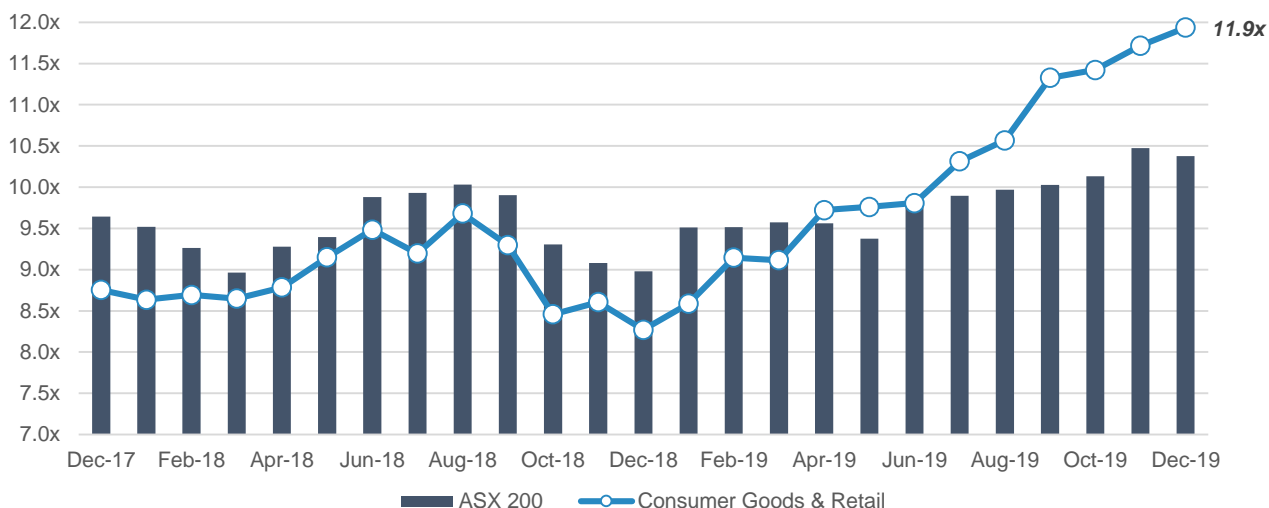


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 31/12/2019) Source: FactSet Research Systems Inc.

Multiples in the Consumer Goods & Retail sector have increased over the period. At the end of December, the sector traded on a forward EV / EBITDA multiple of 11.9x, compared to the ASX200 on 10.4x.


















Average Values and Trading Multiples (values as at 22/01/2020) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2020	EV/EBIT FY2020	Price / Earnings FY2020
Consumer	12,529	12.9x	15.8x	22.8x
Food & Agribusiness	41,782	13.0x	17.8x	26.6x
Luxury Goods & Services	802	13.1x	na	12.6x
Online Commerce	2,295	12.2x	15.4x	21.2x
Personal and Household Goods	4,181	15.7x	18.5x	26.9x
Retail	136,997	9.6x	12.8x	18.5x
Travel & Leisure	63,818	11.1x	15.3x	20.6x
Consumer Goods & Retail	262,404	11.7x	15.3x	21.9x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2020. 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...

	  Autotrader	<p>Value: \$80m</p> <p>Gumtree.com Limited (Gumtree) has acquired CarsGuide, an Australia-based automotive editorial site and Autotrader Australia (Autotrader), an Australia-based online marketplace for cars from Cox Automotive Australia.</p>
		<p>Value: \$57m</p> <p>Soulfresh, an Australian based food and beverage supplier has sold 43% stake to private equity company True, for an investment of GBP 26m. Soulfresh has secured a total investment of GBP 30m in exchange for total equity of 49%, which includes capital raised from investor and philanthropist George Soros.</p>
	 	<p>Value: \$17.5m</p> <p>Morris Group, an Australia-based business investing across tourism, hospitality, renewable energy, finance, technology and aviation, has agreed to acquire Great Barrier Reef Helicopters, an Australia-based company engaged in providing helicopter services, from Experience Co.</p>
	 	<p>Value: \$230m</p> <p>Archer Capital has acquired Funlab, an Australia-based entertainment company from Next Capital.</p>
		<p>Value: \$26m</p> <p>Corporate Travel Management Limited (CTM), Australia-based ASX-listed provider of corporate travel management services, has agreed to acquire Corporate Travel Planners Inc (CTP), the US-based provider of corporate travel services, for a consideration of \$26m. The consideration will be paid as 90% in cash and 10% in CTM stock.</p>
		<p>Value: Undisclosed</p> <p>Woolworths' Endeavour Drinks has acquired a majority stake in Shorty's Liquor, an Australian business to business drinks specialist.</p>

RETAIL RUMOURS...

