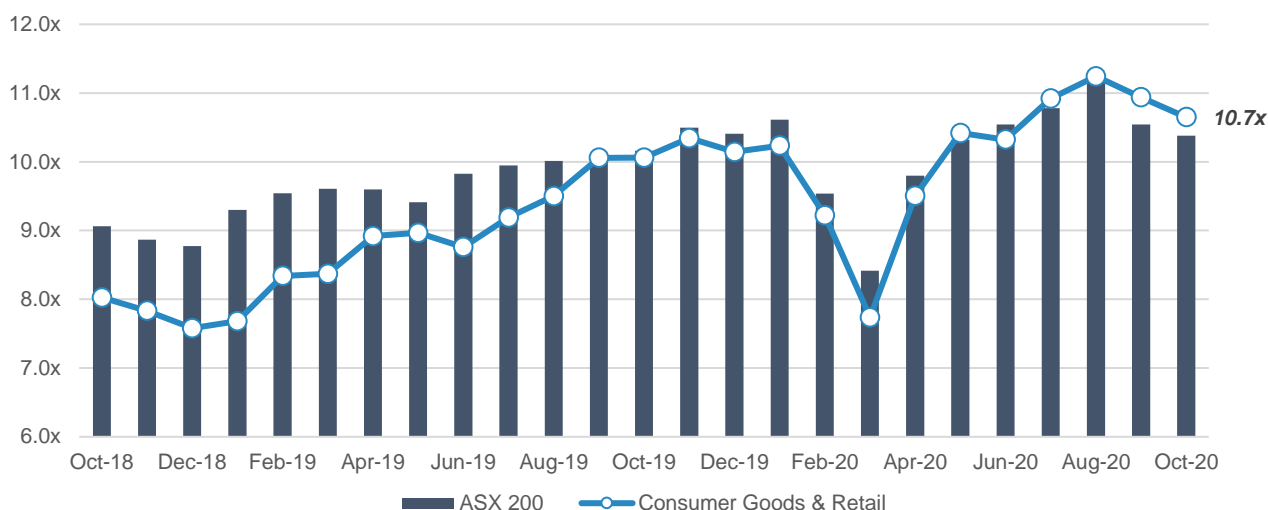


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 30/10/2020) Source: FactSet Research Systems Inc.

Multiples in the Consumer Goods & Retail sector have decreased over the period. At the end of October, the sector traded on a forward EV / EBITDA multiple of 10.7x, compared to the ASX200 on 10.4x.



Average Values and Trading Multiples (values as at 27/11/2020) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2021	EV/EBIT FY2021	Price / Earnings FY2021
Consumer	13,219	11.6x	15.4x	22.9x
Food & Agribusiness	33,839	12.3x	18.1x	23.0x
Leisure	32,757	17.5x	20.3x	24.1x
Online Commerce	2,525	17.0x	18.8x	32.0x
Personal and Household Goods	4,796	10.4x	13.6x	19.0x
Retail	171,778	10.2x	16.5x	21.8x
Consumer Goods & Retail	258,914	11.7x	16.8x	22.3x

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.

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: Not disclosed

Japan-based food and beverage conglomerate **Asahi Group** has agreed to sell its Australian beer and cider portfolio to Dutch beverage giant **Heineken**. The transaction will include brands owned or licensed by Carlton & United Breweries, namely Strongbow, Little Green and Bonamy's, plus Stella Artois and Beck's.



Value: AUD 27m

Blackmores has announced it will sell **Global Therapeutics**, the Australian herbal treatments company, to **McPherson's**. The acquisition will provide McPherson's with the Fusion Health and Oriental Botanicals brands. Blackmores' decision to sell comes amid a new strategic focus.



Value: Not disclosed

PAS Group has announced that it has entered a binding agreement for the sale of its **Designworks** and **Yarra Trail** businesses. The transaction ensures the continued employment for a majority of current employees of the businesses, who will be offered ongoing roles on the same or no lesser term by the acquirer.



Value: Not disclosed

Queens Lane Capital has agreed to buy **Pas Group**, an Australian fashion retailer. The restructured business will have 166 stores and wholesale design and development businesses, with a major focus being centered around building Pas Group's online business.



Value: AUD 10.871bn

Coca-Cola Amatil has entered a Scheme Implementation Deed with **Coca-Cola European Partners** for the acquisition of all the issued shares held by independent shareholders of Amatil at AUD 12.75 per share. The scheme consideration implies an equity value on a 100% fully diluted basis of approximately AUD 9.282bn and an enterprise value of AUD 10.871bn.



