

CONSUMER & RETAIL MONTHLY

OCTOBER 2020

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

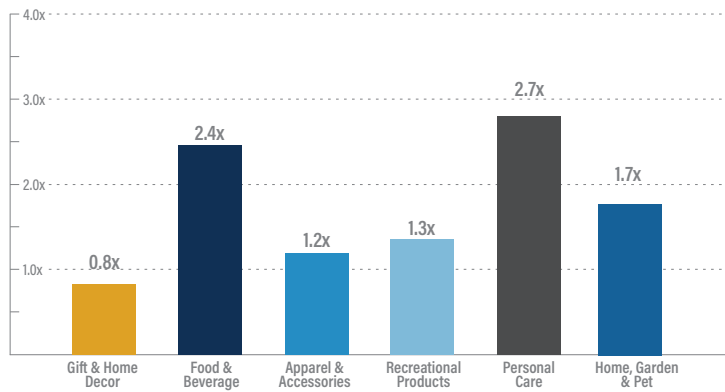
Home, Garden & Pet

HEADLINE TRANSACTIONS

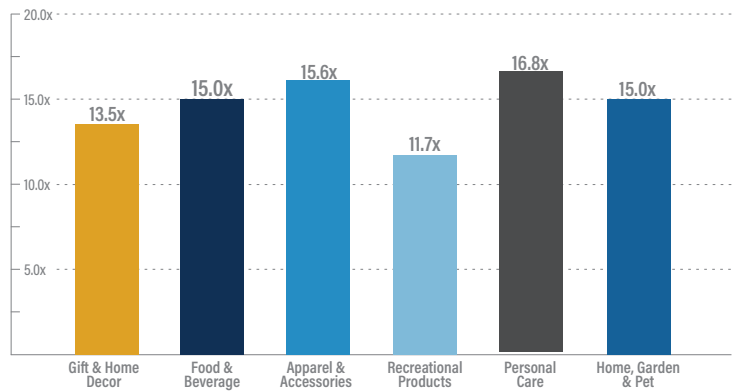
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Gift/Home	 BLOOMBOXCLUB	 plant X <small>COMMUNITY • LIFESTYLE • FOOD</small>	<ul style="list-style-type: none"> Bloombox Club, a UK-based e-commerce retailer of house plants via traditional and subscription models, has been acquired by Vegaste Technologies (dba: PlantX) (CSE:VEGA), a Canadian e-commerce retailer of plant-based foods for humans and pets including meal delivery services, beauty products and indoor plants The acquisition provides PlantX an immediate UK presence that will serve as a beachhead for further expansion into Europe and internationally, while at the same time offering Bloombox Club access to resources necessary to scale
Food/Beverage	 Kraft Heinz Natural, grated, cultured and specialty cheese businesses 	 GRUPE LACTALIS	<ul style="list-style-type: none"> Groupe Lactalis, a French multinational dairy products company, has announced its acquisition of the Athenos, Breakstone's, Cracker Barrel, Hoffman's, Knudsen and Polly-O cheese brands from The Kraft Heinz Company (Nasdaq:KHC) for \$3.2 billion or approximately 12.0x LTM Adjusted EBITDA The sale includes the entire international cheese business outside of the US and Canada of these brands; this acquisition adds these brands to Lactalis' current North American dairy portfolio that includes brands such as Black Diamond, President, Stoneyfield Organic and siggi's
Apparel	 VETTA BRANDS	 Fanatics	<ul style="list-style-type: none"> Fanatics Inc, an e-commerce retailer and manufacturer of licensed branded sports merchandise of teams in leagues such as the NFL, NBA, NHL, MLB and MLS, has acquired the assets of Vetta Brands, an e-commerce retailer and manufacturer of licensed branded sports hats including the baseball cap brand Top of the World Fanatics plans to use capital from a recently completed \$350 million fundraising round to continue to pursue acquisitions of retail and apparel manufacturing companies
Recreational	 BOA®	 COMPASS <small>DIVERSIFIED HOLDINGS</small>	<ul style="list-style-type: none"> Boa Technology, a designer and manufacturer of footwear and medical brace closure systems for markets including snowboarding, cycling, running, mountaineering, golf and medical devices, has been acquired by Compass Diversified (NYSE:CODI), a publicly traded holding company of middle market businesses, for \$454 million Compass Diversified was attracted to the award-winning BOA Fit System, the company's proprietary performance product closure system that has been used in millions of boots, helmets and shoes worldwide
Personal	 Softex <small>INDONESIA</small>	 Kimberly-Clark	<ul style="list-style-type: none"> Kimberly-Clark (NYSE:KMB), a manufacturer of personal care products such as Kleenex, Cottonelle toilet paper, Huggies, Pull-Ups, Scott toilet paper, Depends and Kotex, has acquired Softex Indonesia, a manufacturer of feminine care and adult care products, for \$1.2 billion or approximate 2.9x LTM revenue from a group of shareholders including private equity firm CVC Capital Partners This acquisition represents a significant expansion of Kimberly-Clark's offering in Indonesia, the fastest growing personal care market in Southeast Asia
Home/Gar/Pet	 BrightPet <small>nutrition group</small>	 A&M CAPITAL PARTNERS	<ul style="list-style-type: none"> A&M Capital Partners, a CT-based middle market private equity investor, has announced its acquisition of BrightPet Nutrition Group, a manufacturer and co-manufacturer of premium foods and treats for dogs and cats BrightPet Nutrition Group was created via the consolidation of Ohio Pet Foods, Blackwood Pet Food and Southern Tier Pet Nutrition by Graham Partners in 2016; the company operates a kibble co-manufacturing facility, a treat co-manufacturing facility and owns the Blackwood, Adirondack and By Nature brands

