

# CONSUMER & RETAIL MONTHLY

MARCH 2021

*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

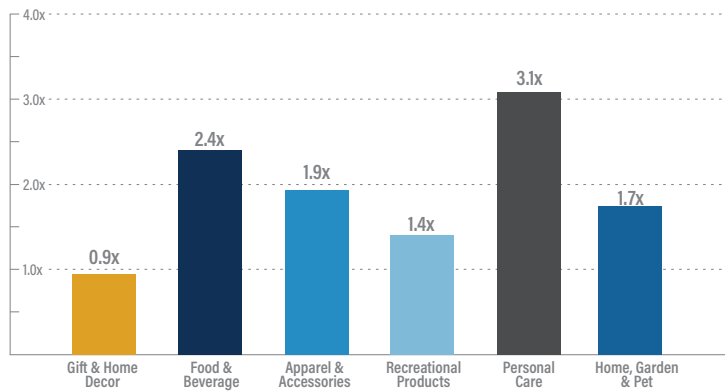
Home, Garden & Pet

## HEADLINE TRANSACTIONS

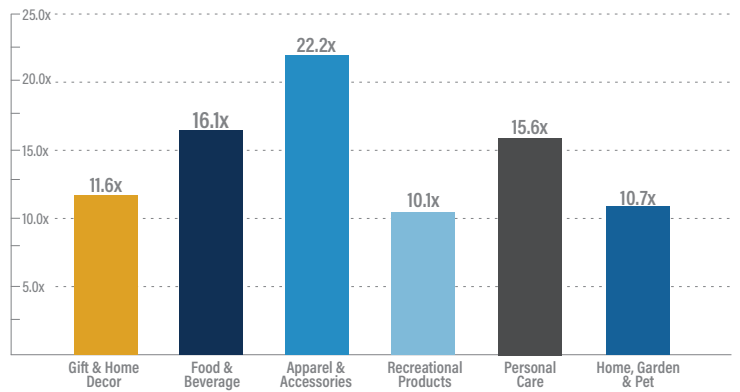
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Gift/Home			<ul style="list-style-type: none"> <li>Win Brands Group, an e-commerce holding company for consumer brands that recently raised \$50M from Assembled Brands and Oaktree Capital, has acquired Gravity Brand Holdings LLC, which is best known for its eponymous line of weighted blankets</li> <li>Win Brands adds Gravity as the third company in its portfolio of consumer brands companies in addition to Homesick (home fragrance) and Qalo (rubber wedding bands)</li> </ul>
Food/Beverage			<ul style="list-style-type: none"> <li>Hormel Foods Corporation has agreed to acquire the nuts business of The Kraft Heinz Company, inclusive of Planters, NUT-rition, Planters Cheez Balls, and Corn Nuts brands for \$3.4 billion (3.0x revenue; 12.5x EBITDA)</li> <li>The acquisition of the Planters portfolio from Kraft Heinz adds another \$1 billion brand to Hormel's portfolio, which includes Skippy and Justin's; a quarter of Hormel's revenue is now non-meat and its focus on snacking geared toward social occasions is enhanced</li> </ul>
Apparel			<ul style="list-style-type: none"> <li>L Catterton, the private equity firm backed by French luxury products group LVMH, has agreed to acquire iconic German sandal maker Birkenstock for \$4.8 billion</li> <li>L Catterton outbid rival offers from CVC Capital Partners and Permira, and adds Birkenstock to its robust portfolio of investments in apparel, including denim producer Pepe Jeans and workout gear brand Sweaty Betty</li> </ul>
Recreational			<ul style="list-style-type: none"> <li>Sleeping Bear Capital, a founder-focused private equity firm, announced that it has acquired Venice Longboards, a leading skateboarding e-commerce and lifestyle brand that specializes in electric longboards</li> <li>The acquisition aligns with Sleeping Bear's investment mandate to invest in middle-market, founder-owned companies with exceptional growth potential; Sleeping Bear expects to see strong growth in the longboarding segment of the \$2 billion skateboard industry, as well as growth in Venice Longboard's DTC platform through increased online marketing investment</li> </ul>
Personal			<ul style="list-style-type: none"> <li>Yellow Wood Partners LLC, a Boston-based private equity firm focused on investing in consumer brands and companies, has acquired the Scholl footcare brand</li> <li>The acquisition will reunite Scholl, which operates globally outside of the Americas, with the Dr. Scholl's brand, which Yellow Wood acquired in 2019 from Bayer AG, as one entity after 30+ years of separate ownership; the combined business will generate sales exceeding \$700 million with leading market share in the footcare category globally</li> </ul>
Home/Gar./Pet			<ul style="list-style-type: none"> <li>Tractor Supply Company (NASDAQ: TSCO), the largest rural lifestyle retailer in the United States, announced that it has entered into an agreement to acquire Orscheln Farm and Home, a farm and ranch supply chain, for approximately \$297 million</li> <li>The acquisition will expand Tractor Supply's Midwest footprint with the addition of 167 stores located across 11 states and will culturally complement its growing "Out Here" marketing campaign, which caters its product offering toward lifestyle ranchers and farmers</li> </ul>

