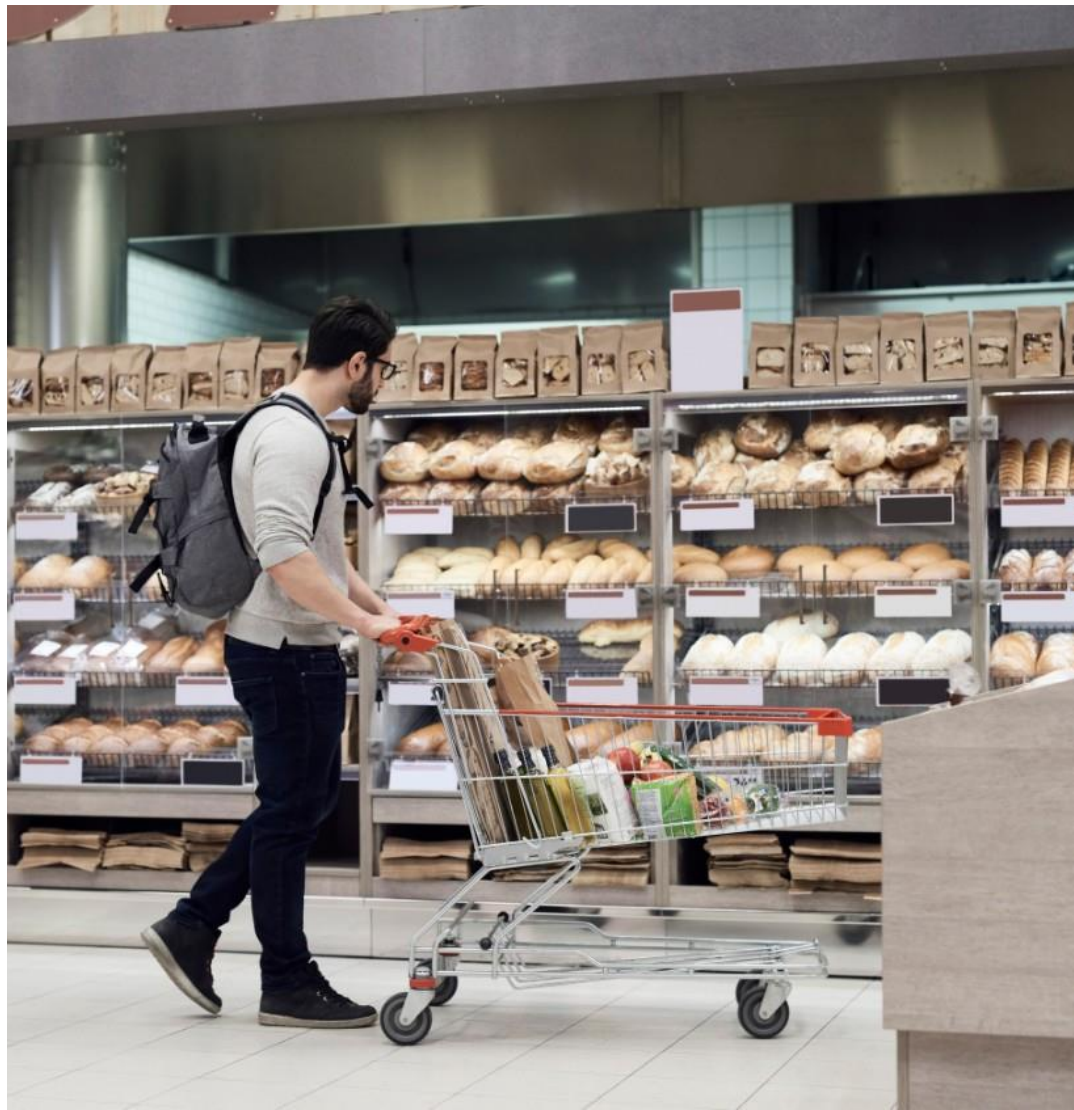


Retail and Consumer Deals Digest

July 2021



Retail and Consumer Deals Digest

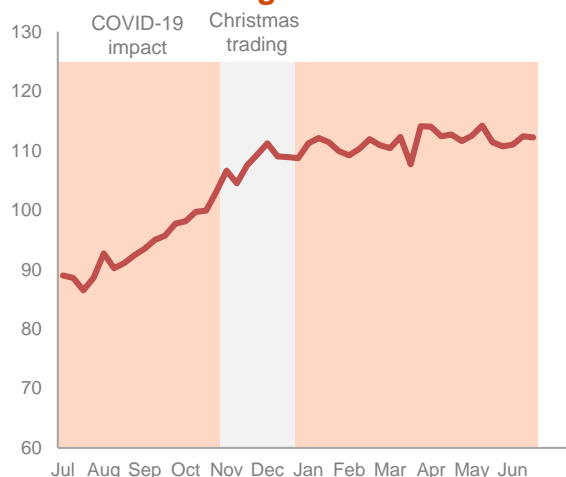
Consumer confidence remains largely steady, albeit not yet fully capturing the impact of recent COVID restrictions

Consumer confidence declined slightly from 111.4 at the end of May to 111.0 in mid-June, before rising to 112.2 by the end of the month. The index likely did not fully capture the impact of all the various restrictions and lockdowns imposed across the states, including further tightening of restrictions across non-essential retail and construction, as most of the survey was completed before these were put in place.

Consumer confidence witnessed a fall of 0.2% during the last week of June, primarily due to new COVID-19 cases rising quite rapidly in NSW over the week. Confidence in Sydney fell 4.6%, while in regional NSW it fell 6.6%.

"The impact of this was largely offset by ongoing recovery in confidence in Melbourne and further gains in confidence elsewhere. Recent experience suggests sentiment will respond to case numbers and lockdown measures in the coming weeks: if case numbers remain high, confidence is likely to deteriorate, but if they come back under control quickly and restrictions look likely to be short-lived sentiment is likely to rebound." – **Felicity Emmett, ANZ Senior Economist, 29 June 2021**