Value: Not disclosed

Helloworld Travel Limited (ASX: HLO) has entered into an agreement to acquire cruise wholesaling specialist, **CruiseCo**. The acquisition aligns with HLO's strategy of expanding its cruise offerings in Australia and New Zealand and the business is complementary to HLO's existing cruise wholesale business.



Value: Not disclosed

Anacacia Capital has acquired a controlling stake in **Pump Haircare**, an Australia-based haircare products business. Anacacia Capital has purchased a company with strong growth after COVID-19 accelerated its e-commerce sales and has significant opportunities to export overseas.



Value: Not disclosed

Grays, an Australian online marketplace, has acquired **Tagma Property Consultants**, a 24-year-old business which provides a nationwide solutions for the management, disposal, and realisation of assets for Mortgagees and Trustees. The acquisition will drive significant growth in Grays' newly established real estate division, which is projected to see a significant increase in property auction listings in the new year.

RETAIL RUMOURS...

- **Next Capital** could seek to break-up the flower company **Lynch Group** and sell its Australian operations separately from its Asian business.
- Canada's **Saputo** is eager to pursue acquisition opportunities in Australia, as the dairy industry consolidates.
- **Good Earth Dairy**, an Australian ag-tech specializing in camel milk products, is planning to debut on the ASX in February 2021.
- **Ladbroke's Coral**, a UK-based betting company, is said to have been eyeing **Tabcorp**, an Australia-based gaming business.
- Brokers for **Cashrewards** have closed the bookbuild for the group's IPO early and declared the deal covered.
- **Quadrant Private Equity** is said to be considering listing **Grays Online**, an Australia-based e-commerce business.
- **Manassen Foods**, an Australia-based food company, could soon be put up for sale.
- **SPC**, an Australian fruit and vegetable processor, is said to have been approached as a potential buyer for **Sara Lee**, an Australia-based dessert company.
- **Alice McCall**, an Australian fashion brand, has entered administration, which will result in the closure of eight of the company's 12 stores and redundancies.
- Australian skin disorder drug developer **Clinuvel Pharmaceuticals** is actively seeking digital agency acquisitions to support brand and communications development.
- **Treasury Wine Estates** has paused the proposed demerger of its **Penfolds** division and is focusing on key priorities including trading through COVID, the US business restructuring and most specifically the MOFCOM investigation in China.
- **Qatar Airways** is considering the AUD 140m acquisition of the **Primus Hotel** in Sydney.
- Italy's **Ferrero** is said to be among buyers circling **Gourmet Food Holdings**, an Australian gourmet cracker business.
- **Emerald City Hotel Group**, an Australia-based hotel business, is seeking buyers for a portfolio of four Sydney hotels.
- **Change Foods**, a US and Australia-based developer of bioengineered animal-free cheese and dairy products, is planning to launch a USD 5m series A round in 2Q21 for further product development.
- **Head Wines**, a privately held Australian winemaker, plans to enter the Japan market and is interested in hearing from potential joint venture (JV) partners to assist with its plans.
- **XBlades**, an Australia-based sports apparel business, is seeking buyers. The iconic business offers an annual turnover averaging AUD 8.5m.
- **Flare HR**, the Australian employment software startup, has raised AUD 22m in fresh funding from **MYOB** and other investors.
- **Charter Hall** is anticipated to offer AUD 520m for **David Jones' Elizabeth Street Store**.
- **Booktopia**, an Australia-based online book retailer, has issued a prospectus for its IPO to raise AUD 43m.
- **Top Shelf International**, an Australia-based distilling business, is seeking to raise AUD 50m via an IPO at an offer price of AUD 2.21 per share.
- **Freedom Foods**, an Australia-based food business, is believed to have received interest from a special situations fund.
- **My Muscle Chef**, an Australia-based packaged meals business, has secured an investment of more than AUD 100m from **Quadrant Private Equity**.
- **Bega Cheese** [ASX:BGA] could divest assets from within **Lion Dairy and Drinks** following its anticipated acquisition of the group. Bega is expected to announce the acquisition and an associated AUD 400m equity raising shortly.
- **Mirvac Group** [ASX:MGR] and **National Roads and Motorists' Association** (NRMA) have shortlisted buyers for **Tucker Box Hotel Trust**, a portfolio of 11 Travelodge hotels which is anticipated to sell for over AUD 550m.
- **Myer Holdings** [ASX:MYR] shareholder **Premier Investments** [ASX:PMV], or **Solomon Lew**, the chairman of the investment firm, is speculated to make a takeover offer for the Australian department store operator.
- **Village Roadshow** [ASX:VRL] bidder **BGH Capital** has raised the cash considerations of its takeover AUD 3.00 per share under the Structure A acquisition scheme and to AUD 2.95 per share under the Structure B scheme in an effort to gain approvals of Village Roadshow's dissenting shareholders.

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