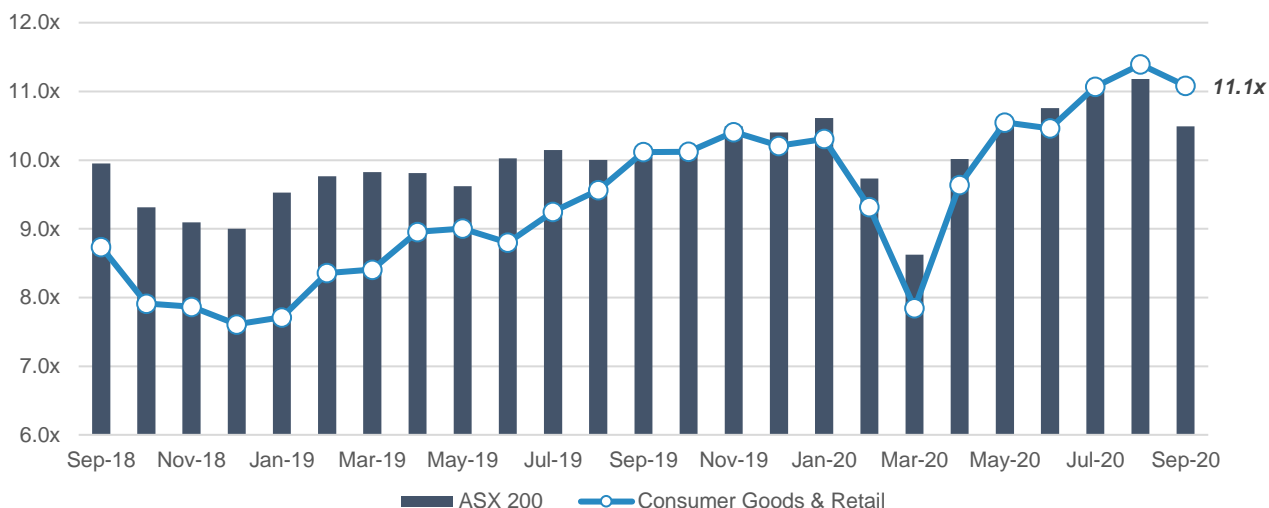


## VALUATION MULTIPLES

**Forward EV / EBITDA Multiples (monthly to 30/09/2020)** Source: FactSet Research Systems Inc.

Multiples in the Consumer Goods & Retail sector have decreased over the period. At the end of September, the sector traded on a forward EV / EBITDA multiple of 11.1x, compared to the ASX200 on 10.5x.



**Average Values and Trading Multiples (values as at 26/10/2020)** Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2021	EV/EBIT FY2021	Price / Earnings FY2021
Consumer	14,427	12.6x	16.7x	24.7x
Food & Agribusiness	30,617	15.5x	23.5x	43.9x
Leisure	30,475	17.1x	22.7x	27.6x
Online Commerce	3,889	27.8x	31.2x	50.6x
Personal and Household Goods	5,362	11.9x	15.2x	21.6x
Retail	172,857	10.7x	17.3x	23.4x
<b>Consumer Goods &amp; Retail</b>	<b>257,627</b>	<b>13.3x</b>	<b>19.3x</b>	<b>30.0x</b>

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2021. 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: October 2020.

<sup>1</sup> 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...

#### Crystalbrook Collection

[ THE FANTAUZZO ]

Value: AUD 70m – 75m

The **Fantauzzo Brisbane Art Series Hotel** has been acquired by **Crystalbrook Collection**. The acquisition is expected to aid Crystalbrook in growing its portfolio of leisure hotels throughout Australia.



Value: AUD 50m

**Tanarra Capital** has purchased a 70% stake in **Barambah Organics**, an Australia-based maker of cheeses, yoghurts, and milk beverages. The acquisition is expected to fuel Tanarra's plans in helping Barambah fast-track its efforts in expanding throughout Southeast Asia.