ANZ-Roy Morgan Weekly Consumer Confidence Rating



Source: ANZ-Roy Morgan Weekly Consumer Confidence Index

Latest Australian ABS trade results

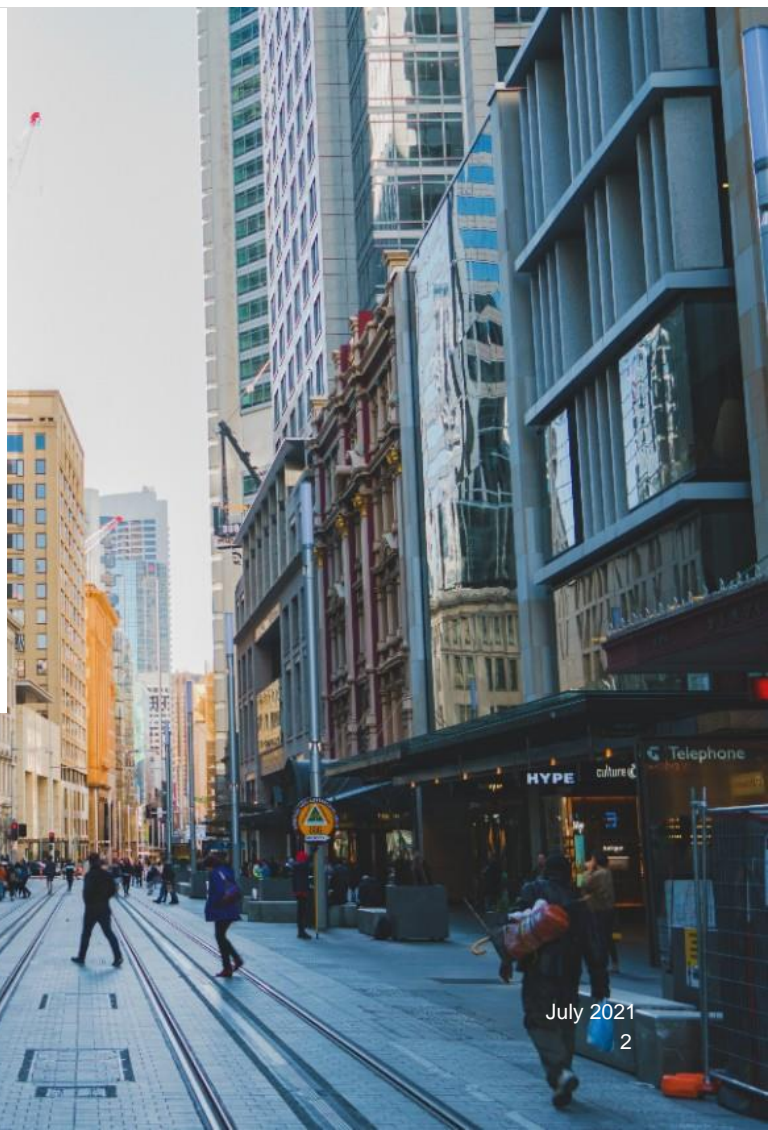
The latest Australian Bureau of Statistics (ABS) Retail Trade figures show that Australian retail turnover rose by 0.4% in May 2021, which follows an increase of 1.1% in April 2021 and 1.3% in March 2021.

The following industries rose in seasonally adjusted terms in May 2021: Cafes, restaurants and takeaway food services (0.7%), Other retailing (0.7%), Food retailing (1.1%), with Clothing, footwear and personal accessory retailing (0.0%) remaining steady.

Department stores (-0.7%) and Household goods retailing (-1.1%) fell in seasonally adjusted terms.

The following states and territories rose in seasonally adjusted terms in May 2021: NSW (0.5%), Tasmania (1.5%), Queensland (1.6%), Western Australia (1.4%) and the Australian Capital Territory (0.9%). Victoria (-0.9%), South Australia (-0.1%) and the Northern Territory (-2.1%) fell in seasonally adjusted terms.

Source: ABS data released 05 July 2021. Data refers to the seasonally adjusted estimate increases/decreases by industry/state



Announced deals

According to Mergermarket, announced retail deal activity for FY2021YTD⁽¹⁾ increased in value compared to the prior comparable period (PCP), with volumes increasing slightly. 128 deals totalling AUD\$30.3bn were announced in the FY21YTD period, versus 127 in the PCP, valued at AUD\$29.3bn.

Australia and New Zealand Announced Retail and Consumer deals (FY2021YTD⁽¹⁾ and LTM vs. PCP)

Deal value (in A\$m)	FY2021YTD ⁽¹⁾		PCP ⁽²⁾		LTM		PCP ⁽²⁾	
	# of deals	Deal value	# of deals	Deal value	# of deals	Deal value	# of deals	Deal value
\$0 to \$5M	0	0	0	0	0	0	0	0
\$6 to \$10M	5	46	11	104	5	46	11	104
\$11 to \$20M	22	360	20	319	22	360	20	319
\$21 to \$30M	9	221	11	286	9	221	11	286
\$31 to \$50M	18	744	12	495	18	744	12	495
\$51 to \$100M	10	707	20	1,326	10	707	20	1,326
\$101 to \$300M	12	2,035	3	493	12	2,035	3	493
\$301 to \$500M	4	1,642	4	1,653	4	1,642	4	1,653
>\$500M	7	24,563	8	24,644	7	24,563	8	24,644
Subtotal	87	30,318	89	29,320	87	30,318	89	29,320
Undisclosed	41	n/a	38	n/a	41	n/a	38	n/a
Total Announced	128	30,318	127	29,320	128	30,318	127	29,320
Total Completed	79	25,412	110	27,796	79	25,412	110	27,796

Source: Mergermarket, based on announced and completed transactions as at 30 June 2021

(1) FY2021YTD refers to the period 1 July 2020 to 30 June 2021, reflecting the latest available Mergermarket data. The deal value includes the transaction for Coca-Cola European Partners acquisition of Coca-Cola Amatil in Nov 20 (~A\$9bn) and Woolworths Group-Endeavour Group transactions worth ~A\$12.8bn

(2) The deal value for PCP includes the transaction for Asahi Groups acquisition of CUB Pty Ltd from Anheuser-Busch InBev NV in July 19 (~A\$16bn) and Kohlberg Kravis Roberts & Co.'s acquisition of Campbell International from Campbell Soup Company in August 19 (~A\$3bn)

