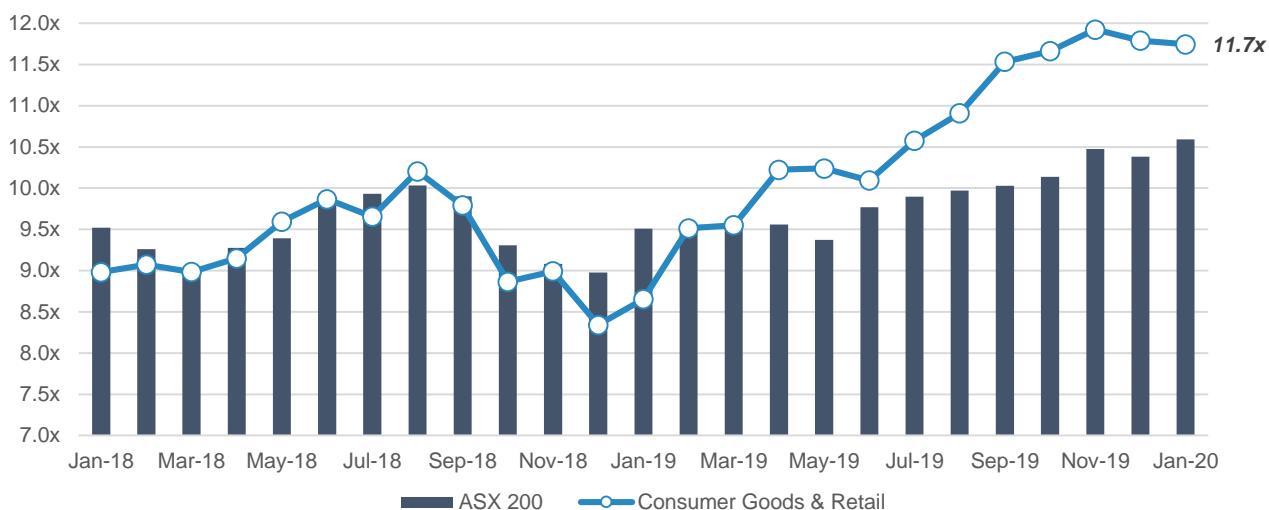


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 31/1/2020) Source: FactSet Research Systems Inc.

Multiples in the Consumer Goods & Retail sector have decreased over the period. At the end of January, the sector traded on a forward EV / EBITDA multiple of 11.7x, compared to the ASX200 on 10.6x.



Average Values and Trading Multiples (values as at 25/02/2020) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2020	EV/EBIT FY2020	Price / Earnings FY2020
Consumer	20,169	12.0x	16.3x	20.5x
Food & Agribusiness	34,007	13.9x	19.5x	28.1x
Online Commerce	2,349	12.4x	16.4x	22.1x
Personal and Household Goods	7,563	16.7x	19.8x	27.5x
Retail	167,815	11.4x	14.8x	19.1x
Travel & Leisure	61,955	10.7x	14.6x	20.0x
Consumer Goods & Retail	293,858	12.3x	16.4x	22.1x

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. Composition of companies in Sector Dashboards are updated every 6 months. Most recent update: February 2020.

MERGER & ACQUISITION NEWS...

Schröder
Experts in lightability™

GERARD
LIGHTING

Value: Undisclosed

Schröder Group GIE, a Belgium based manufacturer of lighting products, including road sign and billboard lighting, industrial, tunnel and urban lighting, has acquired the infrastructure lighting divisions of **Gerard Lighting Group**, the Australia-based infrastructure division of **Gerard Lighting Group**, for an undisclosed consideration.

SEALORD

Petuna
FISH & SEAFOOD

Value: Undisclosed

Sealord Group Limited has acquired a 50% stake in **Petuna**, an Australia-based domestic retail supplier of salmon from Peter and Una Rockliff, Australia-based private investors with interests in the domestic salmon retail industry, for an undisclosed consideration.