CONSUMER GROWTH & VALUATION TRENDS

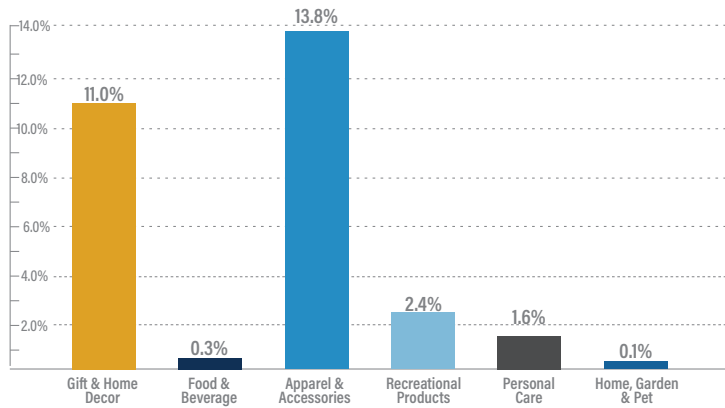
Enterprise Value / LTM Revenue



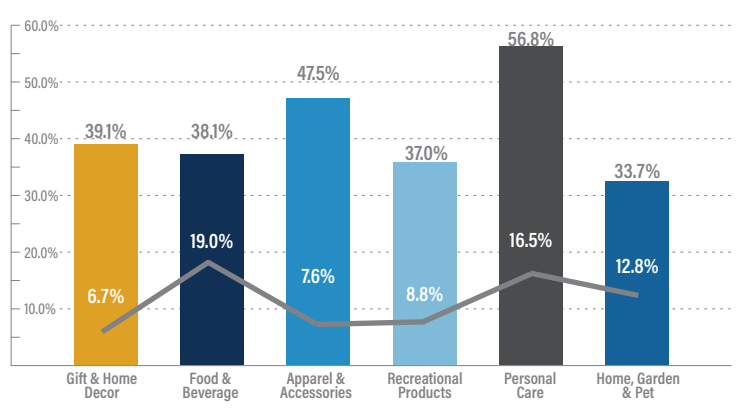
Enterprise Value / LTM EBITDA



LTM Revenue Growth

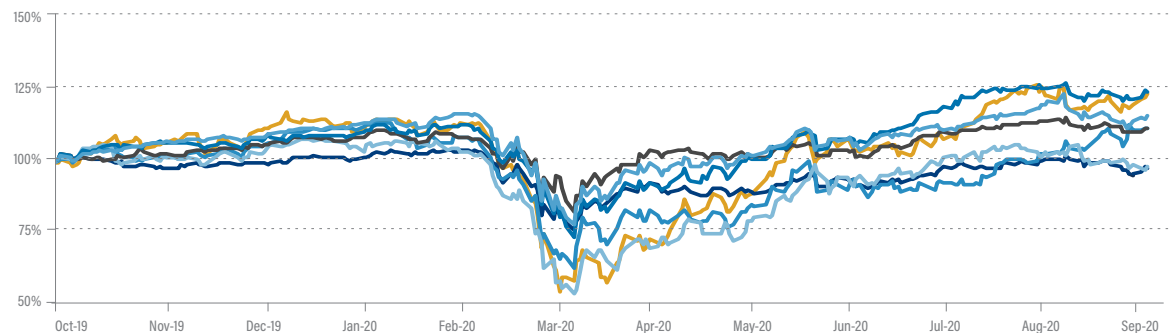


LTM Gross and EBITDA Margin*



*EBITDA Margins shown as the gray line.

LTM Stock Price Index



122% Gift & Home Decor 97% Food & Beverage 110% Apparel & Accessories 101% Recreational Products 111% Personal Care 124% Home, Garden & Pet 114% S&P 500

SELECTED CONSUMER TRANSACTIONS

Target Acquiror Gift & Home Decor Transactions

Target: Créations André Renault SAS
Acquiror: Erec Glogowski
 Créations André Renault, a French manufacturer of home décor products such as bedding, pillows, bedside furniture, headboards and mattresses, has been acquired by Erec Glogowski, the CEO of the company, from Hilding Anders, a KKR-backed manufacturer of bedding and mattresses; post-acquisition Erec Glogowski plans to invest in the company's manufacturing capabilities and expand the brand into export markets

Target: Nils Holger Moormann GmbH
Acquiror: Family Office Emendo GmbH
 Nils Holger Moorman, a German manufacturer of design-focused furniture and home accents, has been sold by its eponymous founder to Family Office Emendo, the family office of siblings Kristina Munnix and Christian Knorst; Family Office Emendo focuses on making investments in middle market, founder-owned companies that do not have clear succession plans

Target Acquiror Apparel & Accessories Transactions

