

# CONSUMER & RETAIL MONTHLY

DECEMBER 2022

*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











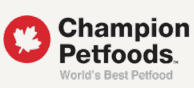

Apparel & Accessories

Recreational Products

Personal Care

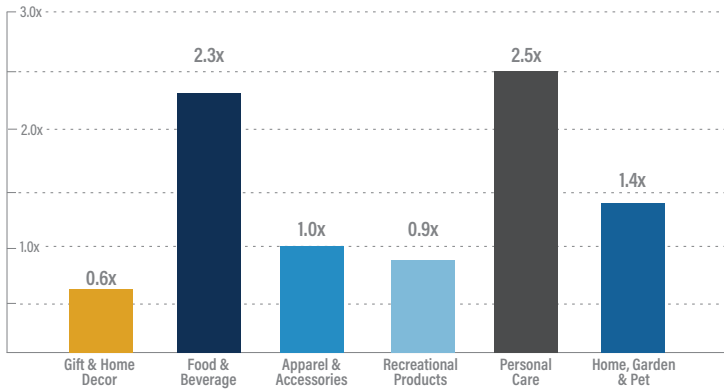
Home, Garden & Pet

## HEADLINE TRANSACTIONS

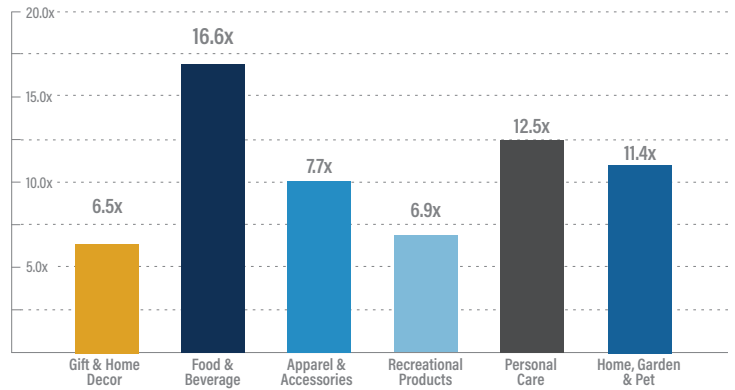
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Gift/Home			<ul style="list-style-type: none"> <li>Blackford Capital Associates, a private equity firm based in Grand Rapids, MI, has acquired Starfire Direct, a DTC fireplace and gas fire pit brand marketed for both residential and commercial applications</li> <li>Starfire Direct is the first acquisition in Blackford Capital's Patio Consolidation portfolio which is positioned to be an asset-light, multi-product, omni channel platform offering products within the home outdoor space</li> </ul>
Food/Beverage			<ul style="list-style-type: none"> <li><b>TM Capital served as exclusive financial advisor to Brownie Brittle, a portfolio company of Encore Consumer Capital, in connection with its sale to Second Nature Brands, a portfolio company of CapVest</b></li> <li>Brownie Brittle is a category-defining brownie snack brand (and the 2nd largest independent brand in the shelf-stable cookie category), appealing to growing consumer demand for premium permissibly indulgent snacks</li> <li>Second Nature Brands is a leader in the fast-growing snacks and treats market focusing on the health-conscious consumer with brands including Kar's Nuts, Second Nature Snacks and Sanders small-batch caramels</li> </ul>
Apparel			<ul style="list-style-type: none"> <li>The Estée Lauder Companies Inc. (NYSE: EL), a luxury fashion and cosmetics holding company for brands including Essie, Garnier and YSL, signed an agreement to acquire Tom Ford for \$2.8 billion</li> <li>Estee Lauder has held a fragrance/beauty license for the Tom Ford brand since 2006; the impending acquisition of its licensor creates a unique wrinkle in the state of luxury licensing, as several brands have sought greater control over their trademark-bearing fragrance, beauty and eyewear collections</li> </ul>
Recreational			<ul style="list-style-type: none"> <li>Spin Master Corp. (TSX:TOY), a children's toy, game and entertainment company with brands such as PAW Patrol and Rubik's Cube, has acquired 4D Brands International, a Canadian puzzle company that creates 3D model construction kits including cityscapes, landscapes and collectibles from franchises including Star Wars, Disney and Harry Potter</li> <li>The acquisition of 4D Brands International allows Spin Master to expand into the innovative 3D puzzle category</li> </ul>
Personal			<ul style="list-style-type: none"> <li>North Castle Partners, a private equity firm, has acquired a majority stake in Nest New York, a home fragrance, personal fragrance and personal care brand, from Eurazeo SE (ENXTPA:RF), a private equity and venture capital firm based in France</li> <li>The acquisition will allow New Castle to continue to expand Nest internationally in Europe and Asia and across categories, including having a deeper focus on wellness</li> </ul>
Home/Gar./Pet			<ul style="list-style-type: none"> <li>Mars Petcare, the pet products division of Mars, Inc. with portfolio brands including Pedigree, Royal Canin and Whiskas, signed a definitive agreement to acquire Champion Petfoods, a global pet food maker, from an investor group led by private equity firm Bedford Capital and Healthcare of Ontario Pension Plan</li> <li>The acquisition of Champion Petfoods will allow Mars Petcare to offer a broader range of premium, specialized pet food brands</li> </ul>

