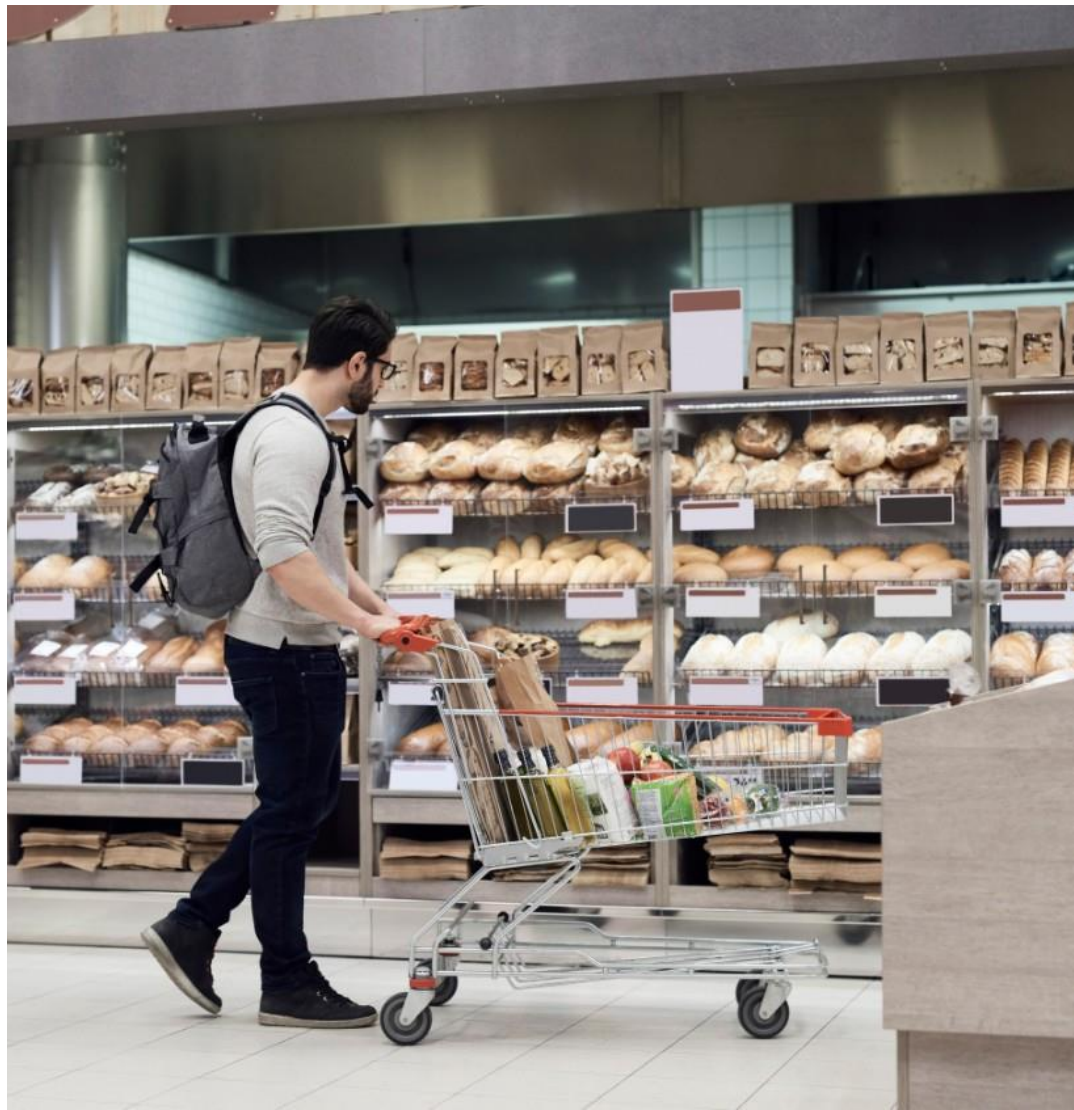


Retail and Consumer Deals Digest

January 2021



Retail and Consumer Deals Digest

Consumer confidence ended the year down

COVID-19 disrupted Christmas cheer as an outbreak of cases in Sydney led to a 2% fall in consumer confidence. While consumer sentiment witnessed a slight increase in early December, rising to 111.2 before falling to 109.0 toward the end of the month.

