

# CONSUMER & RETAIL MONTHLY

OCTOBER 2024

*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

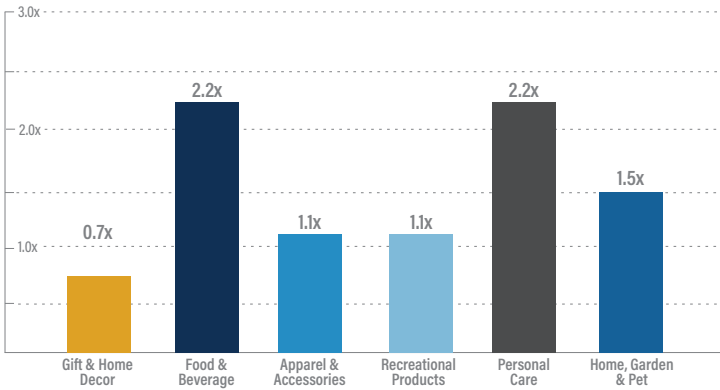
Home, Garden & Pet

## HEADLINE TRANSACTIONS

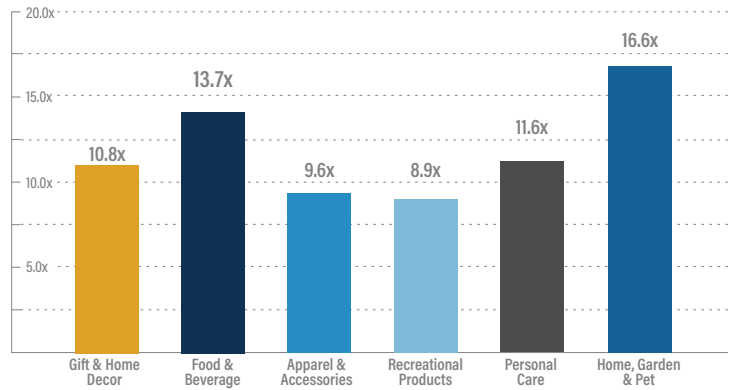
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Gift/Home			<ul style="list-style-type: none"> <li>S5 Equity, a Los Angeles-based family office, has acquired Hammacher Schlemmer, a gift and home retailer offering a wide range of products, including home decor, gadgets and electronics, sold through retail stores, catalogs and online</li> <li>The acquisition will allow S5 to strengthen the 170-year-old catalog retailer's customer experience and loyalty program while continuing to shift the catalog business to its eCommerce platform</li> </ul>
Food/Beverage			<ul style="list-style-type: none"> <li>Rotunda Capital Partners, a Maryland-based private equity firm, has acquired Mama Lycha, a provider of branded Latin American food and beverage products sold through grocery stores and regional distributors in the U.S. and Canada</li> <li>The acquisition will enable Mama Lycha to leverage Rotunda's resources and food and beverage distribution expertise to accelerate growth of its distribution network and expand its product offering</li> </ul>
Apparel			<ul style="list-style-type: none"> <li>Lolè, a Montreal-based global clothing brand producing premium athletic wear and outerwear, has acquired Louis Garneau Sports, a cycling and sports equipment company including brands Garneau, Sugoi and Sombrio</li> <li>The acquisition will allow Lolè to expand and diversify its product offering to a broader range of sports clothing and equipment for the high growth, global sports and outdoor enthusiasts market</li> </ul>
Recreational			<ul style="list-style-type: none"> <li>L Catterton Partners, a Connecticut-based private equity firm, has announced the acquisition of [solidcore], a Pilates-inspired, strength training boutique fitness concept, from VMG Partners, Kohlberg &amp; Company and Peterson Partners</li> <li>The acquisition will enable [solidcore] to leverage L Catterton's extensive fitness industry experience to accelerate growth, including expansion of new studios in underpenetrated regions and the launch of a digital platform</li> </ul>
Personal			<ul style="list-style-type: none"> <li>Bansk Group, a New York-based private equity firm, has acquired Foundation Wellness, a consumer health &amp; wellness platform managing a family of specialty orthotics brands and other branded footcare-focused solutions, from Gridiron Capital, a Connecticut-based private equity firm</li> <li>The acquisition will enable Foundation Wellness to leverage Bansk's operational and brand building expertise in the consumer health category to accelerate growth through investments in new offerings and strategic acquisitions</li> </ul>
Home/Gar./Pet		 	<ul style="list-style-type: none"> <li>Three Dog Brands, a dog treat manufacturer, backed by Topspin Consumer Partners, a New York-based private equity firm, has acquired Kennelmaster Foods, a provider of natural, human grade, dehydrated pet treats sold under the Chip's Naturals brand</li> <li>The acquisition will enable Three Dog Brands to expand beyond its portfolio of confectionery treats into the growing dehydrated treats segments and solidify its position as the leader in humanized dog treats</li> </ul>