# CONSUMER GROWTH & VALUATION TRENDS

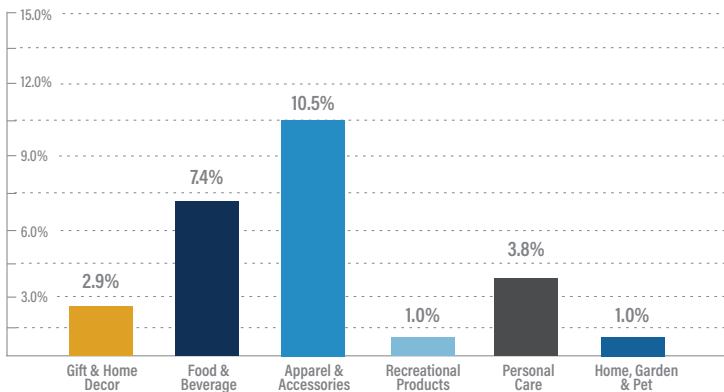
Enterprise Value / LTM Revenue



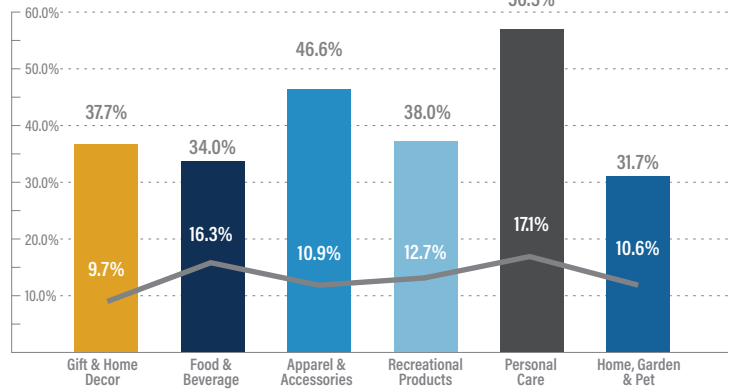
Enterprise Value / LTM EBITDA



LTM Revenue Growth

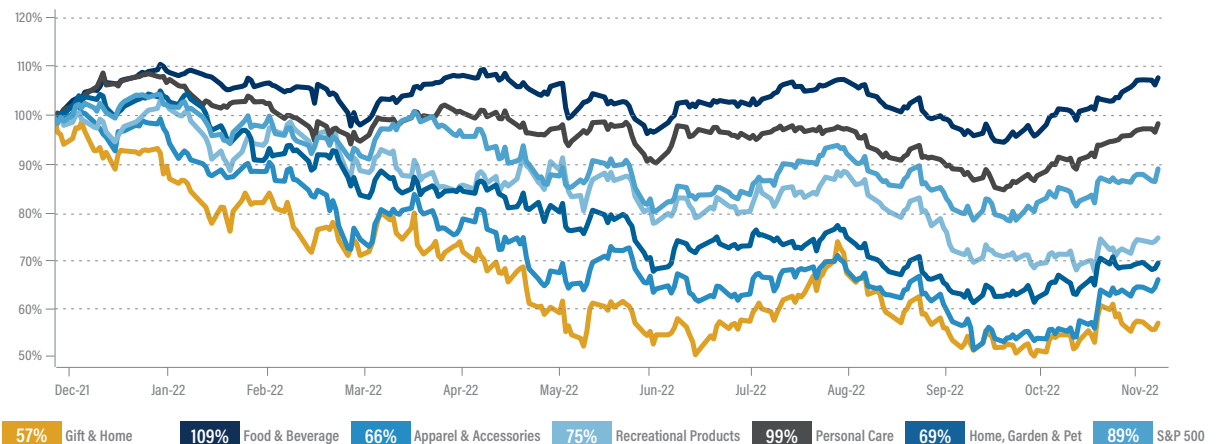


LTM Gross and EBITDA Margin\*



\*EBITDA Margins shown as the gray line.