Current economic conditions deteriorated by 4.6%, while future economic conditions worsened by 3.0%. In Sydney, confidence was down 5.3% - its sharpest weekly drop since July. In the rest of New South Wales, it moderated by 1.9%. Confidence weakened in Victoria (down 2.9%), along with Queensland and Northern Territory.

"The lockdown of the suburbs around Sydney's northern beaches and the state border closures have reminded people that material downside risks remain. The ongoing trend of higher inflation expectations has the 4-week moving average touching the level last seen in April. As we've noted, this lift is consistent with the likely bottom of inflation." – **David Plank, ANZ Head of Australian Economics, 22 December 2020**

Latest Australian ABS trade results

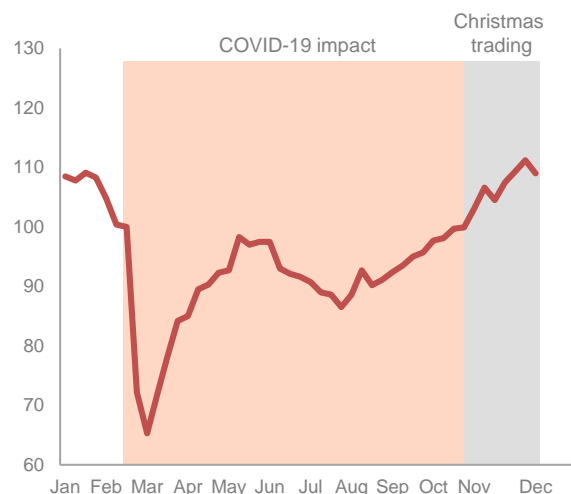
The latest Australian Bureau of Statistics (ABS) Retail Trade figures show that Australian retail turnover rose by 7.1% in November 2020 (seasonally adjusted), which follows a rise of 1.4% in October and fall of 1.1% in September.

The following industries fell in seasonally adjusted terms in November 2020: Food retailing (-0.3%), Household goods retailing (12.7%), clothing, footwear and personal accessory retailing (26.7%), Department stores (21.1%), other retailing (7.9%) and Cafes, restaurants and takeaway food services (6.7%) rose in seasonally adjusted terms.