Selected recently completed / announced deals

- **13 July 2021 – iFIT Health & Fitness, a global leader in connected fitness software, content and equipment, has acquired Sweat, an Australia-based women fitness app business, for an estimated consideration of ~A\$400 million.** The acquisition of Sweat expands iFIT's presence in the global digital fitness market, and accelerates the company's delivery of best-in-class interactive fitness experiences for consumers worldwide
- **13 July 2021 – ASX-listed Youfoodz, an Australia-based ready-made meals business, has entered into a Scheme Implementation Deed with HelloFresh.** It is proposed that HelloFresh will acquire 100% of the share capital in Youfoodz for A\$0.93 per share in cash by way of a scheme of arrangement, valuing Youfoodz at approximately A\$125.3 million.
- **29 June 2021 – PLBY Group, a leading pleasure and leisure lifestyle company and owner of Playboy, announced its acquisition of Honey Birdette, the fast-growing, luxury lingerie and lifestyle brand, for ~US\$333 million.** The acquisition is expected to expand brand portfolio with a new high-end franchise and will leverage in-house capabilities to accelerate the growth of its core apparel and sexual wellness businesses.
- **28 June 2021 – Leading ASX-listed luxury car retailer Autosports Group, announced its acquisition of an 80% interest in John Newell Mazda, Alexandria for A\$16 million.** Consistent with Autosports Group's automotive retail offering, the John Newell Mazda business offers new and used vehicle sales, servicing, finance and insurance, parts sales and fleet services.
- **27 June 2021 – US-based global fitness and wellness company Lift Brands announced its acquisition of a 30% stake in Brisbane's Fitstop, for an undisclosed amount.** The transactions will help to expand internationally and enable the company to compete with rival F45.
- **24 June 2021 – Australian wine giant, Accolade Wines, announced its acquisition of pear cider brand Lambrini from Halewood International for an undisclosed amount.** The acquisition is part of company's strategy to expand its footprint in the UK, and follows on from the recent purchases of Katnook Estate and Rolf Binder Wines in Australia.
- **18 June 2021 – Silk Laser Clinics announced its acquisition of Australian Skin Clinics and the Cosmetic Clinic in New Zealand for A\$52 million, expected to be completed by the end of August.** The acquisition is part of its expansion plan to increase its store count to 150 and will see the addition of 56 clinics to its existing network of 61 clinics.
- **16 June 2021 – Global coffee giant JDE Peet's announced its acquisition of Australian specialty coffee roasting company Campos Coffee, a leading company in Australia's quality-focused coffee movement.** The transaction will enable the Campos brand to further unlock its true potential in the Australian market.

Source: Mergermarket, based on recently announced and completed transactions

Retail and Consumer Deals Digest

PwC

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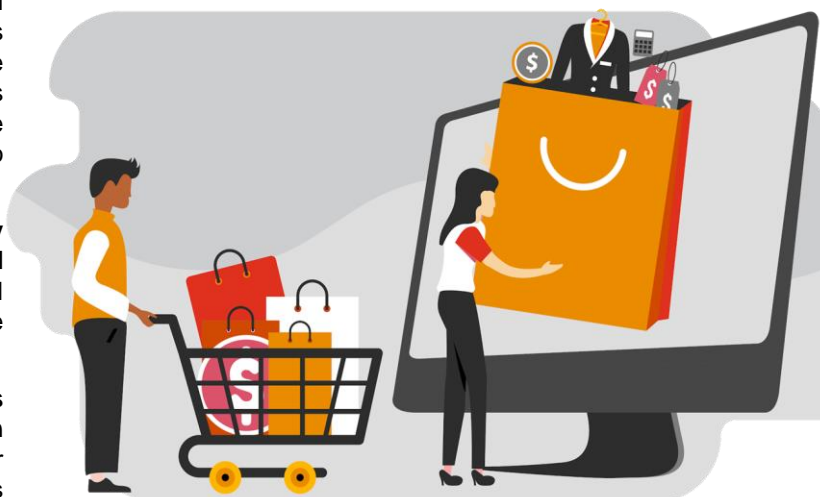
Selected recently completed / announced deals (cont'd)

- **10 June 2021 – Craft drinks accelerator Mighty Craft announced its acquisition of South Australia's Adelaide Hills Group for A\$47 million.** Its brands include Adelaide Hills Distillery, Mismatch Brewing Co and Hills Cider. The acquisition will help scale the opportunity to realise significant efficiencies and leverage its operating platform, enhancing its ability to accelerate growth of new and existing craft businesses, as well as consolidate its market position.
- **8 June 2021 - JBS announced its acquisition of pig breeder and processing company Rivalea from Singapore-listed food company QAF Limited for A\$175 million.** The acquisition will position JBS as the largest pork processor in Australia and expand its brand portfolio, further accelerating its growth.
- **1 June 2021 – US-based Clarus Corporation announced its acquisition of Rhino Rack, an Australia-based manufacturer and distributor of highly-engineered automotive roof racks, trays, mounting systems, luggage boxes, carriers, and accessories, for consideration of ~A\$270 million.** The acquisition is expected to add significant scale and global reach.

Also recently in the news

- **Austrian jewellery retailer Swarovski launched Australia's first 'Instant Wonder' store in Bondi.** The new store design is part of the businesses new brand identity and is one of only 28 such stores in the world.
- **Fashion label General Pants plans to expand to 65 stores across Australia and New Zealand as part of its growth strategy to focus on Gen Z and millennial consumers.** The company is seeking to accelerate its store opening plan alongside store refurbishments in Queensland, Western Australia and Victoria.
- **Microsoft is planning to sell products through its Sydney experience centre starting in July 2021. The company shut its 72 international stores last year due to the COVID-19 pandemic** and has been using its experience centres to mainly host business customers.
- **Australian owned and operated shopping platform Catch, is seeking to grow its logistics network** with a new fulfilment centre to be built in Moorebank, which aims to support demand from impressive growth in eCommerce during the pandemic. The site is expected to open in Q1 2022.
- **Supermarket Coles plans to spend A\$2.5 billion over the next 2 years to improve its digital offering.** The business will seek to improve its online shopping as well as its self-service checkouts, data and automation across its warehouses in an effort to streamline the experiences and make it simpler for customers to buy groceries.
- **Online promotional company Click Frenzy developed and launched a new-year round digital marketplace, Click Central.** The site will launch with over 120,000 products spanning lifestyle categories.
- **Woolworths' drinks and hotel business Endeavour Group started trading as a spinoff on the ASX on 24 June 2021.** Shares in Endeavour Group, which owns and operates the Dan Murphy's and BWS liquor chain as well as number of hotels, will be transferred to Woolworths' shareholders.
- **Australian courier service provider Sendle raised A\$45 million as part of a Series C funding round to further its market expansion in the US.** The funding round is led by Afterpay backed AP Ventures, and Sendle plans to use the proceeds to fund its next phase of growth.
- **Meal-kit maker HelloFresh is planning to open a new 25,500sqm production facility in Ravenhall, Victoria.** The new production and distribution centre is expected to speed up deliveries to Victorian destinations and nearby states as well as reduce delivery proximity for the company's suppliers.
- **7-Eleven is targeting Far-North Queensland for the first time with ~15 stores** expected to open in the region over the next two years. The company is expected to start in Townsville and Cairns and will continue to explore the region.
- **Retail Food Group, the company which owns Gloria Jeans Coffees, Donut King, Crust Pizza and other food & beverage chains,** is seeking to invest in new store concepts and digital ordering. The company plans to open 3-4 new drive-thrus in the Gloria Jeans network in Australia following a shift in consumer preferences.