# CONSUMER GROWTH & VALUATION TRENDS

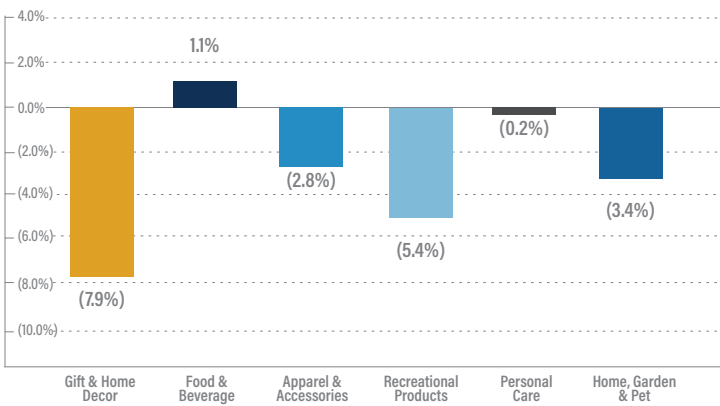
Enterprise Value / LTM Revenue



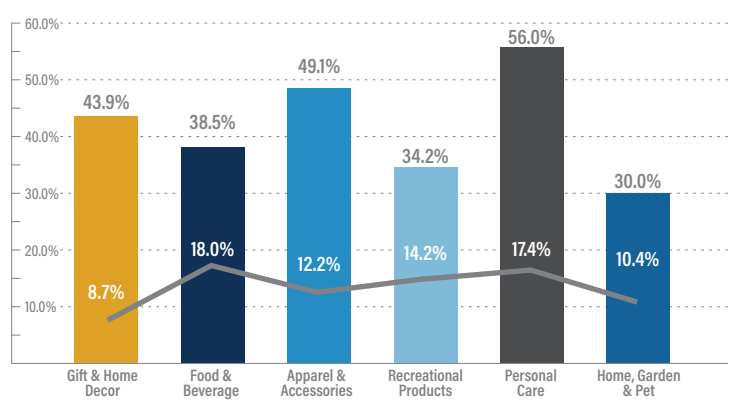
Enterprise Value / LTM EBITDA



LTM Revenue Growth

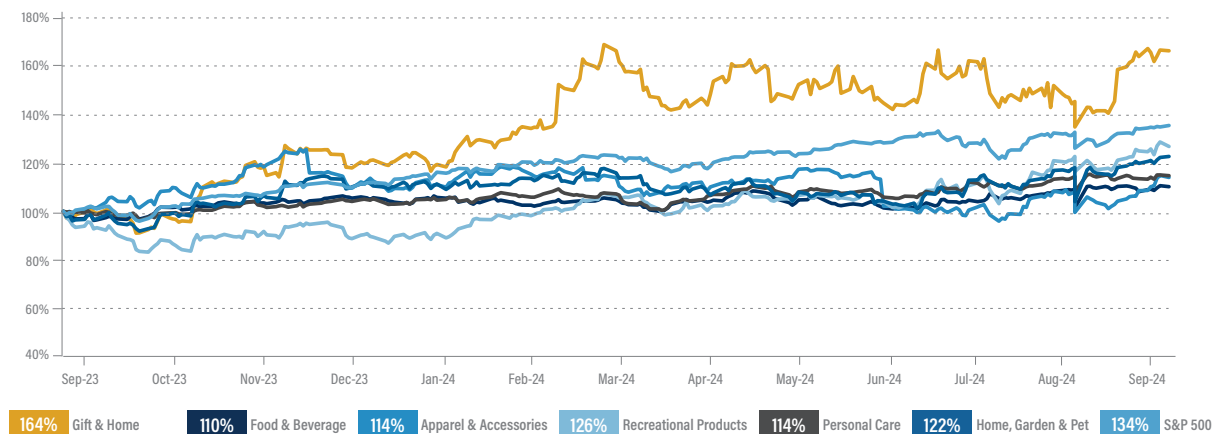


LTM Gross and EBITDA Margin\*



\*EBITDA Margins shown as the gray line.

