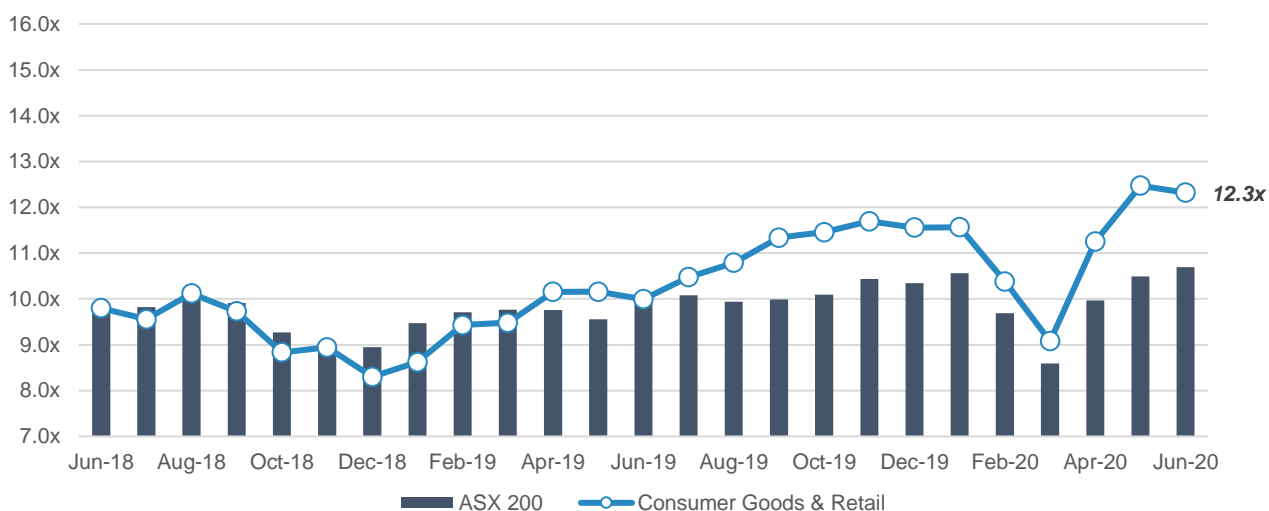


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 30/06/2020) Source: FactSet Research Systems Inc.

Multiples in the Consumer Goods & Retail sector have increased over the period. At the end of June, the sector traded on a forward EV / EBITDA multiple of 12.3x, compared to the ASX200 on 10.7x.



Average Values and Trading Multiples (values as at 28/07/2020) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2020	EV/EBIT FY2020	Price / Earnings FY2020
Consumer	21,081	14.6x	23.8x	28.5x
Food & Agribusiness	32,370	14.2x	22.4x	29.2x
Online Commerce	1,674	35.7x	42.6x	61.2x
Personal and Household Goods	7,399	14.9x	18.0x	27.8x
Retail	173,029	10.4x	16.2x	22.1x
Travel	14,700	11.7x	22.8x	30.6x
Leisure	30,273	15.0x	21.6x	29.6x
Consumer Goods & Retail	280,526	13.1x	20.6x	27.2x

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.

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: \$48.5m

National Tyre & Wheel limited has announced the acquisition of Australian and New Zealand based **Tyres4U**.



Value: \$13.2m

Charter Hall Long WALE REIT announced the acquisition of the **ALH Group** leased **Indooroopilly Hotel**, in Brisbane for AUD 13.2m.



Value: \$108m

Sino-Pacific Trading, which is owned by Thailand's Savetsomphob family, is believed to have paid AUD 108m for **Vibe Hotel Melbourne**.

kikki.K



Value: Undisclosed

Erin Condren Designs has agreed to acquire **kikki.K Pty Ltd**, an Australia-based gift and stationery company, for an undisclosed consideration. Kikki went into receivership in March 2020. Kikki had reported revenue of AUD 70m for the year 2019 and has a workforce of 450 employees with a network of 65 stores in Australia, Singapore, Hong Kong, the UK, and New Zealand. Kikki's secured creditors are owed around AUD 20m.



Value: Undisclosed

ROC Partners Pty Limited, alongside the management of **Flavorite**, has made an investment in the company. Headquartered in Ravenhall, Australia, Flavorite is engaged in farming of tomatoes. The financial terms of the transaction are not disclosed. ROC will invest from the **Victorian Business Growth Fund**. As part of a transaction, Flavorite Hydroponic Tomatoes Pty Ltd, Flavourwave Pty Ltd and Flavorite Marketing Pty Ltd will merge under one company Flavorite group. The investment will be used to grow more crops, expand operations and hire more people.

RETAIL RUMOURS...

- **iProsperity**, an Australia-based hotel investor, has entered voluntary administration.
- **Krumbled Foods**, a privately held Sydney-headquartered functional food and nutraceutical company, is planning expansion to Asia and would consider taking on potential investors to assist.
- **Pumpkin Island**, an Australian eco-resort island, is available for sale.
- Australian wine business **McWilliam's Wines Group's** administrators have recommended that creditors support a Deed of Company Arrangement from **Prcstnt Asset Management**. Under the proposal, Prcstnt would pay AUD 30m for the business and AUD 16m for its stock.
- **TPG Capital** and **Adamantem Capital** are believed to be among bidders interested in **Asahi's** Australian alcohol brands.
- Buyers are said to be circling **TM Lewin Australia**, the shirt and suit retailer.
- Four parties are believed to have been shortlisted to buy **Seafolly**, an Australia-based swimwear business.
- **Cashrewards**, an Australian cash back rewards business, is moving ahead with its plans to list on the ASX.
- **TCM international**, an Israel-based eCommerce business, is preparing to list on the ASX next year.
- **BGH Capital's** period to conduct exclusive due diligence on the Australian theme park and cinema business **Village Roadshow** is likely to be extended.
- Administrators for **Pages Event Hire**, an Australian event equipment hire business, are seeking expressions of interest for the company.

RETAIL RUMOURS...

- **Webjet, Flight Centre, Southern Cross Media, oOh!Media, Qantas and Vicinity Centres** could seek to raise additional capital due to the new lockdown in Victoria.
- Two private equity players are believed to have submitted offers to buy **Colette by Colette Hayman**, an Australian fashion and accessories retailer.
- **Nick Scali**, an Australian furniture retailer, is believed to be considering the acquisition of **Fantastic Furniture**, an Australian furniture business.
- A rally in the share price of **Treasury Wine Estates** over the last six days has led to speculation that it could be a takeover target.
- **Auscott**, an Australian cotton producer, could interest **Olam International** and North American pension and endowment funds.
- Private equity players are believed to be eyeing **United Malt Group**, an Australia-based malt business.
- **Nexba Beverages**, an Australia-based naturally sugar-free soft drinks business, is in advanced talks with the UK and Australia-based private equity firms to fund its international expansion.
- **Experience Co**, the Australian adventure tourism and leisure company, remains acquisitive during the COVID-19 pandemic and continues to divest non-core assets.
- **City Chic Collective**, an Australian clothing retailer, is said to be in talks to buy a distressed retailer in the US.
- **Aussie Broadband**, an Australian internet services provider, is proceeding with plans to list on the ASX.
- **Webjet**, an Australian travel business, is positioned to buy struggling travel industry rivals following its recent convertible note issue.

CONTACT DETAILS

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