Source: Mergermarket, Inside Retail



Also recently in the news (cont'd)

- **Fresh pet food start-up, Lyka, announced a A\$6.5 million capital raise** through multiple investors including Shearwater Capital and Wattle Hill Capital. The company is planning to use the funds to expand its production and distribution.
- **One of the Hunter Valley's oldest family-owned wine business, Tulloch Wines in Pokolbin,** has been looking for investors, as the majority shareholders reach retirement. The family is seeking to divest the business for c. A\$10 million.
- **Top Shelf International, an Australia-based spirits maker, could consider industry peer acquisitions and overseas JV partnerships to accelerate its growth.** The company seeks international growth opportunities and has recently completed its first export order to China.
- **Asahi Australia plans to accelerate growth efforts through acquisitions or investment in its manufacturing capabilities.** The group has an ambitious growth agenda and seeks to invest in areas of strategic focus. The group is looking to fill gaps in its portfolio, potentially through acquisitions and partnerships, or through product innovation.
- **Australian retailer and wholesale distribution company Metcash, announced the acquisition of an additional 15% stake in Total Tools, increasing its total stake to 85%. The deal valued the company at A\$81.3 million** and was struck on a multiple of 6.4 times normalised EBITDA.
- **The Department of Brands, a New Zealand-based hair care products maker, raised a significant investment from peer Pump Haircare,** a portfolio company of Anacacia Capital. The two groups will merge, and the deal is expected to expand Pump Haircare's direct-to-consumer sales.
- **Online drinks retailer Beer Cartel is seeking to raise A\$1.5 million from investors through equity crowd funding platform Birchal to fuel the next phase of its growth.** Individuals can invest anywhere between A\$100-A\$1,000 to own a share in the business whilst higher-net-worth individuals can invest over A\$10,000.
- **Crumpler, an Australia-based bag maker, is seeking a strategic partner** to help fund its global expansion ambitions.

Source: Mergermarket, Inside Retail

A Closer Look: Online retail platform diligence trends

Many online platforms (both product-led and marketplace) have experienced fast-paced growth, which in turn has impacted the transactions that involve them. When buyers are assessing these companies against the market and their competitors, there are a few main areas of focus for their due diligence process.

1. Customer or cohort retention

- What are the trends in customer retention by vintage quarter or year, or any other meaningful segment. What is the proportion of total revenue generated by customers in that cohort who continue to spend on a monthly basis?
- Furthermore, how many customers are returning to repurchase, how frequently are they transacting, how much are they spending, how long are they sticking around, and ultimately what is their overall value?
- Looking at customer cohort behaviour, this should help companies form a view on what their definition of a 'high value' customer is. To do this, we need to go beyond a customer who spends a lot once, but perhaps model out the value of a customer who spends on a recurring basis.

2. Customer acquisition and reactivations

- For each customer gained, what is their cost benefit? This can be assessed by looking at the cost of acquisition (CAC) against the lifetime value of these customers (LTV).
- Consider how inactive customers are churning out. How long it takes for customers to repurchase should be considered for the business in building a view in the active customer base vs the total customer base.
- Does management have any initiatives to reactivate the inactive customers? This could be in the form of discounts, email reminders and targeted advertising.

3. Pre and post COVID cohorts of customers

- Due to COVID over the last year, this has affected online retail significantly and has resulted in atypical trends in online retail businesses in the form of COVID 'sugar hits' in customer acquisition and sales.
- By separating up the customers into cohorts defined around the COVID period, we can assess any foundational differences in the customers acquired during COVID vs those who are not. We look at what their retention and spending patterns, are or if they are only an influx of one time customers.

Anecdotally, a number of businesses we've looked at show consistent if not better retention of this COVID affected cohort in both their size and frequency of spend – although this is very directly correlated to the nature of the products sold by the business.

Source: PwC Deal Analytics

If you'd like to learn more, reach out to your PwC R&C and Deal Analytics experts today.