Value: Not disclosed

**99designs**, an Australia-headquartered online graphic design marketplace, has been acquired by **Vistaprint**, an online provider of printing services controlled by investment company **Cimpres NV**. The combination of 99designs' network of freelance designers and Vistaprint's more than 20 million customers is expected to create a global platform.

#### Breville



Value: USD 60m

**Breville Group**, the Australian multinational manufacturer and marketer of home appliances, has acquired **Baratza**, a Seattle-based coffee grinding business. The acquisition is said to be complementary to Breville Group's existing premium coffee business.



Value: ~ AUD 190m

Australian billionaire Andrew Forrest's private investment group **Tattarang** announced that it has agreed to buy **RM Williams**, an Australia-based boot maker, from **L Catterton**. Tattarang is thought to have paid AUD 190m for RM Williams.



Value: Not disclosed

**RDO Australia Group**, the parent company of **Vanderfield**, has agreed to acquire the **Chesterfield Australia** business, combining two of the best-known John Deere agricultural equipment dealerships in Australia together.

## RETAIL RUMOURS...

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- **MMG 1829 Holdings**, an Australia-based meat supply group, is seeking assets to build a supply chain that addresses challenges such as food security and sustainability.
- **Heineken International** and **Coca-Cola Amatil** are expected to split **Asahi's** Australian beer and cider portfolio
- A China-based buyer is believed to be eyeing **Lynch Group**, an Australian-based flower business owned by **Next Capital**.
- **Health and Plant Protein Group**, an Australia-based supplier of plant-based proteins, is eyeing acquisition opportunities in the US.
- **Patties Foods**, an Australia-based frozen foods business, and **Darrell Lea**, an Australian confectionary business, could be sold by their private equity owners
- **David Jones** announced that it has entered exclusive talks to sell its Elizabeth Street property to **Charter Hall**.
- **Surf Lakes**, an Australian developer of artificial surfing facilities, plans to kick off a funding round in January to raise funds to progress the company into commercial phase.
- **Woolworths'** liquor spin-off **Endeavour Group** could seek to buy **ALE Group**, an Australian pub landlord
- **Village Roadshow** investor is considering legal action against the company's directors to block **BGH Capital's** AUD 758m takeover offer.
- **Ampion's** owner **Pemba Capital Partners** is seeking strategic options including a share listing or a trade sale. **Ampion** has about 550 employees in its technology team and generate annual EBITA of about AUD 15m.
- **SPC**, an Australian fruit and vegetable processor, is seeking acquisitions in Australia and offshore ahead of a listing on the Australian Securities Exchange in 18-30 months. For its AUD 100m capital raise, the company is interested in attracting both local and international wholesale investors, family offices, and strategics.
- **Pacific Blue Health**, the Sydney-based marketer of the Elementelle Probiotics brand, is searching for partners to enter offshore markets, initially China, followed by the US and Europe.
- Australian billion James Packer may be required to sell down his stake in **Crown Resorts**.
- **Tabcorp** has rejected rumours it is considering the sale of its **Sky Channel** media unit.
- **Corporate Travel Management** is seeking to raise AUD 375m via a fully underwritten entitlement offer to finance the deal to acquire 100% of **Travel & Transport Inc.**
- **Temam Communities**, an Australian retirement village community operator, will consider more acquisitions following its purchase of five villages this July for AUD 28m.
- **Bio-E**, an Australian health and beauty products business, is believed to be seeking buyers.
- **TripADeal**, an Australian online travel agency, is eyeing acquisitive growth opportunities at home and overseas.
- **Snaffle**, the Australian online appliance rental retailer, is actively looking for acquisitions in Australia and overseas to expand the business.
- **Pas Group**, an Australia-based retail group, is close to signing an agreement to be acquired by Larry Kestelman, the Chairman of Melbourne-based private equity firm **Queens Lane Capital**.
- **Grill'd**, an Australia-based healthy burger restaurant chain, could consider taking an equity investor for offshore expansion, particularly into the US.
- **Agripower**, the Australian agricultural chemicals group, will start engaging with investors to fund an AUD 700m fertilizer expansion project in March 2021.

## CONTACT DETAILS

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