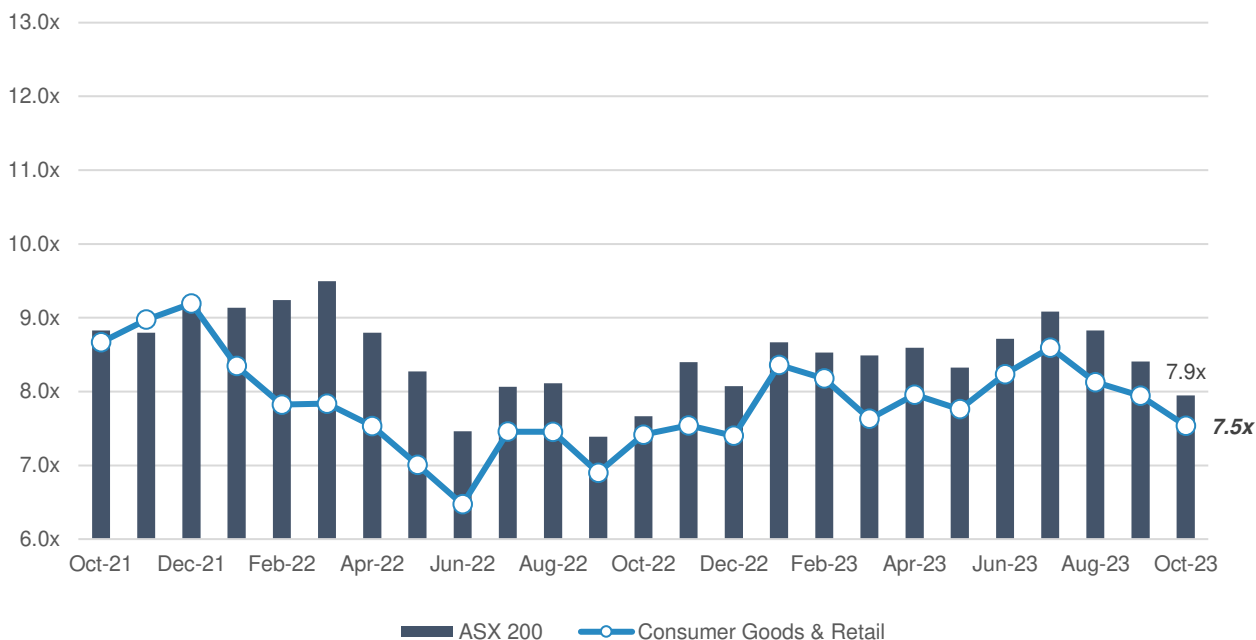


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 31/10/2023) 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 7.5x, which was less than the ASX200's multiple of 7.9x.



Average Values and Trading Multiples (values as at 31/10/2023) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2024	EV/EBIT FY2024	Price / Earnings FY2024
Consumer	20,656	10.0x	13.9x	18.3x
Food & Agribusiness	28,564	6.6x	12.1x	22.1x
Leisure	29,036	9.6x	14.7x	22.6x
Online Commerce	1,268	34.7x	76.5x	94.3x
Personal and Household Goods	3,868	9.3x	12.6x	18.8x
Retail	197,244	6.7x	11.7x	14.9x
Consumer Goods & Retail	280,635	9.0x	15.8x	22.3x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2024. 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.

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

SeaLink Travel Group, the Australia based provider of tourism and transport services, including passenger and vehicle ferry services, bus and coach services, packaged tours, holiday accommodation, and operator of retail and catering outlets at its ferry terminals, has acquired **Red Cat Adventures**, the local provider of adventure tours and cruises in the marine tourism sector. The terms of the deal were undisclosed.



Value: AUD 78.65m

A group of investors led by **Insight Venture Management**, the tech-focused private equity and venture capital firm, have acquired an undisclosed stake in **ROLLER**, the Australia based software-computer company that provides a software platform to the leisure and entertainment industry, through a funding round.



Value: AUD 35m

GrainCorp, the Australian bulk grains handler, has announced the acquisition of **XF Australia**, the Australian provider of feed supplement products and nutritional consulting services, for AUD 35m (USD 22.7m).



Value: Not Disclosed

Elders, the Australia based distributor of farm supplies, equipment, and provider of an extensive range of farm services including financing and real estate services, has acquired **Charles Stewart Group**, the local a livestock and real estate agency. The terms of the deal were undisclosed.