Ticker	Company	Currency	Share price \$	Mkt cap million	EV million	Net debt	Net debt / EV	Dividend Yield LTM	TSR Jun-21	EV / EBITDA				EV / EBIT				PE						
										Actual		Forecasts		Growth		Actual		Forecasts		Growth		Actual		Forecasts
										LTM	CY2021	CY2022	LTM-19	LTM	CY2021	CY2022	LTM-19	LTM	CY2021	CY2022	LTM-19	LTM	CY2021	CY2022
Household Goods Retail																								
ASX:HVN	Harvey Norman Holdings Limited	AUD	5.34	6,654	7,829	1,145	15%	7.1%	4.0%	6.7x	7.1x	8.4x	-10.4%	7.6x	9.2x	11.5x	-19.0%	10.5x	11.7x	14.2x				
ASX:JBH	JB Hi-Fi Limited	AUD	47.39	5,444	5,654	209	4%	5.7%	5.0%	6.4x	6.8x	7.5x	-7.9%	8.4x	9.6x	10.9x	-12.2%	13.3x	13.5x	15.8x				
NZSE:WHS	The Warehouse Group Limited	NZD	3.44	1,188	1,913	727	38%	3.8%	1.8%	6.0x	5.1x	5.3x	6.4%	10.6x	8.9x	10.3x	1.3%	13.5x	8.4x	10.2x				
ASX:ADH	Adairs Limited	AUD	3.83	648	742	95	13%	6.3%	-9.2%	5.0x	5.5x	5.8x	-6.4%	7.0x	7.4x	7.9x	-5.9%	10.5x	9.7x	10.3x				
ASX:BLX	Beacon Lighting Group Limited	AUD	1.77	395	500	95	19%	3.7%	-3.6%	6.4x	6.5x	7.2x	-5.5%	9.5x	10.0x	12.5x	-12.6%	13.7x	12.6x	15.9x				
ASX:NCK	Nick Scali Limited	AUD	10.96	888	1,025	137	13%	5.7%	7.0%	8.7x	8.6x	9.8x	-5.8%	11.8x	10.3x	12.0x	-1.2%	17.2x	13.1x	15.5x				
NZSE:SCY	Smiths City Group Limited	NZD	0.14	7	-	105	n/m	0.0%	-	11.3x	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m				
ASX:TRS	The Reject Shop Limited	AUD	5.37	206	287	82	28%	0.0%	-11.4%	2.3x	9.2x	7.2x	-43.5%	14.7x	n/m	13.6x	4.1%	23.1x	22.4x	14.2x				
ASX:BBN	Baby Bunting Group Limited	AUD	5.44	703	824	121	15%	2.2%	-8.6%	14.6x	11.0x	9.8x	22.0%	26.2x	18.3x	15.7x	29.2%	48.6x	25.4x	21.8x				
ASX:DSK	Dusk Group Limited	AUD	3.60	224	226	2	1%	4.2%	1.4%	6.2x	5.4x	5.2x	9.1%	8.1x	5.9x	5.8x	18.6%	11.8x	8.4x	8.1x				
	Mean									7.4x	7.2x	7.3x	-4.7%	11.5x	9.9x	11.1x	0.3%	18.0x	13.9x	14.0x				
	Median									6.4x	6.8x	7.2x	-5.8%	9.5x	9.4x	11.5x	-1.2%	13.5x	12.6x	14.2x				
Household Goods Wholesale / Distribution																								
ASX:BRG	Breville Group Limited	AUD	29.50	4,099	4,029	(70)	-2%	1.1%	10.1%	28.0x	23.8x	19.2x	20.7%	31.8x	29.7x	23.7x	15.9%	51.4x	40.4x	35.0x				
ASX:GUD	GUD Holdings Limited	AUD	11.40	1,074	1,283	210	16%	3.2%	0.9%	12.9x	10.5x	9.6x	15.8%	15.2x	12.0x	10.9x	18.0%	22.0x	16.0x	14.5x				
ASX:GWA	GWA Group Limited	AUD	2.74	727	924	198	21%	3.5%	-2.8%	11.1x	10.4x	9.2x	10.0%	14.4x	13.8x	11.7x	10.9%	20.3x	17.7x	14.5x				
ASX:PTL	Pental Limited	AUD	0.42	57	55	(1)	-3%	6.0%	1.3%	4.2x	n/m	n/m	n/m	6.2x	n/m	n/m	n/m	9.7x	n/m	n/m				
ASX:SHM	Shiro Holdings Limited	AUD	1.17	111	106	(5)	-5%	6.0%	8.2%	3.7x	n/m	n/m	n/m	4.7x	n/m	n/m	n/m	9.2x	n/m	n/m				
ASX:LGL	Lynch Group Holdings Limited	-	3.63	443	516	-	0%	0.0%	1.1%	0.0x	8.9x	8.3x	-100.0%	0.0x	12.5x	11.6x	-100.0%	n/m	13.9x	13.1x				
NZSE:CAV	Cavalier Corporation Limited	NZD	0.52	36	32	(4)	-12%	0.0%	14.0%	7.4x	n/m	n/m	n/m	27.5x	n/m	n/m	n/m	n/m	n/m	n/m				
NZSE:EBO	EBOS Group Limited	AUD	32.00	5,235	5,815	545	9%	2.4%	-0.6%	15.2x	14.6x	13.7x	5.4%	19.2x	17.5x	16.3x	8.7%	33.1x	24.2x	22.4x				
ASX:API	Australian Pharmaceutical Industries Limited	AUD	1.15	564	874	306	35%	3.1%	-3.5%	8.6x	6.0x	5.7x	23.4%	24.1x	11.6x	10.4x	52.2%	31.2x	12.6x	11.6x				
	Mean									10.1x	12.4x	10.9x	-4.1%	15.9x	16.2x	14.1x	1.0%	25.3x	20.8x	18.5x				