Target: Barefoot Living GmbH
Acquiror: URBANARA GmbH
 URBANARA, a German e-commerce retailer of carpets, bedding and other home décor products, has acquired Barefoot Living, a German lifestyle apparel and home accessories brand and DTC e-commerce retailer that boasts popular actor Til Schweiger as its brand ambassador; The Social Chain AG (BD:PU11), URBANARA's parent company and a social media marketing company, has recently been expanding into consumer products with acquisitions such as SOLIDMIND in 2020 and Lumaland in 2018

Target: Rosantica S.r.l.
Acquiror: Made in Italy Fund
 Rosantica, a Milan-based designer, manufacturer and DTC e-commerce retailer of women's bags, jewelry and accessories, has been acquired by Made in Italy Fund, a private equity fund launched by Quadriodio Group, a global alternative asset manager, and Pambianco, an Italian media outlet, that focuses on investments in Italian fashion, design, beauty and food companies

Target Acquiror Personal Care Transactions

Target: NV Perricone LLC
Acquiror: THG Holdings plc (LSE:THG)
 THG Holdings (dba: The Hut Group) (LSE:THG), a UK-based manufacturer and owner of branded cosmetic and nutrition brands and spas, has acquired NV Perricone (dba: Perricone MD), a manufacturer of scientifically-developed skincare, makeup and supplement products, for \$60 million; this acquisition, driven by Perricone MD's significant sales growth in the past 12 months, follows The Hut Group's recent IPO on the London Stock Exchange

