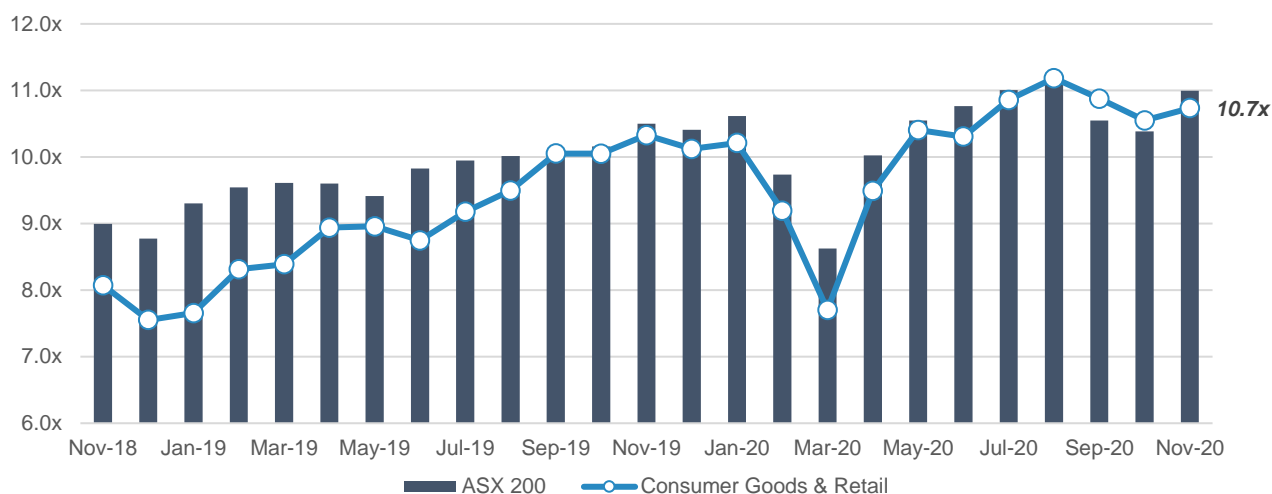


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 30/11/2020) Source: FactSet Research Systems Inc.

Multiples in the Consumer Goods & Retail sector have increased over the period. At the end of November, 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 17/12/2020) Source: FactSet Research Systems Inc.

| Subsector | Enterprise Value (\$ m) | EV/EBITDA FY2021 | EV/EBIT FY2021 | Price / Earnings FY2021 |
|------------------------------------|-------------------------|------------------|----------------|-------------------------|
| Consumer | 12,997 | 11.6x | 15.4x | 22.7x |
| Food & Agribusiness | 33,174 | 12.2x | 18.5x | 23.5x |
| Leisure | 30,379 | 17.0x | 19.5x | 22.6x |
| Online Commerce | 2,631 | 17.0x | 19.1x | 34.7x |
| Personal and Household Goods | 4,817 | 10.5x | 14.1x | 19.6x |
| Retail | 175,608 | 10.2x | 16.9x | 22.9x |
| Consumer Goods & Retail | 259,607 | 11.7x | 17.0x | 22.8x |

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: AUD 27.5m

Redcape Hotel Group has agreed to acquire **Aspley Hotel** and **Shafston Hotel**, two Australia-based hotels providing a range of services including bars, dining areas, private Gaming Room, Keno, TAB and a selection of on-site function Rooms, from **Delaware North Companies**. Aspley and Shafston will benefit from Redcape's expertise, operational platform and repositioning capabilities.




Value: Not disclosed

Telstra Purple, an Australia-based technology services business, has acquired Australia-based IT service management provider **Epicon** as an addition to its technology services capabilities.




Value: AUD 56.2m

BetMakers Technology Group has entered into binding agreements to acquire global assets of international online sports betting company **Sportech** for AUD 56.2m on a cash-free, debt-free basis. The acquisition will be partially financed via an AUD 50m new share placement




Value: Not disclosed

Anacacia Capital has acquired a stake in **Mwave**, an Australian online computer and accessories retailer to support Mwave in its new phase of growth. Mwave's CEO Victor Lee, Mwave's management team and Right Click Capital have retained material stake in the company.



