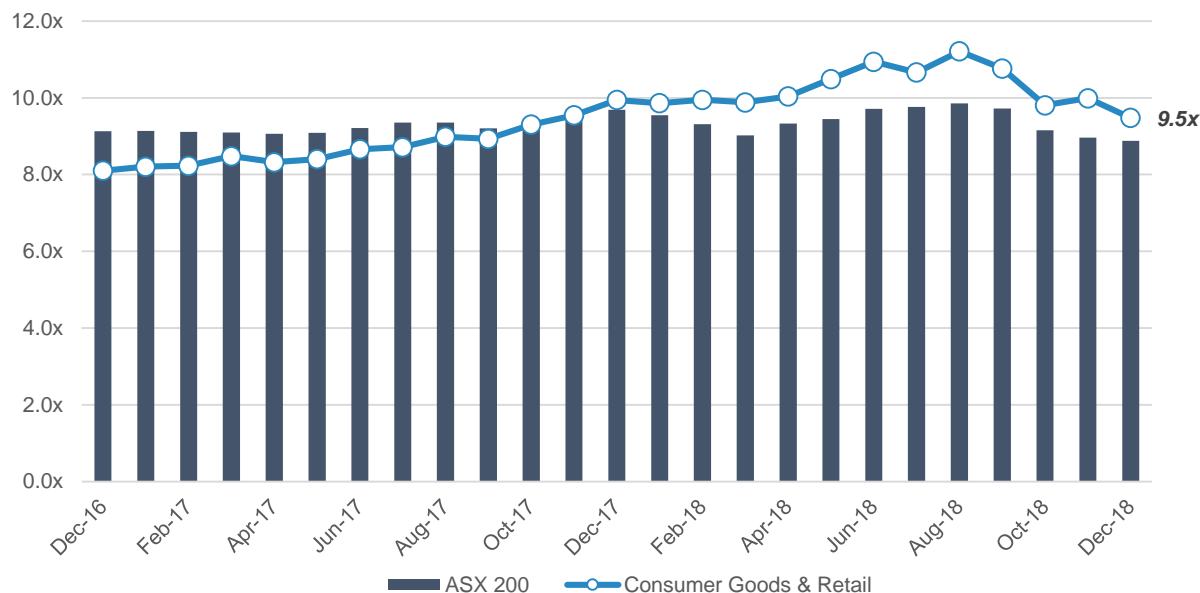


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 31/12/2018) Source: FactSet Research Systems Inc.

Multiples in the Consumer Goods & Retail sector have decreased over the period. At the end of December, the sector traded on a forward EV / EBITDA multiple of 9.5x, compared to the ASX200 on 8.9x.



Average Values and Trading Multiples (values as at 18/01/2019) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2019	EV/EBIT FY2019	Price / Earnings FY2019
Consumer	9,897	9.5x	11.9x	15.4x
Food & Agribusiness	29,253	10.8x	15.0x	23.9x
Luxury Goods & Services	658	11.3x	12.7x	7.0x
Online Commerce	1,731	11.1x	13.6x	19.4x
Personal and Household Goods	1,705	8.8x	9.7x	13.6x
Retail	99,997	7.4x	9.5x	13.1x
Travel & Leisure	52,102	10.5x	13.6x	18.7x
Consumer Goods & Retail	195,342	9.4x	12.2x	17.3x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2019. Difference in forward EV/EBITDA multiples between Figure and Table are representative of the timing difference between month-end result and current day result.

¹ The InterFinancial Consumer Goods & Retail Index set is an unweighted index comprising Consumer Goods & Retail sector related companies trading on the Australian Securities Exchange (ASX). Estimates are sourced from FactSet Research Systems Inc.

MERGER & ACQUISITION NEWS...



Value: \$135m

Clean Agriculture & International Tourism (CAIT), a Vietnamese investment group, has paid \$135m to purchase a portfolio of cattle stations from **Consolidated Pastoral Company (CPC)**. The investment represents **CAIT's** first in Australia and one of the largest investments by a Vietnamese group in the country.



Value: Not Disclosed

CyberGamer, the Australian e-sports company, has been acquired by **Let's Play Live (LPL)**, the New Zealand-based e-sports group. **LPL** is set to announce more partnerships in 2019.



Value: Not Disclosed

Western Australia-based **GD Pork** has been acquired by **Westpork**. The purchase will guarantee that operations will continue at **GD Pork's** West Pinjarra and Kojonup piggeries. It was announced in November that \$40m was owed to **GD Pork's** creditors.



Value: Not Disclosed

Lamb Weston Holdings, the Idaho-based supplier of frozen potato, sweet potato, appetizer and vegetable products, has acquired **Marvel Packers**, an Australia-based frozen potato processor. The transaction of **Marvel** is part of the Company's strategy to strengthen its global capabilities and continue to drive growth both organically and through acquisitions.



Value: \$4.0 (75% stake)

Blue Whale Entertainment, an Australia-based investment company, has agreed to acquire 75% of the shares of **Aquis Entertainment** for a consideration of \$3.97m. **Blue Whale** shall also assume **Aquis's** net debt amounting to \$27.4m. The implied enterprise value of the transaction is \$32.8m, while the implied equity value of the transaction is \$5.4m.



Value: \$7m

Helloworld Travel has acquired the business and assets of **Show Group Enterprises** from the **Avis Budget Group** for a consideration of \$7m in cash. Consideration represents an EBITDA multiple of 4.7x 2018 earnings.

RETAIL RUMOURS...

- **Wesfarmers** is ready to move on potential M&A opportunities. Market volatility could give rise to potential opportunities and **Wesfarmers'** is well placed to respond due to its strong balance sheet.
- **Pacific Equity Partners** (PEP) and **The Carlyle Group** have dropped out of the auction for **Campbell Soup's** international business. There are talks that **Affinity Equity Partners** has also withdrawn from the auction.
- **Crust Gourmet Pizzas** owner **Retail Food Group** is yet to reach a formal binding agreement on possible sale of assets. **Crust** is anticipated to be valued at about \$100m.
- **Blackstone** is believed to be interested in **F45**, an Australia-based fitness chain. Undisclosed sources said that **Blackstone** is positioning to beat out rivals to become **F45's** most likely new investor.
- **Beingmate Baby & Child Food**, a China-based dairy products company, has announced the planned sales of a 51% equity stake in **Beingmate (Australia)**, the Victoria-based plant, to **Darnum Park**. No agreement has been signed yet. It is reportedly worth \$119m.
- US-based **Vail Resorts** is expected to buy the Australian alpine resorts **Mount Hotham** and **Falls Creek** for around \$120m. **Vail** is believed to be paying around 10x earnings to buy the assets from UK-based **Merlin Entertainments**.
- **Odyssey Private Equity** is in advanced talks to buy a minority stake in **Delta Agribusiness**, an Australia-based farm goods retailer. The deal is expected to value **Delta** at around \$60m.
- South Africa's **Foschini Group** may be interested in **Sussan**, an Australia-based retailer. **Foschini** is believed to be keen to diversify out of South Africa.

CONTACT DETAILS

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