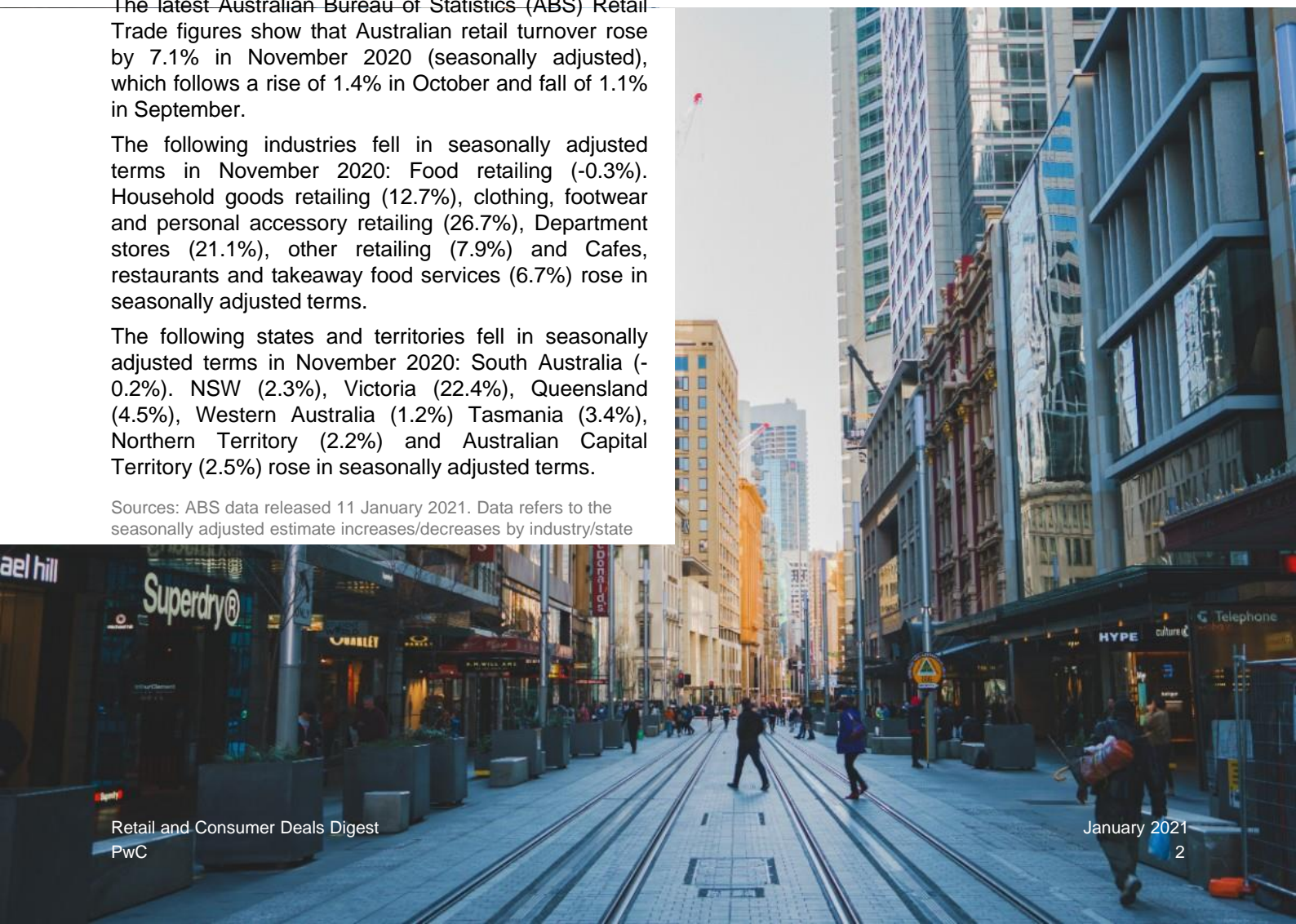
The following states and territories fell in seasonally adjusted terms in November 2020: South Australia (-0.2%), NSW (2.3%), Victoria (22.4%), Queensland (4.5%), Western Australia (1.2%) Tasmania (3.4%), Northern Territory (2.2%) and Australian Capital Territory (2.5%) rose in seasonally adjusted terms.

Sources: ABS data released 11 January 2021. Data refers to the seasonally adjusted estimate increases/decreases by industry/state

ANZ-Roy Morgan Weekly Consumer Confidence Rating



Source: ANZ-Roy Morgan Weekly Consumer Confidence Index



Announced deals

According to Mergermarket, announced retail deal activity for FY2021TD⁽¹⁾ decreased in value compared to the prior comparable period (PCP), with volumes declining significantly. 67 deals totalling A\$13.3bn were announced in the FY21TD period, versus 95 in the PCP, valued at A\$28.1bn.

In the last twelve months (LTM), deal value compared to the PCP has declined significantly with deal volume also witnessing a fall, from 163 announced deals (A\$40.9bn)⁽²⁾ to 113 (A\$15.9bn).

Australia and New Zealand Announced Retail and Consumer deals (FY2021TD⁽¹⁾ and LTM vs. PCP)

Deal value (in A\$m)	FY2021TD ⁽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	2	18	9	85	4	37	13	123
\$11 to \$20M	12	187	14	222	19	303	22	334
\$21 to \$30M	6	158	6	157	12	316	11	284
\$31 to \$50M	12	508	6	251	18	752	13	543
\$51 to \$100M	4	316	13	864	11	779	19	1,356
\$101 to \$300M	6	1,083	5	787	6	1,083	12	2,175
\$301 to \$500M	2	803	4	1,653	2	803	6	2,474
>\$500M	4	10,181	7	24,092	6	11,787	13	33,572
Subtotal	48	13,254	64	28,111	78	15,860	109	40,861
Undisclosed	19	n/a	31	n/a	35	n/a	54	n/a
Total Announced	67	13,254	95	28,111	113	15,860	163	40,861
Total Completed	33	1,787	82	25,809	69	3,084	150	38,559

Source: Mergermarket, based on announced and completed transactions as at 31 December 2020