Target: Alva-Amco Pharamcal Companies, Inc.
Acquiror: Kobayashi Pharmaceutical Co., Ltd. (TSE:4967)
 Alva-Amco Pharamcal Companies, an IL-based manufacturer of non-prescription pharmaceuticals, dietary supplements and cosmetics treating a variety of conditions, has been acquired by Kobayashi Pharmaceutical (TSE:4967); this acquisition positions Kobayashi to further expand its personal care-focused brands into the US

Target Acquiror Food & Beverage Transactions

Target: H & F Bread Co, LLC
Acquiror: Engelman's Bakery Inc. (backed by Shoreline Equity Partners)
 Engelman's Bakery, a GA-based manufacturer of breads, rolls, buns and specialty baked items selling into the foodservice channel and portfolio company of Shoreline Equity Partners, has acquired H & F Bread Company, a wholesale baker of artisan breads; this acquisition, Engelman's first, represents a key component of the company's growth strategy aimed at becoming the leading wholesale bakery supplier to foodservice customers in the Southeast

Target: Halo Foods Ltd
Acquiror: Peak Rock Capital LLC
 Halo Foods, a UK-based manufacturer of health bars and snacks including a large portfolio of gluten-free, high protein, nutritionally-controlled bars, has been acquired by Peak Rock Capital, an Austin, TX-based private equity firm; this investment offers Peak Rock the opportunity to invest in the growing European snacking space

Target Acquiror Recreational Products Transactions

Target: Lefevre Inc.
Acquiror: TRUE Sports, Inc. (backed by Lincolnshire Management)
 Lefevre, a Quebec-based designer and manufacturer professional-grade hockey goalie pads, has been acquired by TRUE Sports, a manufacturer of golf, hockey, skating, baseball and lacrosse equipment and portfolio company of Lincolnshire Management; under ownership of Lincolnshire, TRUE Sports has made several acquisitions in the sports equipment space including Aerotech Golf Shafts and Premium Golf Management in 2019

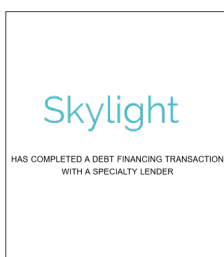
Target: TCX Srl
Acquiror: Dainese S.p.A
 Dainese, an Italian designer and manufacturer of recreational outdoor and protective equipment for the motorbike, cycling and winter sports markets, has acquired TCX, an Italian manufacturer of protective footwear for the motorcycle and dirt bike markets; this acquisition expands Dainese's portfolio of protective equipment for motorcycle riders, having already offered its AGV helmet brand and Dainese torso protectors

Target Acquiror Home, Garden & Pet Transactions

Target: Westminster Pet Products, Inc.
Acquiror: AUA Private Equity Partners, LLC
 AUA Private Equity Partners, the family office of the Unanue family, founders of Goya Foods, has acquired Westminster Pet Products, a developer, market and manufacturer of pet treats, chews, supplies and shoe care products; this acquisition represents AUA's first investment in the pet care market, supported by increasing consumer spending on pets as extensions of the core family

Target: Forthglade Foods Ltd.
Acquiror: IK Investment Partners
 Forthglade Foods, a manufacturer of branded natural grain-free wet and dry dog foods, has been acquired by IK Investment Partners, a London-based private equity investor, through their small cap fund; Forthglade has seen branded product sales growth over 30% for the past three years due to consumers' increasing awareness of pet health

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
 404.995.6252



James Grien
 Managing Director
 jgrien@tmcapital.com
 404.995.6235



Philip Krieger
 Managing Director
 pkrieger@tmcapital.com
 404.995.6242



Kevin Atchue
 Principal
 katchue@tmcapital.com
 617.259.2209



Steve Hunter
 Managing Director
 Sponsor Coverage
 shunter@tmcapital.com
 404.995.6232