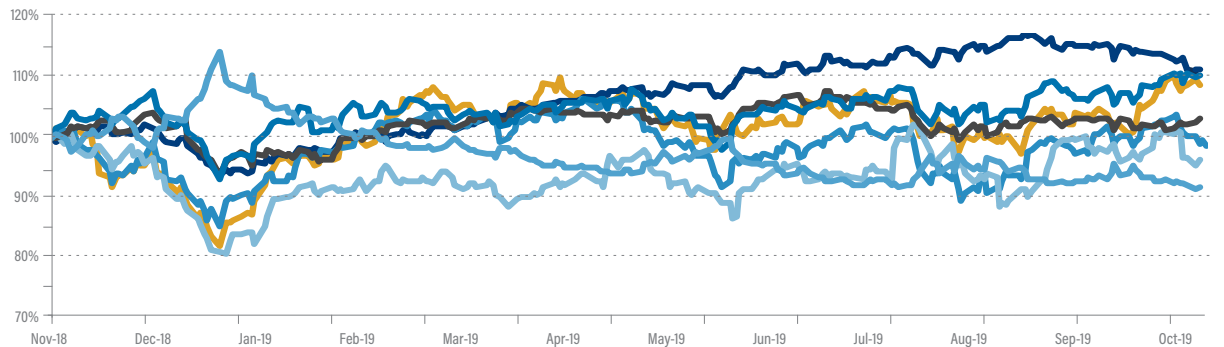


LTM Gross and EBITDA Margin*



*EBITDA Margins shown as the gray line.

LTM Stock Price Index



108% Gift & Home Decor 114% Food & Beverage 99% Apparel & Accessories 97% Recreational Products 105% Personal Care 114% Home, Garden & Pet

SELECTED CONSUMER TRANSACTIONS

Target	Acquiror	Gift & Home Decor Transactions
Crimson Casual, Inc.	Bassett Furniture Industries, Incorporated (NasdaqGS:BSET)	Virginia-based furniture manufacturer, Bassett Furniture Industries, has announced the acquisition of Crimson Casual, an Alabama-based manufacturer and marketer of luxury aluminum outdoor furniture
WallMonkeys, LLC	Holmes Custom Inc.	Holmes Custom, a provider of custom business products and personalized gifts, has announced the acquisition of WallMonkeys.com, an e-commerce platform for peel-and-stick wall decals for homes and businesses; this marks Holmes' seventh acquisition in three years

Target	Acquiror	Apparel & Accessories Transactions
Rip Curl Group Pty Ltd	Barrel Wave Holdings Pty Ltd.; (d/b/a Kathmandu)	Australian surf brand Rip Curl has been acquired by New Zealand outdoor retailer Kathmandu for an Enterprise Value of \$234 million ; Following the acquisition, ASX-listed Kathmandu's revenues will exceed \$1 billion and the company will further diversify from its outdoor apparel roots
Morgan & Milo, LLC	Zutano Global, Inc.	Zutano, a designer of children's clothing and accessories, announced the acquisition of Morgan & Milo, a brand known for its fashionable and comfortable toddler shoes; Zutano has now expanded its children's footwear offering from the newborn stage up to approximately ages six and seven

Target	Acquiror	Personal Care Transactions
Groupe Clarins SA	L'Oréal S.A. (ENXTPA:OR)	L'Oréal has acquired several French fragrance brands through its acquisition of the fragrance division of Clarins; Brands included in the acquisition include Mugler, Thierry Mugler, and Cosmegroup; The combined revenues of the division represented approximately \$376 million in 2018
BeneYOU LLC	Youngevity International, Inc. (NasdaqCM:YGYI)	Youngevity International, a multi-channel lifestyle company, announced that it has closed the acquisition of BeneYOU, LLC, BeneYOU's flagship brand Jamberry has an extensive line of Nail products with a core competency in social selling

Target	Acquiror	Food & Beverage Transactions
Creative Snacks Co, LLC	KIND LLC	KIND Healthy Snacks (KIND) acquired Creative Snacks Co, a family owned better-for-you snack manufacturer based in North Carolina; Creative Snack offerings feature premium ingredients and include nut clusters, trail mixes, and pretzels; this represents KIND's first acquisition
Arrowhead Mills, Inc./nSpired Natural Foods, Inc. (d/b/a Sunspire)	Hometown Food Company / Brynwood Partners	Hometown Food Co., a portfolio company of the private equity firm Brynwood Partners, has acquired Arrowhead Mills and SunSpire brands, two pioneers in the organic, non-GMO ingredients space, from the Hain Celestial Group, for an Enterprise Value of \$15 million

Target	Acquiror	Recreational Products Transactions
Wicked Cool Toys Holdings, LLC	Jazwares, Inc.	Alleghany Capital Corporation, a wholly-owned subsidiary of Alleghany Corporation, announced that its subsidiary, Jazwares, LLC, a leading toy and consumer products company, has acquired Wicked Cool Toys, a rapidly growing toy company based in Bristol, Pennsylvania
Iplayco Corporation Ltd. (TSXV:IPC)	TSL888 Investments Inc.	Iplayco Corporation, an international designer and manufacturer of indoor play structures, has announced its acquisition by TSL888 Investments for an Implied Enterprise Value of \$7.7 million ; TSL has also agreed to provide Iplayco with a six-year term loan in the amount of \$2 million

Target	Acquiror	Home, Garden & Pet Transactions
Halo, Purely For Pets, Inc.	Better Choice Company Inc. (OTCPK:BTTR)	Pegasus Capital Advisor portfolio company, Better Choice Company, an animal health and wellness CBD company, announced the signing of a definitive agreement to acquire holistic pet foods leader Halo, Purely for Pets®
Destination Pet, LLC	LetterOne Holdings S.A.	L1 Health, an international investment business headquartered in Luxembourg, has announced an agreement to acquire Destination Pet, LLC, a US pet health care provider, with intentions of committing up to \$450 million of capital to scale the company

Selected TM Capital Consumer Experience



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