(1) FY2021TD refers to the period 1 July 2020 to 31 December 2020, reflecting the latest available Merger market data. The deal value includes the transaction for Coca-Cola European Partners acquisition of Coca-Cola Amatil in Nov 20 (~A\$9bn)

(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

- 24 December 2020 – a2 Milk Company (a2MC) announced the acquisition of a 75% interest in Mataura Valley Milk (MVM), a New Zealand-based dairy nutrition business, for a total consideration of NZ\$268.5 million, based on an enterprise value of NZ\$385 million.** The acquisition provides an opportunity for a2MC to further expand its production of infant nutritional products in order to meet growing demand, broaden its supplier relationships as well as strengthen its relationship with key partners in China, and facilitate geographic diversification. **MVM's current majority shareholder, China Animal Husbandry Group, will retain a 25% interest** in the company.
- 23 December 2020 – Australian alternative investment firm, Roc Partners, announced its acquisition of a strategic stake in Made by Cow, an Australian-based dairy business, for A\$7m.** The investment was part of a A\$26m raising, which was supported by Made by Cow's majority owner, Light Warrior Investment Group.
- 22 December 2020 – Leading personal care and hygiene company, Asaleo Care, announced its acquisition of TOM Organic, a leading Australian organic feminine hygiene business, for A\$12.8m.** The acquisition would further expand the company's product and service offering into high growth, high margin segments.
- 21 December 2020 – ASX-listed Retailer, City Chic Collective, announced the acquisition of the online and wholesale assets of UK-based Evans Retail for A\$41 million,** from Arcadia Group. The acquisition will facilitate City Chic's expansion into the UK market, capitalising on a scalable platform and established customer base. City Chic intends to leverage its lean, customer-centric operating model to drive revenue growth and cost efficiencies across the existing Evans Retail assets.
- 21 December 2020 – Global private equity firm, TPG Capital, has announced the acquisition of Australian leisure business, Funlab, from Next Capital for A\$250 million.** Funlab's portfolio is comprised of Strike bowling alleys, Holey Moley Golf Club, Sky Zone as well as Juke's karaoke bars. The investment thesis is premised on capitalising on the long-term shift in consumer spending from products to experiences. TPG seeks to expand Funlab's sites in Australia and offshore, develop new concepts and utilise data and analytics to tailor products to customers.

Source: Mergermarket, based on announced and completed transactions within the last month
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Selected recently completed / announced deals (cont.)

- **17 December 2020 – Freedom Foods Group has announced it would be divesting its cereals and snacks business to the KKR-backed Arnott's Group for A\$20 million.** The sale includes the manufacturing facilities across New South Wales and Victoria, as well as all brands associated with the business, including Arnold's Farm and Barley+. Arnott's Group expects the acquisition to accelerate its strategy of entering new product categories, unlocking innovation and strengthening its domestic supply chain with the addition of three manufacturing facilities. Following the transaction, Freedom Foods Group will shed its name. The deal comes following the company's full-year 2020 update in November when it flagged a capital raising of up to A\$280 million, revealed over A\$590 million in asset write-downs and restated several years of accounts.
- **14 December 2020 – ASX-listed automotive retail group, Eagers Automotive, announced the sale of its Daimler truck business to Velocity Vehicle Group for A\$108 million.** The divestment aligns with the Group's strategy to streamline its portfolio and simplify its automotive retail operations. The transaction is scheduled to complete in Q1 2021.
- **08 December 2020 – SunRice Group intends to acquire KJ&Co Brands, an importer of branded food products across multiple categories in the Australian retail market via its subsidiary, Riviana Foods, for a purchase price of A\$50 million.** The KJ&Co brand portfolio includes Toscano, Hart&Soul, Bare Bakers and other smaller brands. The acquisition aligns with SunRice Group's 2022 growth strategy and complements the existing brands in the Riviana Foods portfolio. Moreover, the transaction is projected to strategically expand Riviana Foods' presence into new categories within the Australian retail market, capitalising on KJ&CO Brands' strong revenue growth and market position.