- **Greenlit Brands**, the Australian subsidiary of **Steinhoff International**, could sell additional assets following the sale of its general merchandise unit last year.
- **Jeanswest**, an Australia-based retailer, has entered voluntary administration.
- **Metcash**, an Australia-based retail business, has been urged to sell its food distribution operations.
- Private equity suitors are believed to be circling **Graincorp's** malt business as it is prepared for a demerger.
- **SiteMinder**, an Australia-based hotel booking technology platform, has raised over \$100m, and may list within two years.
- **ABC Tissue**, an Australian toilet paper maker, will launch the second round of its auction at the end of the month.
- **The Crinitis Group of Restaurants**, an Australian Italian restaurant chain, is seeking expressions of interest.
- Over 70 parties from Australia and overseas have expressed interest in buying **McWilliams Wines**, an Australian wine business.
- **Forever New**, an Australian fashion brand, may be seeking a buyer.
- **AgriFunder**, an Australian agriculture financing business, has closed an \$60m funding round.
- **Village Roadshow Limited** is in talks with **Pacific Equity Partners** for a possible acquisition deal worth as much as \$1bn at an offer price of AUD 3.90 per share.
- **Experience Co** also announced that it is looking to sell assets identified as non-core, including **Raging Thunder Adventures** and **RnR White Water Rafting**, **Cairns Hot Air Balloon Co**, **Byron Bay Ballooning Co**, and **Hunter Valley Ballooning Co**.
- **Wattle Health Australia** announced on 2 January 2020 that it is undertaking an operational restructure following a major shortfall in its efforts to raise capital to fund the purchase of **Blend & Pack**.
- **Retail Food Group** announced that its subsidiary **Hudson Pacific Corporation** has completed the disposal of the loss-making **Hudson Pacific Food** service business to **Hudson Food Group**.
- **Australian Venue Co**, an Australia-based pub owner, is seeking acquisitions. The business has rejected 60 pubs over the last two years. **Australian Venue Co**, which is majority owned by KKR, could list on the ASX in 2020.

CONTACT DETAILS

If you are interested in specific information regarding mergers and acquisitions in the Consumer Goods & Retail Industry, please contact David Hassum or Andrew Wheeler.

Name	Position	Phone	Email
Sharon Doyle	Managing Director	(07) 3218 9122	sdoyle@interfinancial.com.au
Paul Keehan	Chairman	(07) 3218 9100	pkeehan@interfinancial.com.au
Mark Steinhardt	Head of M&A	(07) 3218 9105	msteinhardt@interfinancial.com.au
Brad Shaw	Chief Operating Officer	(07) 3218 9100	bshaw@interfinancial.com.au
David Hassum	Director	(07) 3218 9108	dhassum@interfinancial.com.au
Andrew Wheeler	Director	(07) 3218 9107	awheeler@interfinancial.com.au
Ted Marchant	Director	(07) 3218 9100	tmarchant@interfinancial.com.au
Brent Wall	Associate Director	(07) 3218 9102	bwall@interfinancial.com.au
Michael Kakanis	Associate	(07) 3218 9106	mkakanis@interfinancial.com.au
Lachlan O'Rourke	Analyst	(07) 3218 9104	lorourke@interfinancial.com.au

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InterFinancial
Corporate Finance Limited
ABN: 49 138 962 986
AFSL: 341675
Level 2, 201 Charlotte Street
GPO Box 975
Brisbane Queensland 4001
(07) 3218 9100
admin@interfinancial.com.au
www.interfinancial.com.au