	Median									8.6x	10.5x	9.4x	12.9%	15.2x	13.1x	11.7x	13.4%	22.0x	16.9x	14.5x				
Diversified Retail																								
ASX:WES	Wesfarmers Limited	AUD	58.00	65,763	72,334	6,571	9%	2.8%	6.4%	14.9x	14.0x	13.8x	3.7%	21.3x	19.4x	19.5x	4.4%	32.3x	28.3x	27.7x				
ASX:VTG	Vita Group Limited	AUD	1.01	167	186	19	10%	7.9%	1.6%	3.0x	3.6x	3.4x	-6.7%	5.3x	4.8x	4.5x	8.7%	7.4x	6.4x	5.9x				
ASX:EDV	Endeavour Group Limited	-	6.25	11,194	-	-	n/m	0.0%	-	0.0x	n/m	n/m	n/m	0.0x	n/m	n/m	n/m	n/m	23.4x	21.4x				
ASX:SUL	Super Retail Group Limited	AUD	12.29	2,775	3,244	469	14%	4.3%	1.5%	5.5x	4.8x	5.2x	2.2%	9.1x	8.9x	10.3x	-5.8%	13.0x	12.9x	14.1x				
	Mean									5.8x	7.5x	7.5x	-0.3%	8.9x	11.0x	11.4x	2.4%	17.6x	17.7x	17.3x				
	Median									4.2x	4.8x	5.2x	2.2%	7.2x	8.9x	10.3x	4.4%	13.0x	18.1x	17.8x				
Automotive Retail																								
ASX:APE	Eagers Automotive Limited	AUD	15.26	3,944	6,202	2,244	36%	1.6%	7.3%	14.4x	11.9x	13.1x	4.7%	23.0x	15.2x	17.4x	14.8%	35.8x	16.8x	20.0x				
ASX:ARB	ARB Corporation Limited	AUD	40.51	3,303	3,266	(37)	-1%	1.2%	2.7%	28.9x	21.5x	21.0x	17.5%	34.0x	28.9x	25.3x	16.0%	49.0x	35.2x	34.5x				
ASX:BAP	Bapcor Limited	AUD	8.10	2,749	3,049	298	10%	2.3%	5.3%	12.3x	11.0x	10.4x	8.9%	17.7x	15.6x	14.6x	10.2%	26.8x	21.4x	19.9x				
ASX:PWR	Peter Warren Automotive Holdings Limited	AUD	3.50	583	1,173	-	0%	0.0%	6.3%	12.0x	12.9x	13.2x	-4.7%	16.1x	16.3x	17.2x	-3.5%	n/m	13.8x	15.6x				
ASX:MTO	MotorCycle Holdings Limited	AUD	2.68	165	217	51	24%	3.7%	-7.7%	4.4x	4.3x	5.0x	-5.7%	6.0x	5.7x	7.1x	-7.7%	6.7x	6.7x	8.5x				
	Mean									14.4x	12.3x	12.5x	4.1%	19.4x	16.3x	16.3x	5.9%	29.5x	18.8x	19.7x				
	Median									12.3x	11.9x	13.1x	4.7%	17.7x	15.6x	17.2x	10.2%	31.3x	16.8x	19.9x				
Apparel / Accessories Retail																								
ASX:PMV	Premier Investments Limited	AUD	27.04	4,296	4,202	(94)	-2%	2.6%	9.4%	8.0x	8.6x	9.4x	-7.9%	12.8x	16.1x	15.9x	-10.0%	20.4x	22.3x	21.4x				
ASX:LOV	Lovisa Holdings Limited	AUD	15.39	1,654	1,779	125	7%	1.3%	8.5%	40.8x	15.4x	12.0x	84.5%	n/m	32.7x	23.7x	n/m	n/m	45.2x	31.3x				
NZSE:KMD	Kathmandu Holdings Limited	NZD	1.50	1,064	1,354	286	21%	1.3%	1.9%	9.6x	6.6x	5.9x	27.6%	49.6x	11.8x	9.8x	124.7%	n/m	14.5x	11.9x				
ASX:MOZ	Mosaic Brands Limited	AUD	0.60	58	152	94	62%	0.0%	-16.8%	3.3x	2.9x	2.7x	10.6%	n/m	4.5x	4.1x	n/m	n/m	3.3x	2.7x				
ASX:AX1	Accent Group Limited	AUD	2.75	1,489	1,836	347	19%	4.4%	2.6%	8.0x	7.4x	6.9x	7.0%	15.5x	14.7x	13.5x	7.3%	23.3x	19.2x	17.4x				
NZSE:HLG	Hallenstein Glasson Holdings Limited	NZD	7.44	443	487	44	9%	6.3%	2.8%	6.2x	n/m	n/m	n/m	10.8x	n/m	n/m	n/m	16.8x	n/m	n/m				
ASX:UNI	Universal Store Holdings Limited	AUD	7.08	518	556	38	7%	0.7%	-4.7%	7.5x	11.0x	9.8x	-12.4%	16.1x	12.1x	10.7x	22.4%	33.6x	19.4x	14.4x				
NZSE:MHJ	Michael Hill International Limited	AUD	0.89	318	369	50	14%	1.7%	7.1%	5.1x	3.4x	3.5x	19.5%	14.5x	5.9x	6.9x	44.6%	22.5x	7.6x	9.3x				
ASX:CCX	City Chic Collective Limited	AUD	5.12	1,171	1,111	(60)	-5%	0.0%	17.8%	32.5x	22.7x	18.3x	33.2%	n/m	28.4x	22.1x	n/m	n/m	42.0x	32.6x				
	Mean									13.4x	9.7x	8.6x	20.3%	19.9x	15.8x	13.3x	37.8%	23.3x	21.7x	17.6x				
	Median									8.0x	8.0x	8.2x	15.0%	15.0x	13.4x	12.1x	22.4%	22.5x	19.3x	15.9x				

