

CONSUMER & RETAIL MONTHLY

NOVEMBER 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

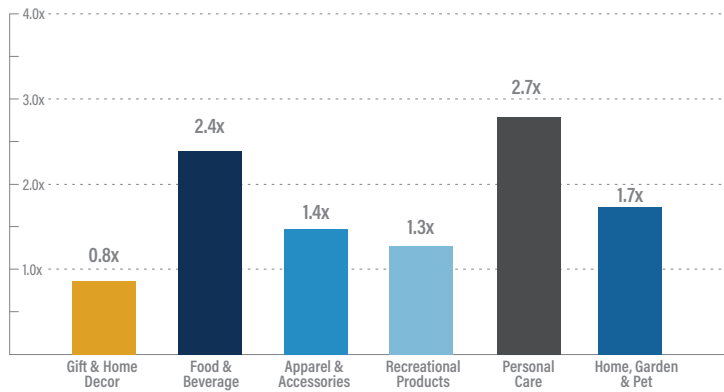
Home, Garden & Pet

HEADLINE TRANSACTIONS

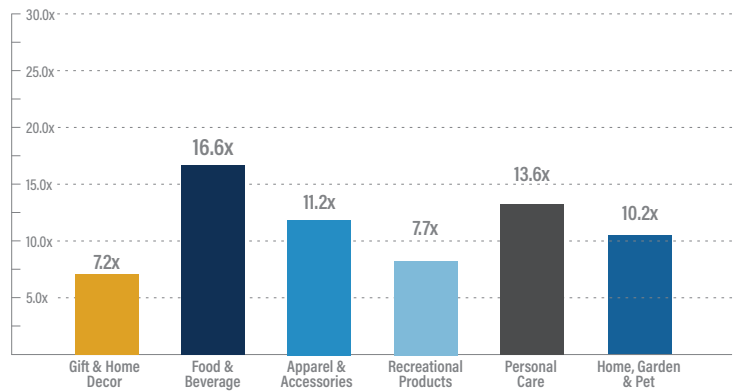
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Gift/Home		 Audax Private Equity	<ul style="list-style-type: none"> TM Capital served as exclusive financial advisor to Michel Design Works in connection with its sale to Stonewall Kitchen, a portfolio company of Audax Private Equity Michel Design Works is a leading omni-channel lifestyle brand specializing in bath and body products, fragrances, home decor and gifts and sells its products through a wide array of independent retailers, national accounts, as well as direct-to-consumer through its own website and via Amazon
Food/Beverage	 Fresh and Frozen Bakery Businesses		<ul style="list-style-type: none"> FGF Brands, a Canadian, family-owned baking company, has reached an agreement to acquire the Weston Foods fresh and frozen bakery businesses of George Weston Ltd., a Canadian food processing and distribution company, for \$1.2b, representing 10x the businesses' estimated 2021 EBITDA The acquired businesses constitute ~75% of Weston Foods and produce private label products and many well-known brands, including Wonder, Ace Bakery, Country Harvest, D'Italiano, Casa Mendosa, Dave's Killer Bread and Gadoua
Apparel			<ul style="list-style-type: none"> Blackstone has entered into a definitive agreement to acquire a majority stake in SPANX, the mission-driven womenswear brand, at a valuation of \$1.2b The acquisition will enable SPANX to accelerate its already rapid digital transformation and strong online presence in the e-commerce channel, expand its global footprint and fuel its commitment to creating innovative, ground-breaking products for its customers across even more categories
Recreational			<ul style="list-style-type: none"> Pon Holdings, a family-owned conglomerate based in the Netherlands, has acquired Dorel Sports, a US-based bike company, from Dorel Industries, a Canadian conglomerate, for \$810m, representing 0.7x Dorel Sports' revenue of \$1.2b The acquisition combines Dorel Sports' brands, including Cannondale, Schwinn and Mongoose, with Pon Bike's portfolio of brands, including Cervélo, Santa Cruz and Gazelle, to build a bicycle company with a strong and complete portfolio of premium and electric bike brands
Personal			<ul style="list-style-type: none"> Gryphon Investors, a middle-market private equity firm, has signed a definitive agreement to acquire Metagenics, a leading global practitioner-recommended nutritional supplement company, from Alticor, a privately owned American corporation Gryphon will continue to invest in Metagenics' global mission of providing effective nutritional solutions recommended by healthcare professionals to help people live happier, healthier lives
Home/Gar./Pet	 A PORTFOLIO COMPANY OF GRAYCLIFF PARTNERS SEASIDE EQUITY PARTNERS	 A CRH COMPANY	<ul style="list-style-type: none"> TM Capital served as exclusive financial advisor to Pebble Technology, Inc., the #1 brand in aggregate finishes for swimming pools, in its sale to Oldcastle APG, a CRH Company Oldcastle APG's acquisition of PebbleTec significantly enhances its value proposition in the thriving pool category, complementing existing products which include Belgard® pavers and pool coping, Techniseal® polymeric sand and sealers and MoistureShield™ decking