LTM Stock Price Index



# SELECTED CONSUMER TRANSACTIONS

## Target Acquiror Gift & Home Decor Transactions

**Resident Essentials, LLC** **WILsquare Capital LLC**  
Resident Essentials, an internet retail company specializing in home furnishings, entertainment electronics, mobility products and clothing, has been acquired by WILsquare Capital, a St. Louis-based private equity firm

**Jondo, Ltd.** **Circle Graphics, Inc.**  
Jondo, a global, low-cost, print-on-demand company for canvas prints & photos, has been acquired by Circle Graphics, a producer of grand and large-format digital graphics for business signage, wall décor, art reproduction and photography

## Target Acquiror Apparel & Accessories Transactions

**Adore Me, Inc.** **Victoria's Secret & Co. (NYSE:VSCO)**  
Adore Me, a women's lingerie company, has been acquired by Victoria's Secret, a lingerie, clothing, and beauty retailer, for \$700 million

**Isabella (Pvt) Ltd.** **Filatex Fashions Limited (BSE:532022)**  
Filatex Fashions, a polypropylene yarn manufacturer, has acquired a 51% stake in Isabella (Pvt), a socks, tights and hosiery manufacturer, for \$755 million

## Target Acquiror Personal Care Transactions

**BARTH Business of TWO Inc.** **Earth Corporation (TSE:4985)**  
BARTH Business of TWO, a natural bath salts and products brand, has been acquired by Earth Corporation, a household product, pharmaceutical and quasi-drug products company with brands including Biotene, Sensodyne and Bath Roman

**bettybeauty, inc.** **Fisk Industries, Inc.**  
Fisk Industries, a manufacturer and distributor of beauty and personal products including the Barielle, Hair Chemist and Nature's Spirit brands, has acquired bettybeauty, inc., the first and only hair color dye formulated for men's beards, mustaches and body hair

## Target Acquiror Food & Beverage Transactions

**Kohana Coffee, LLC** **Westrock Coffee Company, LLC (NasdaqGM:WEST)**  
Kohana Coffee, a coffee producer specializing in cold brew, has been acquired by Westrock Coffee Company, a roaster, producer, and distributor of branded and private label coffee

**Larsen's Creamery, Inc.** **Alpenrose Dairy, Inc.**  
Larsen's Creamery, a producer and manufacturer of fine butter products for Northwestern retailers, has been acquired by Alpenrose Dairy, a producer and distributor of dairy products based in Oregon

## Target Acquiror Recreational Products Transactions

**Nordic Products, Inc.** **Monomoy Capital Management, L.P.**  
Nordic Products, a manufacturer and marketer of hot tubs and related accessories for the residential market, has been acquired by Monomoy Capital Management, a private equity firm based in Connecticut

**BM Authentics** **HUMBL, Inc. (OTCPK:HMBL)**  
HUMBL, a financial data transactions company, has acquired BM Authentics, a sports merchandise company specializing in authentic autographed sports memorabilia and collectibles, for \$1.7 million

## Target Acquiror Home, Garden & Pet Transactions

**Drapery Works, Inc.** **3 Blind Mice Window Coverings, Inc.**  
Drapery Works, a window treatment and custom upholstery company, has been acquired by 3 Blind Mice Window Coverings, a custom window treatment company with a broad range of products, including blinds, shades, shutters and draperies/curtains

**The Pet Shop** **Aliph Capital**  
Aliph Capital, the Middle East's first female-led private equity firm, has acquired The Pet Shop, an e-commerce and retail pet products and services brand, from Kasamar Holdings, an Abu Dhabi-based family office

## Selected TM Capital Consumer Experience

**BROWNIE BRITTLE**  
A PORTFOLIO COMPANY OF  
**encore**  
CONSUMER GOODS  
HAS BEEN ACQUIRED BY  
**SECOND NATURE BRANDS**  
A PORTFOLIO COMPANY OF  
**CAPVEST**

**CORE**  
CONSUMER GOODS  
A PORTFOLIO COMPANY OF  
**L CAPITAL**  
HAS BEEN ACQUIRED BY  
**CLEARVIEW CAPITAL** **VERTICAL CAPITAL**

**cpap.com**  
HAS RECEIVED A STRATEGIC INVESTMENT FROM  
**CATHAY CAPITAL**  
凯辉基金

## 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