Source: Mergermarket, based on announced and completed transactions within the last month

Also recently in the news

- **Mon Purse, an Australia-based retailer of leather bags and accessories, has collapsed and is seeking urgent expressions of interest.** The company immediately ceased trading following the appointment of liquidators. It is rumoured the collapse was due to a lack of capital following the adverse impact of COVID-19 on sales.
- **Australian online retailer, Klika Group, which sells fitness equipment, furniture, and trampolines, has experienced a surge in approaches from potential investors over the past few months.** The company has been approached by both private equity firms and strategic players among increased activity in the online retail sector. The company is looking at potential suitors and investors, although it is not seeking external capital at this stage.
- **Premier Investments, one of Australia's largest specialty retailers, announced an earnings range between A\$221 million and A\$233 million for H1 FY21,** representing 75% to 85% growth compared to H1 FY20. The significant uplift was primarily driven by a 60% increase in online sales relative to the same period last year, contributing 20.4% to total group sales.
- **Shaver Shop Group, the Australian specialty retailer of male and female personal grooming and beauty products, has entered into a binding agreement to acquire the six remaining franchise stores in NSW for A\$13 million.** The transaction is expected to complete by February 2021.
- **Adelaide-based fashion retailer, Australian Fashion Labels (AFL), has filed for voluntary administration and has entered into an exclusivity agreement with a buyer for the businesses assets.** AFL's portfolio is comprised of four in-house labels including, Cameo Collective, Finders Keepers, Keepsake The Label and The Fifth Label, as well as an online store, BNKR.
- **US celebrity Mark Wahlberg, announced the expansion of his burger chain, Wahlburger, into Australia and New Zealand.** The firm plans to establish 15 restaurants across Australia as part of a A\$50 million partnership with the United Cinemas chain. All restaurants will be movie-themed.



Source: Merger Market, Power Retail, Inside Retail

Also recently in the news (cont.)

- **Australia Post witnessed its biggest month ever, delivering over 52 million parcels in December**, representing 20% year-on-year growth. The growth was primarily driven by an increase in parcels for **food and liquor, fashion as well as home and garden product deliveries, which increased by 50%, 37% and 36% respectively.**
- **Luxury group LVMH has completed its A\$20.3 billion (US\$15.8 billion) acquisition of Tiffany & Co.**, following months of turbulent negotiations. The company has also announced it would be replacing the management team of Tiffany & Co.
- **US seafood favourite, The Boiling Crab, announced its expansion into the Australian market.** It has appointed Little Dragon Group as the state area master franchisee for Queensland and Victoria. Under the franchise agreement, five locations are to be established across Brisbane and Melbourne.
- **Australian footwear label, R.M. Williams, announced the launch of its flagship store in Chadstone, Melbourne.** The flagship store represents R.M.Williams' first outlet, which will include a designated women's boot table as well as a section focusing on key styles and a made-to-order table.
- **Sporting goods retailer, Decathlon, announced a partnership with logistics business DHL to automate its Sydney warehouse**, with the objective of enhancing its productivity. The firm plans to deploy goods to robots, which are capable of moving at a speed of one metre per second, **thereby enabling the dispatch 144 orders per hour.**
- **ASX-listed online platform operator, AuMake, raised A\$7 million via a private placement of shares led by a cornerstone investment from Steven Hu and co-investors.** The company seeks to issue 116.7 million new shares at A\$0.06 per share. The firm plans to use the proceeds to accelerate the development of its social e-commerce marketplace, including an extensive technology build-out.
- **Not-for-profit fashion house, The Social Studio, announced the launch of its e-commerce platform, thereby expanding its business nationwide.** Additionally, The Social Studio is establishing a retail store in Collingwood Yards, Melbourne.
- **Australian luxury retailer, Cettire, listed on the ASX with a market capitalisation of A\$190.6 million.** The listing follows an IPO that raised A\$65 million at 50c per share.