Value: AUD 13m

Shaver Shop Group, the Australian specialty retailer of male and female personal grooming and beauty products, has entered a definitive agreement to acquire the six remaining franchise stores in NSW for AUD 13m. The transaction is expected to complete on 1 February 2021.




Value: ~AUD 400m

Style Capital, a Milan-based private equity fund specializing in fashion and lifestyle brands, confirmed that it has acquired a 70% stake in **Zimmermann**.




Value: AUD 50m

Riviana Foods, a subsidiary of **The SunRice Group**, has acquired the **KJ&Co Brands** business for AUD 50m due to the strong alignment between the product portfolios of these businesses.




Value: AUD 108m

Eagers Automotive Ltd [ASX: APE] has executed a binding agreement for the sale of its Daimler truck business to **Velocity Vehicle Group** ("VVG"), a privately owned operator of commercial truck dealerships based in the United States.

RETAIL RUMOURS...

- **UCW** has proposed an off-market takeover offer to acquire all of the ordinary shares of **RedHill Education** for consideration of 4.5 fully paid ordinary shares in UCW for each RedHill Education share.
- **Asaleo Care** shareholder **Spheria Asset Management** does not plan to accept **Essity Aktiebolag's** AUD 1.26 per-share takeover offer
- Jerry Schwartz, an Australian hotel owner, has put the **Four Points by Sheraton** in Sydney's Central Park precinct up for sale. The hotel is anticipated to be sold for over AUD 180m and is likely to be one of the year's largest hotel offerings.
- **McWilliam's Wines** is set to be put back up for sale after its suitor **Prctnt** failed to produce the AUD 46m in funds.
- **SPC** is in advanced negotiations to acquire **Sara Lee**, an Australian frozen baked goods and desserts group.
- **Klika Group**, a privately held Australia-based online retailer, has experienced a surge in approaches from potential investors over the last three months.
- **Best & Less'** private equity owner is considering listing the group on the ASX following a period of strong sales.
- **East 33**, an Australia-based oyster producer and supplier, has withdrawn its initial public offering on the ASX. The company was to raise AUD 32m from the IPO that was closed on 30 November.
- **Duxton Broadacre Farms** has accepted a binding offer to sell its South Australian property, Boorala, for AUD 22m.
- **WorldFront**, an Australia-based e-commerce platform, could list on the ASX within the next 12 months.
- **BuyNatural**, a privately held Australian e-commerce company, is planning an initial public offering late next year or in early 2022. Prior to the IPO, the company plans to launch an AUD 3m to AUD 5m funding round in March next year.
- **Pentanet**, an Australia-based internet service provider, is eyeing an ASX listing in early February. Pentanet stated in a pathfinder prospectus, that it would seek to raise AUD 22.5m at AUD 0.25 a share, implying a market capitalisation of AUD 66m.
- **Kreglinger Wine Estates** is seeking buyers for **Norfolk Rise**, a vineyard in South Australia.
- **Peter Manettas Seafood**, a privately held seafood retailer and marketplace, could consider taking a strategic investor on board to accelerate its growth.
- **The Carlyle Group** is believed to be circling **United Malt Group**.
- **Freedom Foods**, an Australia-based food producer, is expected to remain suspended from trading until mid-December as it continues to work on an AUD 200m recapitalisation deal.
- **Aromababy**, a privately held Australian skincare company, is considering bringing on board investors to assist with its domestic growth plans.
- **BikeExchange**, an Australia-based online marketplace business, is set to list on the ASX earlier next year.
- **BoxBrownie**, an Australian photo editing business is likely to raise two rounds of capital ahead of an IPO in three to five years according to the CEO and founder Mel Myers.

CONTACT DETAILS

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