CONSUMER GROWTH & VALUATION TRENDS

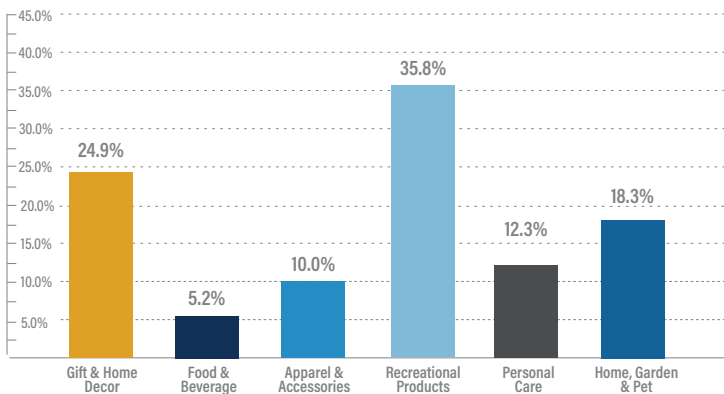
Enterprise Value / LTM Revenue



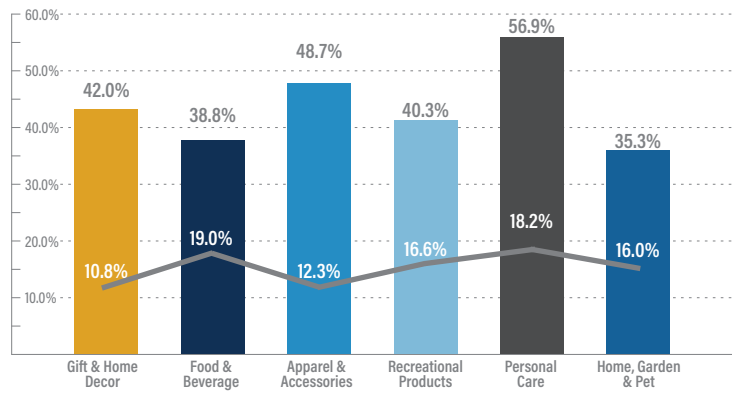
Enterprise Value / LTM EBITDA



LTM Revenue Growth

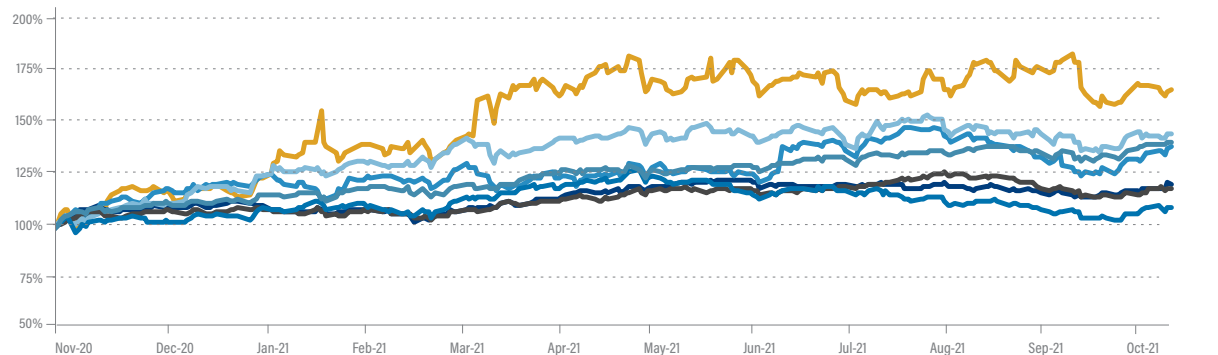


LTM Gross and EBITDA Margin*



*EBITDA Margins shown as the gray line.