Source: CapitalIQ, as at 10 July 2021

Ticker	Company	Currency	Share price \$	Mkt cap million	EV million	Net debt / EV	Dividend Yield LTM	TSR Jun-21	EV / EBITDA				EV / EBIT				PE			
									Actual	Forecasts		Growth	Actual	Forecasts		Growth	Actual	Forecasts		
									LTM	CY2021	CY2022	LTM-19	LTM	CY2021	CY2022	LTM-19	LTM	CY2021	CY2022	
Media																				
ASX:SEK	SEEK Limited	AUD	31.94	11,266	12,791	1,196	9%	0.0%	6.8%	46.7x	28.2x	26.7x	32.1%	n/m	40.0x	37.1x	n/m	n/m	n/m	53.6x
ASX:REA	REA Group Limited	AUD	165.08	21,810	22,036	144	1%	0.7%	2.8%	50.2x	36.0x	30.4x	28.5%	53.1x	41.1x	34.1x	24.8%	n/m	n/m	47.5x
ASX:CAR	carsales.com Ltd	AUD	21.43	6,043	6,465	421	7%	2.3%	1.5%	32.2x	24.9x	22.2x	20.5%	36.4x	28.2x	25.0x	20.6%	51.9x	37.8x	32.7x
ASX:IFM	Infomedia Ltd	AUD	1.46	549	456	(92)	-20%	2.9%	11.2%	25.2x	9.1x	7.6x	82.0%	18.8x	15.7x	13.0x	20.2%	33.8x	25.5x	21.2x
ASX:KED	Keypath Education International, Inc.	USD	3.32	691	745	(5)	-1%	0.0%	-	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
	Mean									38.6x	24.6x	21.7x	40.8%	36.1x	31.3x	27.3x	21.9%	42.9x	31.6x	38.8x
	Median									39.5x	26.6x	24.5x	30.3%	36.4x	34.1x	29.6x	20.6%	42.9x	31.6x	40.1x
E-commerce																				
ASX:KGN	Kogan.com Ltd	AUD	11.26	1,200	1,134	(65)	-6%	2.6%	13.6%	16.7x	17.0x	13.8x	10.2%	18.4x	19.7x	15.3x	9.7%	28.2x	29.6x	23.4x
ASX:WEB	Webjet Limited	AUD	4.95	1,875	1,878	3	0%	0.0%	-5.4%	n/m	n/m	16.7x	n/m	n/m	n/m	30.2x	n/m	n/m	n/m	32.8x
ASX:BKG	Booktopia Group Limited	AUD	2.62	360	356	(4)	-1%	0.0%	0.8%	31.8x	18.7x	12.6x	59.1%	36.9x	30.8x	19.8x	36.6%	n/m	44.4x	25.7x
ASX:MPA	Mad Paws Holdings Limited	AUD	0.19	42	45	4	8%	0.0%	-2.8%	0.0x	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
ASX:CTT	Cettire Limited	AUD	2.54	968	923	(45)	-5%	0.0%	11.9%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
ASX:ABY	Adore Beauty Group Limited	AUD	4.91	462	437	(25)	-6%	0.0%	3.9%	n/m	n/m	41.3x	n/m	n/m	n/m	49.9x	n/m	n/m	n/m	n/m
ASX:TPW	Temple & Webster Group Ltd	AUD	10.23	1,232	1,148	(84)	-7%	0.0%	10.1%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
	Mean									16.2x	17.8x	21.1x	34.6%	27.6x	25.2x	28.8x	23.2%	28.2x	37.0x	27.3x
	Median									16.7x	17.8x	15.3x	34.6%	27.6x	25.2x	25.0x	23.2%	28.2x	37.0x	25.7x
Department Stores																				
ASX:MYR	Myer Holdings Limited	AUD	0.46	377	1,919	1,543	80.4%	0.0%	12.7%	7.2x	5.5x	5.6x	13.5%	27.7x	14.1x	15.0x	36.2%	n/m	21.8x	17.7x
Supermarkets																				
ASX:WOW	Woolworths Group Limited	AUD	38.07	48,203	64,407	15,877	25%	2.7%	7.4%	11.2x	11.4x	12.4x	-5.2%	18.2x	23.3x	21.5x	-7.9%	28.7x	27.5x	29.5x
ASX:COL	Coles Group Limited	AUD	16.85	22,477	31,607	9,130	29%	3.6%	2.9%	10.0x	9.0x	8.7x	7.3%	18.0x	16.6x	16.3x	4.9%	25.2x	24.2x	21.6x
ASX:MTS	Metcash Limited	AUD	3.90	3,987	4,906	907	18%	4.5%	13.4%	9.5x	8.7x	8.5x	5.6%	13.1x	12.4x	12.5x	2.5%	17.8x	16.4x	16.5x
	Mean									10.2x	9.7x	9.9x	2.6%	16.4x	17.4x	16.7x	-0.2%	23.9x	22.7x	22.5x
	Median									10.0x	9.0x	8.7x	5.6%	18.0x	16.6x	16.3x	2.5%	25.2x	24.2x	21.6x
Restaurants / Fast Food																				
ASX:DMP	Domino's Pizza Enterprises Limited	AUD	114.72	9,926	11,077	1,151	10%	1.2%	12.2%	31.9x	24.4x	21.5x	21.8%	46.2x	34.8x	30.0x	24.2%	n/m	48.9x	42.0x
ASX:RFG	Retail Food Group Limited	AUD	0.07	148	272	124	45%	0.0%	-8.2%	19.1x	9.6x	8.4x	50.8%	39.1x	10.5x	8.9x	109.6%	n/m	6.1x	5.0x
NZSE:RBD	Restaurant Brands New Zealand Limited	NZD	14.86	1,854	2,644	790	30%	0.0%	6.9%	21.3x	14.3x	13.2x	27.0%	46.9x	23.4x	20.9x	49.8%	n/m	30.9x	26.3x
ASX:CKF	Collins Foods Limited	AUD	10.46	1,219	1,793	573	32%	2.2%	-8.2%	10.5x	8.9x	8.2x	13.5%	19.8x	16.7x	15.2x	14.1%	31.1x	22.7x	20.1x
	Mean									20.7x	14.3x	12.8x	28.3%	38.0x	21.4x	18.7x	49.4%	31.1x	27.1x	23.3x
	Median									20.2x	11.9x	10.8x	24.4%	42.7x	20.1x	18.1x	37.0%	31.1x	26.8x	23.2x
Other																				
ASX:ELD	Elders Limited	AUD	11.00	1,721	1,987	264	13%	3.0%	3.5%	10.8x	10.3x	9.9x	4.6%	14.1x	13.4x	12.7x	5.1%	21.9x	12.8x	13.5x
ASX:FLT	Flight Centre Travel Group Limited	AUD	15.30	3,050	2,765	(285)	-10%	0.0%	-3.3%	n/m	n/m	8.9x	n/m	n/m	n/m	20.8x	n/m	n/m	n/m	39.9x
ASX:ART	Airtasker Limited	AUD	1.12	464	449	(14)	-3%	0.0%	-7.6%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
ASX:CCV	Cash Converters International Limited	AUD	0.23	141	-	38	n/m	4.4%	-	0.0x	n/m	n/m	n/m	0.0x	n/m	n/m	n/m	8.1x	n/m	n/m
ASX:MEA	McGrath Limited	AUD	0.57	94	93	(2)	-2%	0.9%	-7.1%	6.6x	n/m	n/m	n/m	11.1x	n/m	n/m	n/m	23.6x	n/m	n/m
	Mean									5.8x	10.3x	9.4x	4.6%	8.4x	13.4x	16.8x	5.1%	17.9x	12.8x	26.7x
	Median									6.6x	10.3x	9.4x	4.6%	11.1x	13.4x	16.8x	5.1%	21.9x	12.8x	26.7x