# CONSUMER GROWTH & VALUATION TRENDS

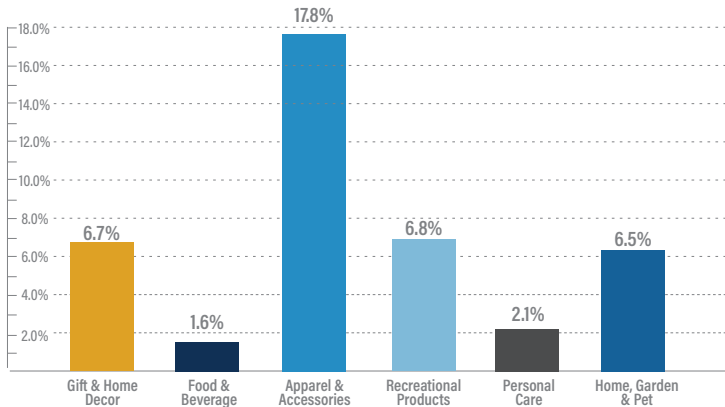
Enterprise Value / LTM Revenue



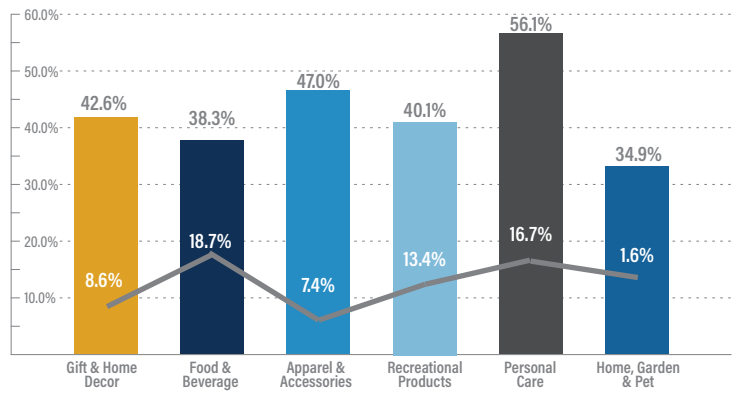
Enterprise Value / LTM EBITDA



LTM Revenue Growth

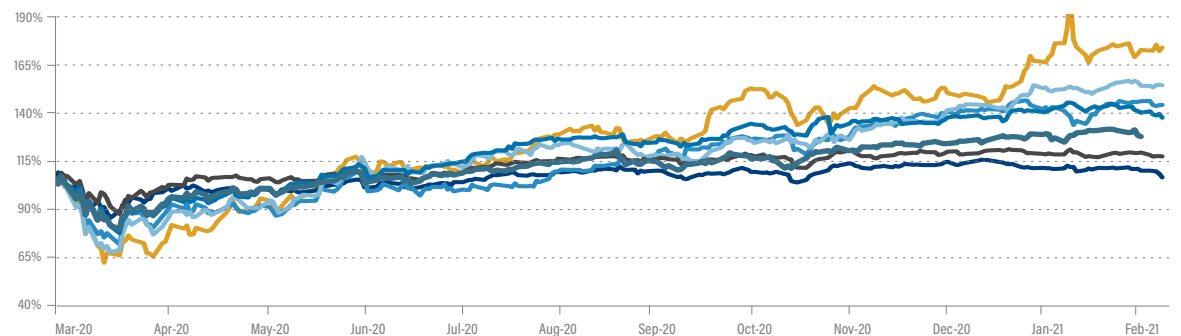


LTM Gross and EBITDA Margin\*



\*EBITDA Margins shown as the gray line.

LTM Stock Price Index



172% Gift & Home Decor 101% Food & Beverage 139% Apparel & Accessories 151% Recreational Products 109% Personal Care 133% Home, Garden & Pet 123% S&P 500

# SELECTED CONSUMER TRANSACTIONS

## Target Acquiror Gift & Home Decor Transactions

<b>Target</b>	<b>Acquiror</b>	<b>Gift &amp; Home Decor Transactions</b>
Hickory Park Furniture Galleries, Inc.	AH Equity Investments	AH Equity Investments, the US -based investment vehicle of Panama-based Alternative Holdings, has announced it has acquired Hickory Park Furniture Galleries, a furniture retailer and showroom

<b>Target</b>	<b>Acquiror</b>	<b>Gift &amp; Home Decor Transactions</b>
High Point Showroom Association, Inc.	High Point x Design	Two complementary groups of flagship showrooms have merged: the High Point Showroom Association (HPSA) and High Point x Design (HPxD), founded independently to support interior designers' more frequent on-demand buying patterns