Value: AUD 16m

Casella Wines, the Australian based wine producer, through its subsidiary Australian Beer Co, the local brewery, has acquired **Ampersand Projects**, the local liquor and spirits manufacturer.



Value: AUD 13m

Australian based **FAL Management Group**, engaged in operating hotels and in construction business, has acquired **Eastern Creek Tavern**, the local hotel from Redcape Hotel Group, the local operator of casino hotels.



Value: AUD 21m

Hunter Hotel Group, the Australian based hotel management company has acquired **Seabreeze Beach Hotel** from Short family.

RETAIL RUMOURS

- New Zealand-based **EBOS**, is close to signing a deal to acquire **Greencross**, an Australia-based pet care business. A deal is likely to be signed in the coming weeks. **TPG Capital**, which acquired Greencross in 2019, sold 45% of the company to **AustralianSuper** and the **Healthcare of Ontario Pension Plan** early last year, in a deal valuing the company at over AUD 3.5bn.
- **Driza-Bone**, an Australian outerwear business, is poised to reach an agreement for acquisition by resources billionaire **Gina Rinehart**. While an official transaction has not been finalised, both parties are currently engaged in negotiations and working towards a deal.
- **Perth Glory**, an Australian Football club, announced that its sale to **Primeland Group** has been terminated. The company said that the prospective new owners were not able to satisfy certain conditions precedent to the sale transaction.
- **Mountain Culture Beer**, an Australia-based brewer, is seeking a new investor. Mountain Culture Beer founders, **DJ and Harriet McCready** are looking to sell a 10% stake in the business for an AUD 7m investment.
- **Metcash** will take a full ownership of **Total Tools Holdings** by increasing its stake in Australia's largest operator of a professional tools retail network from 85% to 100% for AUD 101.5m.
- **Journey Beyond**, the Australian experiential tourism business, has seen its sale process put on hold. The sale process has been suspended because suitors were not willing to meet price expectations.
- **Viva Leisure**, an Australian fitness center company, will use its new AUD 100m in banking facilities partially for acquisitions.
- **Quadrant Private Equity** could soon sell **Amart**, an Australia-based furniture business. Quadrant may seek to divest Amart, which is held in one of its funds, as it looks to sell companies in its portfolio. Quadrant is believed to have held on and off talks with **Nitori**, a Japanese furniture maker, over the last months. Quadrant may also consider listing the business.
- **Quadrant Private Equity** is to sell **Barbeques Galore**, an Australia-based retailer. A management buyout is thought to again be under consideration as the company faces challenging industry conditions. A management buyout was previously considered in 2021, when Barbeques Galore was put up for sale, and in 2020. Barbeques Galore generated FY22 revenue of AUD 168m and EBITDA of AUD 6.2m, with net assets of AUD 57.7m.
- **Dennis Bastas**, the owner of **Arrotex Pharmaceuticals**, is among the potential buyers of natural skincare brand **Sukin**, owned by failed **BWX Group**, which is in the final stages of the sale process. Another potential buyer is **Natural Beauty Care**, although the company is interested only in the Sukin brand. Other potential buyers include two private equity firms that are interested in both the Sukin brand and the manufacturing site.
- Non-binding indicative bids for **Sara Lee**, an Australia-based frozen desserts business, are due 1 December. Bidders will be provided access to a data room over the holiday period, with binding offers due in mid-January. Nearly 60 parties, including overseas trade players and financial investors, have registered an interest.
- **Retail Food Group** (RFG) has not been approached by **PAG**, the Australian food franchiser said. There was a suggestion that PAG was pursuing a takeover deal, and that RFG was considered a suitable match for the private equity firm. RFG has a market cap of AUD 143m.
- **Treasury Wine Estates**, an Australia-based wine business, is understood to have considered the sale of its commercial wine portfolio before acquiring US-based **DAOU** for at least AUD 900m. The issue for Treasury is that few buyers are believed to exist for assets in the affordable wine space, although that could change as China resumes wine trade with Australia.
- **Vine Apparel**, an Australian affordable fashion retailer, has attracted 16 parties during its sale process. Vine Apparel was put up for sale in August. Prospective suitors include local and overseas trade players, strategic suitors, and private equity groups. Buyers are eyeing a sale price of between AUD 30m and AUD 35m, but Vine Apparel could sell for over AUD 40m.

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