NewForests

Norske Skog

Value: \$62.5m

New Forests, an Australia-based sustainable real assets investment manager offering strategies in forestry, land management, and conservation, has agreed to acquire the Australia-based forest assets of **Norske Skog ASA**, Norway-based company engaged in the manufacture, distribution and sale of publication paper, for a cash consideration of \$62.5m.

tinybeans



Value: \$11m

Tinybeans Group, an Australia-based ASX-listed social media platform focused on enabling families and friends to connect and share moments with each other, has agreed to acquire **Red Tricycle**, the US-based digital media company that provides authoritative, localized content to its growing online community of busy urban moms, for a consideration of \$11m, on a debt-free cash-free basis.

Ansell



Value: \$13m

Ansell Limited, the ASX-listed company engaged in provision of protective products and services in a broad healthcare context, including latex products, has agreed to acquire a 50% stake in **Careplus Sdn Bhd**, a medical glove manufacturer, from **Careplus Group Berhad**, a listed Malaysia based company engaged in manufacturing and trading of gloves.

QUADRANT
PRIVATE EQUITY

ARQ
group

Value: \$35m

Quadrant Private Equity, along with the management of **ARQ Group Limited**'s Enterprise Services Division has agreed to acquire the Enterprise division, in a management buyout transaction, for a consideration of \$35m on a cash basis. **ARQ Group Limited** is an Australia-based company engaged in the business of domain name registrations and related online business solutions.

BRC CAPITAL

heat

Value: \$35m

BRC Capital, an Australian-based company that actively invests that builds technology businesses, has acquired **The Heat Group**, an Australia-based company that offers fashion, beauty, and personal care products for an undisclosed controlling stake and an undisclosed consideration. Heat Group generated approximately \$30m in revenues in the year 2019.

RETAIL RUMOURS...

- **Never Never Distilling**, a privately held Adelaide-based gin maker, is looking to raise capital in 2020 ahead of potentially attracting buyer interest down the line. The company has retail sales of around \$10m.
- Private equity may be eyeing **OzForex**, an Australia-based currency transfer business. **Western Union** offered to acquire **OzForex** for \$888m in 2015, but the suitor ultimately walked away.
- **Marubeni Corp.** is interested in acquiring Australian tissue paper maker **ABC Tissue Products**.
- **Australian Venue Co.**, an Australian pub operator, has been meeting with investors in Asia, ahead of its planned IPO and listing on the ASX.
- **Greenlit Brands**, an Australian retail business, is thought to be considering a potential ASX listing next year, which could be worth up to \$1bn.
- **Idyll Wine Co**, the Australian winery and private label drinks producer, is on the lookout for acquisitions as it transforms into a full-service beverage company.
- **Unilever** could sell the Australian tea chain **T2**. **T2** was worth around \$60m when it was purchased in 2013.
- **Next Capital** could delay plans to sell **Lynch Group**, an Australian flower supplier, if it looks like the coronavirus will impact the process. The sale was expected to begin around March.
- **Colette** by **Colette Hayman**, an Australian fast fashion, handbag, jewellery, and accessories retailer, has entered voluntary administration. **Colette's** administrator is seeking offers to buy or recapitalize the business by 25 February.
- **Fogarty Wine Group**, an Australian wine producer, is believed to be preparing an offer for **McWilliams Wines** an Australia-based wine business.
- **Quadrant Private Equity** is believed to be preparing to sell **Superior Food Services**, an Australia-based food services distribution business.
- **CHAMP Ventures** and **JBS Investments** have invested \$20m in online book retailer, Booktopia.
- **BGH Capital**, **Apollo Global Management** and **The Carlyle Group** are believed to be considering an offer for **Woolworths'** drinks and hospitality business **Endeavour Drinks**.
- **ACCC** has raised preliminary concerns regarding the proposed acquisition of **Adelaide Tools and Oaklands Mower Centre** by **Bunnings**, an Australian tools and outdoor power equipment seller. **ACCC** states the deal may lessen competition in the market for tools and outdoor power equipment in Adelaide.

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.

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