## Target Acquiror Apparel & Accessories Transactions

<b>Target</b>	<b>Acquiror</b>	<b>Apparel &amp; Accessories Transactions</b>
Performance and Lifestyle Footwear Business of Honeywell	Partners Group Holding AG	Rocky Brands, Inc. (NASDAQ: RCKY) announced that it has entered into a definitive agreement to acquire the performance and lifestyle footwear business of Honeywell International, Inc. including The Original Muck Boot Company and XTRATUF footwear brands

<b>Target</b>	<b>Acquiror</b>	<b>Apparel &amp; Accessories Transactions</b>
Careismatic Brands, Inc.	Clear North Capital	Partners Group Holding AG, a Swiss global private equity firm, has bought Careismatic Brands, a leading designer, marketer and distributor of medical apparel, school uniforms and adaptive clothing globally, for about \$1.3 billion from New Mountain Capital

## Target Acquiror Personal Care Transactions

<b>Target</b>	<b>Acquiror</b>	<b>Personal Care Transactions</b>
Deciem Inc.	The Estee Lauder Companies Inc	The Estee Lauder Companies Inc has agreed to acquire 47% stake in Deciem Inc., a Canada-based company engaged in the manufacturing and retailing of beauty products, for approximately \$1 billion. The acquisition will enable Estee to increase its stake from 29% to 76%

<b>Target</b>	<b>Acquiror</b>	<b>Personal Care Transactions</b>
Healing Solutions, LLC	Mohawk Group Holdings, Inc.	Mohawk Group Holdings, Inc. (MGH), technology-enabled consumer products company, has acquired Healing Solutions, LLC, the US-based e-retailer of essential oils, for a maximum consideration of \$61 million, adding to its late 2020 acquisition of Mueller, Pursteam, Pohl, Schmitt and Spiralizer for \$78 million

## Target Acquiror Food & Beverage Transactions

<b>Target</b>	<b>Acquiror</b>	<b>Food &amp; Beverage Transactions</b>
Nestle Waters North America, Inc.	One Rock Capital Partners and Metropoulos & Co.	One Rock Capital Partners, in partnership with Metropoulos & Co., has agreed to acquire Nestlé Waters North America (NWNNA), a US-based provider of bottled water brands including Poland Spring, Deer Park, Ozark, Ice Mountain, Zephyrhills, Arrowhead, Pure Life and Splash, and the ReadyRefresh office beverage delivery service from Nestle S.A, for \$4.3 billion

<b>Target</b>	<b>Acquiror</b>	<b>Food &amp; Beverage Transactions</b>
Dole Food Company, Inc.	Total Produce plc	Total Produce plc has agreed to acquire a 55% stake in Dole Food Company, Inc., the US-based producer and distributor of fresh fruit and fresh vegetables, from Castle & Cooke, Inc (C&C)

## Target Acquiror Recreational Products Transactions

<b>Target</b>	<b>Acquiror</b>	<b>Recreational Products Transactions</b>
Holland & Holland Limited	Beretta Holding S.A.	Beretta Holding, an Italian gunmaker, has signed an agreement for the acquisition of 100% of Holland and Holland Ltd, an elite line of British-made luxury hunting rifles and shotguns






<b>Target</b>	<b>Acquiror</b>	<b>Recreational Products Transactions</b>
Worldwide Rights of RecoveryTub	Mueller Sports Medicine, Inc.	Mueller Sports Medicine, a trusted leader in sports medicine for more than 60 years, has acquired worldwide rights to the RecoveryTub inflatable ice tubs product line from RP-X/UK Sports Products Ltd.

## Target Acquiror Home, Garden & Pet Transactions







<b>Target</b>	<b>Acquiror</b>	<b>Home, Garden &amp; Pet Transactions</b>
San Diego Hydroponics & Organics Inc.	GrowGeneration, Inc.	GrowGeneration, Inc. has acquired San Diego Hydroponics & Organics Inc. (SDHO), the US-based company engaged in operating organic, hydroponic and aquaponics garden centers, for an undisclosed consideration; the transaction will increase GrowGeneration's stores to a total of 50 stores

<b>Target</b>	<b>Acquiror</b>	<b>Home, Garden &amp; Pet Transactions</b>
Cambrian Pet Foods Ltd	United Petfood Producers N.V.	International pet food producer, United Petfood, announced the acquisition of the British manufacturer Cambrian Pet Foods, strengthening the position of United Petfood as full-service private label pet food producer

### Selected TM Capital Consumer Experience

 <p>nutrifresh</p> <p>HAS RECEIVED A STRUCTURED CAPITAL INVESTMENT FROM</p> <p>TRIVE CAPITAL</p>	 <p>Z MOTORSPORTS</p> <p>HAS BEEN ACQUIRED BY</p>  <p>A PORTFOLIO COMPANY OF</p>  <p>CORTEC Group</p>	 <p>Skylight</p> <p>HAS COMPLETED A DEBT FINANCING TRANSACTION WITH A SPECIALTY LENDER</p>
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### TM Capital's Consumer Industry Contacts

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