Source: CapitalIQ, as at 10 July 2021

Ticker	Company	Currency	Share price \$	Mkt cap million	EV million	Net debt / EV	Dividend Yield LTM	TSR Jun-21	EV / EBITDA				EV / EBIT				PE			
									Actual	Forecasts		Growth	Actual	Forecasts		Growth	Actual	Forecasts		
									LTM	CY2021	CY2022	LTM-19	LTM	CY2021	CY2022	LTM-19	LTM	CY2021	CY2022	
FMCG - Beverage																				
ASX:TWE	Treasury Wine Estates Limited	AUD	11.90	8,585	9,651	1,062	11%	1.9%	-0.5%	16.5x	14.5x	13.4x	11.1%	22.1x	18.6x	17.1x	13.7%	38.4x	27.2x	23.8x
NZSE:DGL	Delegat Group Limited	NZD	15.00	1,517	1,880	363	19%	1.1%	0.7%	14.0x	15.0x	14.4x	-1.2%	16.9x	17.8x	17.0x	-0.2%	24.9x	22.0x	20.8x
ASX:AVG	Australian Vintage Ltd	AUD	0.88	223	330	107	32%	3.4%	3.2%	7.1x	7.8x	7.3x	-1.5%	10.7x	10.7x	10.5x	1.3%	13.9x	11.5x	11.0x
ASX:GDA	Good Drinks Australia Ltd	AUD	0.09	114	130	17	13%	0.0%	-11.5%	19.2x	n/m	n/m	n/m	44.3x	n/m	n/m	n/m	n/m	n/m	n/m
	Mean									14.2x	12.4x	11.7x	2.8%	23.5x	15.7x	14.8x	5.0%	25.7x	20.2x	18.5x
	Median									15.3x	14.5x	13.4x	-1.2%	19.5x	17.8x	17.0x	1.3%	24.9x	22.0x	20.8x
FMCG - Food & Dairy																				
NZSE:FCG	Fonterra Co-operative Group Limited	NZD	3.65	5,889	11,783	5,884	50%	2.7%	10.9%	7.6x	n/m	n/m	n/m	11.7x	n/m	n/m	n/m	13.7x	n/m	n/m
ASX:BGA	Bega Cheese Limited	AUD	5.39	1,631	1,491	(141)	-9%	1.9%	1.9%	14.5x	8.1x	6.2x	52.3%	24.3x	11.9x	10.0x	56.2%	33.8x	25.2x	17.1x
NZSE:ATM	The a2 Milk Company Limited	NZD	7.60	5,650	4,893	(757)	-15%	0.0%	9.5%	10.2x	23.2x	15.1x	-17.9%	10.3x	47.4x	16.6x	-21.1%	19.4x	39.7x	25.6x
ASX:FNP	Freedom Foods Group Limited	AUD	0.38	104	598	494	83%	0.0%	-16.1%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
NZSE:SML	Synlait Milk Limited	NZD	3.81	833	1,331	499	37%	0.0%	20.1%	9.1x	14.0x	8.6x	3.1%	14.1x	n/m	14.0x	0.5%	15.3x	n/m	16.1x
	Mean									10.4x	15.1x	10.0x	12.5%	15.1x	29.7x	13.5x	11.9%	20.6x	32.4x	19.6x
	Median									9.7x	14.0x	8.6x	3.1%	12.9x	29.7x	14.0x	0.5%	17.3x	32.4x	17.1x
FMCG - Food (Production)																				
ASX:ING	Inghams Group Limited	AUD	3.77	1,401	3,280	1,879	57%	3.8%	16.7%	11.4x	7.2x	6.9x	28.0%	25.2x	18.8x	16.9x	22.0%	32.6x	14.5x	13.1x
ASX:AAC	Australian Agricultural Company Limited	AUD	1.37	823	1,213	390	32%	0.0%	10.5%	n/m	30.5x	38.7x	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
ASX:CGC	Costa Group Holdings Limited	AUD	3.24	1,423	1,913	462	24%	2.8%	1.6%	9.6x	8.8x	7.2x	15.2%	17.9x	17.5x	13.0x	17.4%	28.7x	22.0x	16.0x
ASX:SHV	Select Harvests Limited	AUD	6.57	790	1,159	369	32%	0.6%	14.4%	20.9x	28.7x	14.4x	20.6%	n/m	n/m	19.6x	n/m	n/m	n/m	19.4x
ASX:TGR	Tassal Group Limited	AUD	3.43	728	1,202	474	39%	4.7%	-4.5%	7.2x	8.4x	7.4x	-1.3%	13.2x	14.0x	10.7x	11.1%	14.6x	12.7x	10.5x
NZSE:SAN	Sanford Limited	NZD	5.15	482	695	213	31%	0.0%	8.3%	11.4x	10.6x	8.4x	16.0%	29.1x	22.0x	14.9x	39.9%	54.4x	29.6x	17.7x
ASX:HUO	Huon Aquaculture Group Limited	AUD	2.70	297	588	291	50%	0.0%	34.3%	12.8x	13.9x	8.3x	23.7%	n/m	35.1x	21.5x	n/m	n/m	n/m	22.0x
	Mean									12.2x	15.4x	13.1x	17.0%	21.4x	21.5x	16.1x	22.6%	32.6x	19.7x	16.5x
	Median									11.4x	10.6x	8.3x	18.3%	21.6x	18.8x	15.9x	19.7%	30.6x	18.2x	16.9x
FMCG - Personal Care																				
ASX:BWV	BWV Limited	AUD	5.03	711	679	(32)	-5%	0.7%	6.7%	23.5x	17.3x	13.6x	31.4%	30.9x	21.5x	16.2x	38.0%	49.4x	34.1x	25.7x
NZSE:CVT	Cornvita Limited	NZD	3.45	242	269	27	10%	0.0%	5.5%	9.3x	10.5x	9.4x	-0.6%	14.4x	17.4x	14.8x	-1.5%	22.7x	22.6x	18.7x
ASX:BKL	Blackmores Limited	AUD	71.70	1,389	1,348	(43)	-3%	0.4%	5.9%	23.9x	15.6x	12.9x	36.2%	40.9x	23.6x	16.9x	55.7%	n/m	35.6x	26.9x
ASX:EZZ	EZZ Life Science Holdings Limited	AUD	0.47	20	16	(4)	-23%	0.0%	-4.3%	4.2x	n/m	n/m	n/m	4.4x	n/m	n/m	n/m	6.8x	n/m	n/m
ASX:SSG	Shaver Shop Group Limited	AUD	1.01	130	119	(11)	-9%	5.8%	-5.7%	3.1x	3.1x	2.9x	4.4%	4.7x	4.7x	4.3x	4.5%	8.2x	7.6x	7.3x
ASX:MCP	McPherson's Limited	AUD	1.15	148	158	10	7%	9.1%	-23.9%	8.0x	8.8x	7.6x	2.6%	10.7x	12.0x	10.0x	3.5%	14.9x	17.5x	13.9x
	Mean									12.0x	11.0x	9.3x	14.8%	17.7x	15.8x	12.4x	20.0%	20.4x	23.5x	18.5x
	Median									8.7x	10.5x	9.4x	4.4%	12.5x	17.4x	14.8x	4.5%	14.9x	22.6x	18.7x

Source: CapitalIQ, as at 10 July 2021

Retail sector trends

As reported by the ABS, the seasonally adjusted Australian retail turnover for May 2021 trends are as follows:

- **Food retailing:** The seasonally adjusted estimate for Food retailing rose 1.1% in May 2021. By industry subgroup, the seasonally adjusted estimate rose for Supermarkets and grocery stores (1.9%), and fell for Liquor retailing (-2.0%), and Other specialised food retailing (-2.5%).
- **Household goods retailing:** The seasonally adjusted estimate for Household goods retailing fell 1.1% in May 2021. By industry subgroup, the seasonally adjusted estimate fell for Furniture, floor coverings, houseware and textile goods retailing (-2.4%), Electrical and electronic goods retailing (-1.0%) and Hardware, building and garden supplies retailing (-0.1%).
- **Clothing, footwear and personal accessory retailing:** The seasonally adjusted estimate for Clothing, footwear and personal accessory retailing was relatively unchanged (0.0%) in May 2021. By industry subgroup, the seasonally adjusted estimate fell for Clothing retailing (-0.4%), and rose for Footwear and other personal accessory retailing (0.8%).
- **Department stores:** The seasonally adjusted estimate for Department stores fell 0.7% in May 2021.
- **Cafes, restaurants and take-away food services:** The seasonally adjusted estimate for Cafes, restaurants and takeaway food services rose 0.7% in May 2021. By industry subgroup, the seasonally adjusted estimate rose for Cafes, restaurants and catering services (1.8%) and fell for Takeaway food services (-0.6%).
- **Other retailing:** The seasonally adjusted estimate for Other retailing rose 0.7% in May 2021. By industry subgroup, the seasonally adjusted estimate rose for Pharmaceutical, cosmetic and toiletry goods retailing (0.8%), Other retailing n.e.c. (1.3%), Other recreational goods retailing (0.2%) and fell for Newspaper and book retailing (-5.1%).

Source: ABS data released 05 July 2021. Data refers to the seasonally adjusted estimates by industry



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