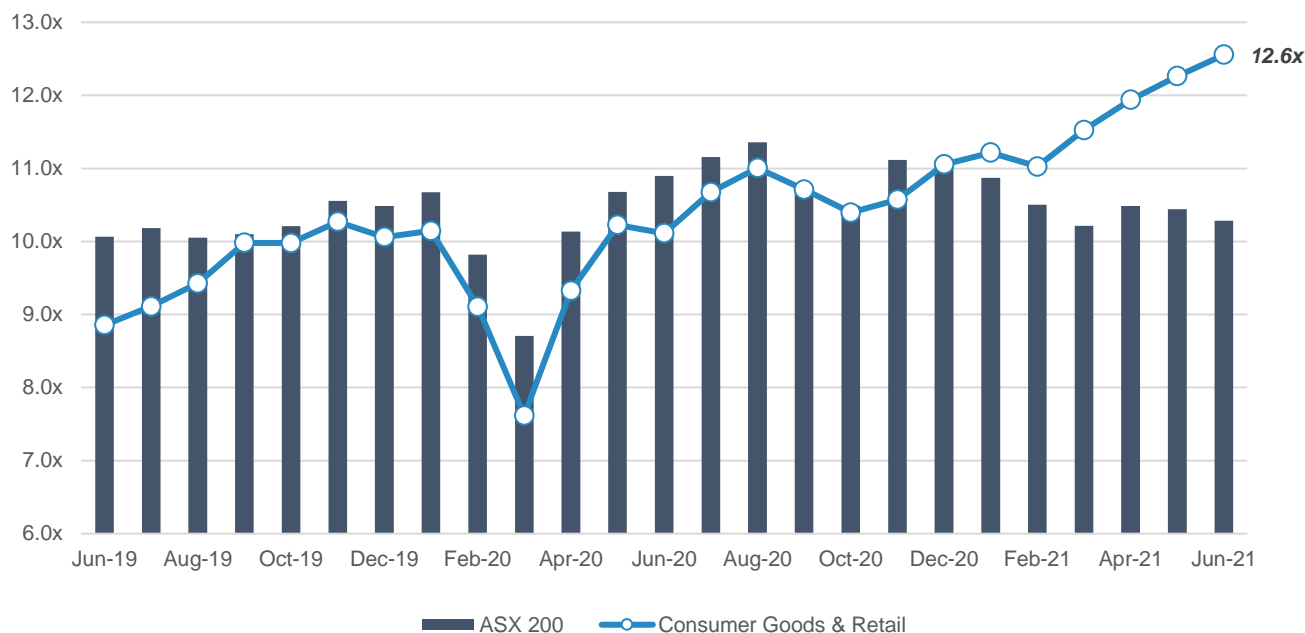


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 30/05/2021) 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 12.6x, compared to the ASX200 of 10.3x.



Average Values and Trading Multiples (values as at 19/07/2021) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2021	EV/EBIT FY2021	Price / Earnings FY2021
Consumer	15,884	12.3x	15.9x	23.0x
Food & Agribusiness	23,874	14.5x	24.9x	33.0x
Leisure	39,125	22.4x	22.1x	26.3x
Online Commerce	2,444	19.2x	22.4x	34.1x
Personal and Household Goods	5,995	12.5x	16.7x	25.9x
Retail	188,495	10.7x	16.3x	22.5x
Consumer Goods & Retail	275,815	13.3x	19.0x	26.1x

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: May 2021.

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 439 m

PLBY Group Inc, a US-based pleasure and leisure lifestyle company, has agreed to acquire **Honey Birdette Australia Limited**, an Australia-based upmarket lingerie retailer. The acquisition serves to leverage Honey Birdette's superior product design, sourcing and direct-to-consumer capabilities to accelerate the growth of Playboy's core apparel and wellness businesses.




Value: AUD 304 m

Costa Group Holdings Limited, an ASX-listed company engaged in farm management, distribution and exporting of fresh produce, has agreed to acquire **2PH Farms Limited**, an Australia-based citrus grower. The acquisition serves to increase Costa's export supply to key Asian markets and accelerate the growth of its citrus category. The deal will be funded by existing debt facilities and from the proceeds of an AUD 190m entitlement offer.




Value: AUD 60 m

Metcash Limited has announced that it has increased its ownership in **Total Tools Holdings** from 70% to 85%. Total Tools is the franchisor to the largest professional tools network in Australia with 90 bannered stores across the country. Total Tools is highly complementary to Metcash's independent hardware group and has significant growth opportunities. Metcash plans to have full ownership of Total Tools at the end of FY24.