LTM Stock Price Index



162% Gift & Home 120% Food & Beverage 137% Apparel & Accessories 143% Recreational Products 118% Personal Care 109% Home, Garden & Pet 139% S&P 500

SELECTED CONSUMER TRANSACTIONS

Target Acquiror Gift & Home Decor Transactions

Hush Blankets Sleep Country Canada
Sleep Country Canada, Canada's leading omnichannel specialty sleep retailer, has acquired a 52% stake in Hush Blankets, a Canadian-based sleep improvement brand, for \$20m, representing a valuation of 9.0x Hush's trailing twelve-month EBITDA

Plush-Think Sofas Nick Scali
Nick Scali, an Australian furniture retailer, has acquired Plush-Think Sofas, an Australian specialty sofa retailer, from Greenlit Brands, a subsidiary of Steinhoff International, for \$75m

Target Acquiror Apparel & Accessories Transactions

Mnml A.K.A. Brands
A.K.A. Brands, an accelerator that cultivates DTC fashion brands, has acquired Mnml, a DTC menswear brand, for \$49m, representing 2.4x Mnml's 2020 net revenue

French Connection MIP Holdings
MIP Holdings, an entity directly owned and controlled by three investors, will acquire French Connection, a UK-based global clothing retailer, for \$39m, representing a 92% premium to French Connection's share price in February before the Company started looking for a buyer

Target Acquiror Personal Care Transactions

TruSkin Wellbeam Consumer Health
Wellbeam Consumer Health, a portfolio of e-commerce-focused wellness brands and backed by American Pacific Group, has acquired TruSkin, a leading skincare brand with a range of high-quality, plant-powered products including the #1 best-selling facial serum on Amazon

Medichem Manufacturing Revolution Beauty
Revolution Beauty, a mass-market beauty retailer, has acquired Medichem Manufacturing, a long-term haircare and skincare products supplier, for \$31m, representing 1.7x Medichem's 2020 revenue

Target Acquiror Food & Beverage Transactions

Ausnutria Dairy Yili Group
Yili Group, a Chinese dairy products producer, has acquired a 30.9% stake of Ausnutria Dairy Corporation, a fast-growing international infant formula and nutrition and health company

Vital Choice Wild Seafood and Organics 1-800-Flowers.com
1-800-Flowers.com, a floral and foods gift retailer, has acquired Vital Choice Wild Seafood and Organics, a processor of seafood, shellfish, organic food and supplements

Target Acquiror Recreational Products Transactions

Intrepid Powerboats MarineMax
MarineMax, the world's largest recreational boat and yacht retailer, has acquired Intrepid Powerboats, a premier manufacturer of powerboats, from JDG Capital, a Texas-based private investment firm


Controlled Products Sentinel Capital Partners
Sentinel Capital Partners, a private equity firm investing in middle market companies, has acquired Controlled Products, a market-leading manufacturer and distributor of premium synthetic turf products for landscape, sports, commercial and specialty applications

Target Acquiror Home, Garden & Pet Transactions


Orbit Irrigation Husqvarna Group
Husqvarna Group, a Swedish outdoor power products company, has entered into a definitive agreement to acquire Orbit Irrigation, a leader in residential and commercial irrigation systems, from Platinum Equity for \$480m, representing 1.5x Orbit's trailing twelve-month revenue

Cosmic Pet Petmate
Petmate, a leading provider of pet solutions and a portfolio company of Platinum Equity, has acquired Cosmic Pet, a leading designer, marketer and distributor of pet products, from Guardian Capital


Selected TM Capital Consumer Experience



HAS BEEN ACQUIRED BY



A PORTFOLIO COMPANY OF




A PORTFOLIO COMPANY OF



HAS BEEN ACQUIRED BY



A CRH COMPANY



BREWSTER HOME FASHIONS

AND



HAVE COMPLETED A RECAPITALIZATION WITH



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