

# 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

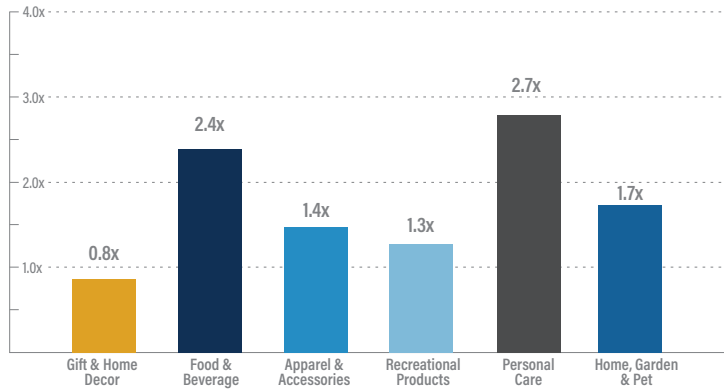
Home, Garden & Pet

## HEADLINE TRANSACTIONS

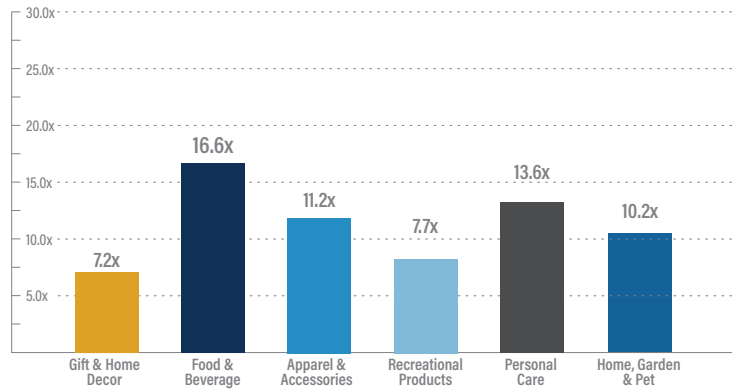
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Gift/Home		 Audax Private Equity	<ul style="list-style-type: none"> <li>TM Capital served as exclusive financial advisor to Michel Design Works in connection with its sale to Stonewall Kitchen, a portfolio company of Audax Private Equity</li> <li>Michel Design Works 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</li> </ul>
Food/Beverage	 Fresh and Frozen Bakery Businesses		<ul style="list-style-type: none"> <li>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</li> <li>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</li> </ul>
Apparel			<ul style="list-style-type: none"> <li>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</li> <li>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</li> </ul>
Personal			<ul style="list-style-type: none"> <li>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</li> <li>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</li> </ul>
Recreational			<ul style="list-style-type: none"> <li>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</li> <li>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</li> </ul>
Home/Gar./Pet	 A PORTFOLIO COMPANY OF GRAYCLIFF PARTNERS SEASIDE EQUITY PARTNERS	 A CRH COMPANY	<ul style="list-style-type: none"> <li>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</li> <li>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</li> </ul>

# CONSUMER GROWTH & VALUATION TRENDS

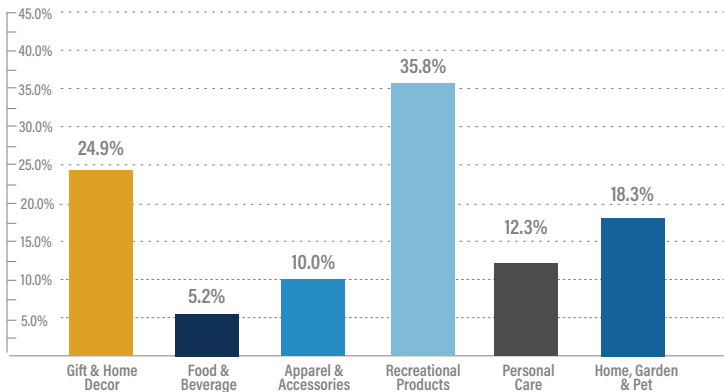
Enterprise Value / LTM Revenue



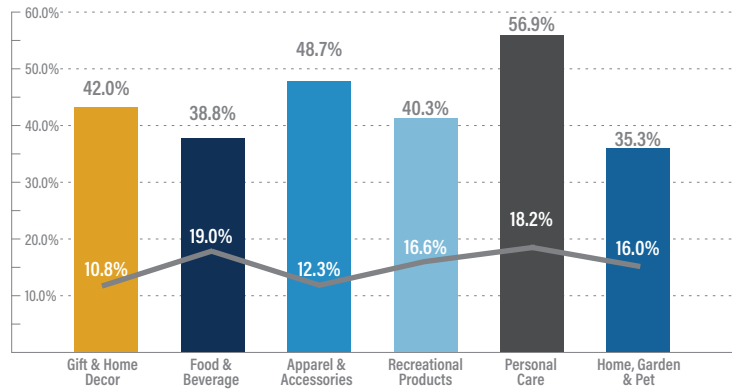
Enterprise Value / LTM EBITDA



LTM Revenue Growth

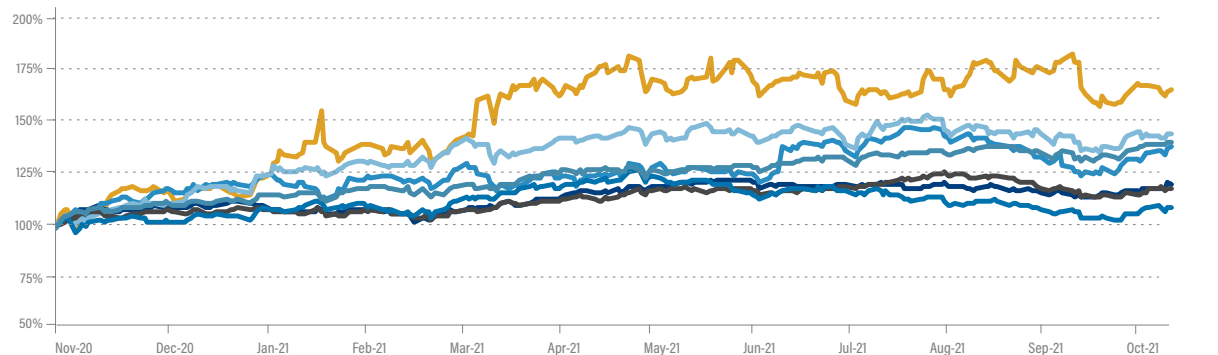


LTM Gross and EBITDA Margin\*



\*EBITDA Margins shown as the gray line.

LTM Stock Price Index



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

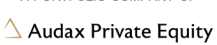
### Selected TM Capital Consumer Experience



HAS BEEN ACQUIRED BY



A PORTFOLIO COMPANY OF




A PORTFOLIO COMPANY OF




HAS BEEN ACQUIRED BY



A CRH COMPANY



AND



HAVE COMPLETED A RECAPITALIZATION WITH



### 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