Value: AUD 8.5 m

Sports Entertainment Network Limited has agreed to acquire **Perth Wildcats Basketball Club Inc**, an Australia-based National Basketball League club, from Jack Bendat. The transaction will be financed using the companies existing cash and debt facilities and is expected to close on the 30th July 2021.




Value: AUD 5 m

IPH Limited, an Australia-based company that specialises in providing intellectual property and trade mark attorney services, has acquired **Applied Marks Limited**, an Australia-based online automated trademark application platform.




Value: Not disclosed

JDE Peet's NV, a Netherlands-based company engaged in producing and supplying coffee and tea beverages, has agreed to acquire **Thirty Second Bean Company Limited (Campos Coffee)**, an Australia based company engaged in operating cafes which provide specialty coffee. Campos coffee supplies more than 600 cafes and generated AUD 50m in revenues during FY20. The transaction is expected to close in July 2021

RETAIL RUMOURS...

- **Btab Group**, an Australia-based e-commerce services provider, is seeking to list in the US to access capital for future acquisitions.
- **Endeavour Group** [ASX:EDV] plans to aggressively seek pub acquisitions following its demerger from **Woolworths** [ASX:WOW]
- **Lift Brands**, a US-based fitness and wellness business, has acquired 30% of **Fitstop**, an Australia-based fitness business which is on track to generate revenue of AUD 15m in FY21.
- **Tourism Adventure Group**, an Australia-based hotel owner, has entered administration.
- **Seafarms Group Limited** [ASX:SFG], an Australia-based sustainable aquaculture company, is talking with various parties in China for partnerships and potential joint venture agreements.
- **Huon**, an Australia-based aquaculture business, is seeking second round bids from local and overseas private equity players.
- **KRR** is considering an offer to acquire **Harris Farm**, an Australia-based grocery business. **Harris Farm** is highly profitable and a logical target for Australian supermarket operators **Coles** [ASX: COL], **Metcash** [ASX:MTS] and **Woolworths** [ASX:WOW]
- **Flavorite**, an Australian tomato producer owned by **Roc Partners**, is interested in acquiring **Perfection Fresh**, an Australian fruit and vegetable grower. **KKR**, **TPG Capital**, and **BGH Capital** are also believed to be considering offers for **Perfection Fresh**
- **Two Rivers Vineyard**, an Australia-based wine operations, has been listed to sale and is believed to be worth up to AUD 11m (USD 8.3m).
- **Tabcorp** [ASX:TAH] has announced it intends to undertake a demerger of its Lotteries & Keno business into a separate ASX-listed entity to create two standalone, market leading companies with distinct operating profiles, strategies and growth opportunities.
- **Myer Holding Limited** [ASX:MYR] shareholder **Premier Investments Limited** [ASX:PMV] is speculated to have purchased more than 40 million shares of the Australia department store operator. It is believed to be interested in building up its stake in the business to make shareholder proposals.
- **Lyka**, an Australia-based pet food business, has received an AUD 6.5m (USD 4.9m) investment from **Shearwater Capital** and **Wattle Hill Capital**.
- **Tabcorp** [ASX:TAH] has announced the it will look to spin-off its wagering business rather than sell the unit due to the lack of certainty provided by bidders **Entain** [LON:ENT] and **Apollo Global Management** [NYSE:APO].
- **David Jones** owner **Woolworths Holdings Limited** [JSE: WHL] is speculated to be planning to sell the Australian retailer, with some private equity firms showing interests.
- **Lift Brands** has acquired a 30% stake in **Fitstop Australia Limited**, an Australia-based function fitness company, for an undisclosed consideration.
- **Muzz Buzz**, an Australia-based drive through coffee chain, is now focusing on growing the business via potential acquisitions after it was unable to find a buyer via a sell-side process.
- **Blackmores** [ASX: BKL], an Australia-based vitamins maker, is seeking an advisor to enhance its defenses as related companies such as **Australia Pharmaceuticals Industries** [ASX: API] attract takeover interest.
- **The Star Entertainment Group** [ASX: SGR] is likely to walk away from its AUD 12bn (USD 9bn) merger proposal with **Crown Resorts** [ASX: CWN] if it is forced into a break-up.
- **Entain** [LON:ENT] believes its cash bid for **Tabcorp's** [ASX:TAH] wagering and media unit offers the highest probability of success.

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