LTM Stock Price Index



# SELECTED CONSUMER TRANSACTIONS

Target	Acquiror	Gift & Home Decor Transactions	Target	Acquiror	Food & Beverage Transactions
Plain & Fancy Kitchens, Inc.	Fabuwood Cabinetry Corp.	Fabuwood, a semi-custom cabinetry company, has acquired Plain & Fancy, a luxury custom cabinetry maker	Fratelli Polli S.P.A. (CC Industries)	Platinum Equity Partners, LLC	Platinum Equity Partners, a Los Angeles-based private equity firm, has acquired Fratelli Polli, a producer of pasta condiments and vegetable preserves, from CC Industries, a Chicago-based family office
Mock Flower NV	Bloom & Wolf B.V.	Bloom & Wolf, an Amsterdam-based provider of premium silk flowers, has announced the acquisition of Mock Flower, a competing Amsterdam-based provider of premium silk flowers	Miracapo Pizza Company LLC	Brynwood Partners Management LLC	Brynwood Partners, a Connecticut-based private equity firm, has acquired Miracapo Pizza, a contract manufacturer of frozen pizzas for convenience stores and branded customers serving the retail channel
Target	Acquiror	Apparel & Accessories Transactions	Target	Acquiror	Recreational Products Transactions
M.J. Soffe, LLC	Renfro Corporation	Renfro, a manufacturer of sock and legwear products, has acquired M.J. Soffe, an athletic and lifestyle apparel brand	Neocean	SeaBubbles SAS	SeaBubbles, a France-based electric boat manufacturer that uses hydrofoil technology, a system where specially shaped fins are attached to the bottom of the boat that lift the boat out of the water, has acquired Neocean, a competing France-based electric boat manufacturer that uses hydrofoil technology
Sessùn SAS	Quadrivio, BoF	Quadrivio, an Italy-based private equity firm, has acquired Sessùn, a France-based luxury fashion brand	Swift Fly Fishing Company	Snow Peak, Inc.	Snow Peak, a Japan-based outdoor gear and apparel manufacturer, has acquired Swift Fly Fishing Company, a New Zealand-based fly fishing gear manufacturer
Target	Acquiror	Personal Care Transactions	Target	Acquiror	Home, Garden & Pet Transactions
Reliance Vitamin Company, Inc.	Impetus Wellness Group	Impetus Wellness Group, a Los Angeles-based private equity firm, has acquired Reliance Vitamin, a formulator and contract manufacturer of private label and co-manufactured vitamins, minerals and supplements (VMS) products, from Swander Pace Capital, a San Francisco-based private equity firm	REXsense	Pontosense Inc.	Pontosense, a biotechnology research company that develops wireless sensing solutions for health, mobility and age tech applications, has acquired REXsense, an innovator of wireless sensing technologies to improve pet health and safety
Le Groupe Fruits & Passion Inc. (The Avon Company Canada Ltd and LG Household & Healthcare Ltd)	Fiberlinks Textiles Inc.	Fiberlinks, a Montreal-based supplier of general merchandising products for discount stores and a reusable bags manufacturer, has acquired Fruits & Passion, a manufacturer of body care, skincare and hand & foot care products, from Avon Canada, a cosmetics and skincare company, and LG Household & Healthcare, a manufacturer of household goods, cosmetic products and beverages	PetCo GmbH (Comitis Capital)	VAFO Group a.s.	VAFO, a European pet food producer, has acquired PetCo, an Austria-based pet food manufacturer, from Comitis Capital, a German-based private equity firm

## Selected TM Capital Consumer Experience



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