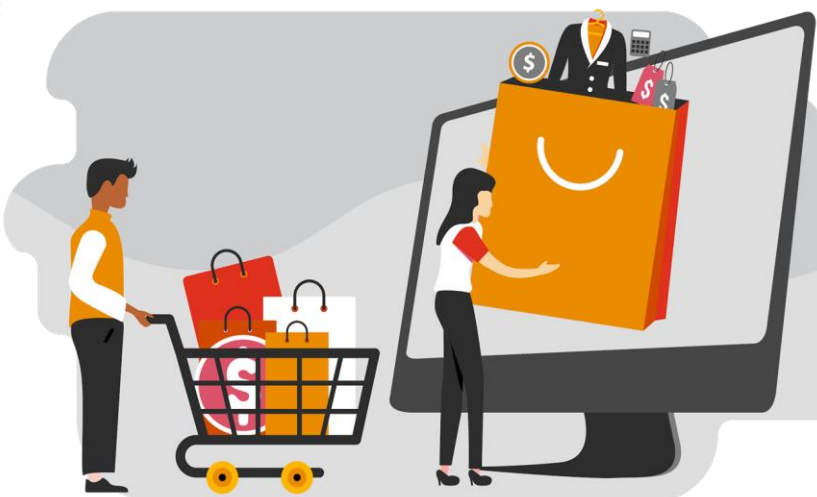
Source: Merger Market, Power Retail, Inside Retail

Key Insights from the PwC Consumer Survey December 2020

Our recent consumer survey highlighted a number of trends that are likely to influence the way consumers shop in the future, which are summarised below.

- **Almost 20% of shoppers have increased their spending** with the **Government stimulus policies being a large driver**; including early access to super (25%), JobKeeper (18%) and home loan repayment holiday (11%).
- **Lifestyle changes driven by COVID-19 restrictions further contributed to increased spending**; such as boredom and increased availability of time (23%), desire to support local businesses (22%), purchases made to support new interests developed during lockdown (19%).
- Notwithstanding the transient nature of some of these spending drivers, consumer confidence appears to have remained high with **85% of shoppers expecting that their next 6 months of spending will be the same or increase** as compared to the last 6 months.
- In terms of 'sticky' behaviour, some COVID-induced spending habits look set to stay with **12% of shoppers saying that they've spent more on cleaning and sanitising products in the last 6 months than prior to the outbreak and they will continue to spend more on these types of products.**
- Value for money remains an ongoing driver of shopping destination choice with **62% of shoppers identifying it as either their 1st or 2nd driver of choice of shop.** 23% of shoppers are also on the lookout for discounting and promotions. Retailers should expect this behaviour to continue for some months post-Christmas and as JobKeeper eventually concludes.

Source: PwCS Analysis



Ticker	Company	Currency	Share price \$	Mkt cap million	EV million	Net debt / EV	Dividend Yield LTM	TSR Dec-20	EV / EBITDA			EV / EBIT			PE		
									Actual	Forecasts		Actual	Forecasts		Actual	Forecasts	
									LTM	CY2021	CY2022	LTM	CY2021	CY2022	LTM	CY2021	CY2022
FMCG - Beverage																	
ASX:CCL	Coca-Cola Amatil Limited	AUD	12.94	9,369	11,577	16%	2.7%	2.2%	13.4x	12.3x	11.3x	21.7x	19.1x	17.0x	28.5x	24.9x	21.9x
ASX:TWE	Treasury Wine Estates Limited	AUD	9.07	6,543	8,023	18%	3.1%	9.4%	12.1x	12.3x	11.1x	15.5x	17.8x	14.7x	24.3x	22.5x	19.5x
NZSE:DGL	Delegat Group Limited	NZD	15.00	1,512	1,846	18%	1.1%	-3.5%	15.7x	15.1x	14.0x	19.3x	17.9x	16.6x	28.5x	22.6x	20.6x
ASX:AVG	Australian Vintage Ltd	AUD	0.59	166	291	43%	4.6%	-2.5%	8.6x	7.0x	6.2x	15.2x	11.4x	10.0x	15.8x	9.5x	9.1x
ASX:GDA	Good Drinks Australia Ltd	AUD	0.07	94	112	16%	0.0%	8.5%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
	Mean								12.5x	11.7x	10.7x	17.9x	16.6x	14.6x	24.3x	19.9x	17.8x
	Median								12.8x	12.3x	11.2x	17.4x	17.9x	15.6x	26.4x	22.6x	20.1x
FMCG - Food & Dairy																	
NZSE:FCG	Fonterra Co-operative Group Limited	NZD	4.40	7,099	12,237	42%	1.1%	-0.2%	8.8x	n/m	n/m	14.1x	n/m	n/m	19.0x	n/m	n/m
ASX:BGA	Bega Cheese Limited	AUD	5.10	1,542	1,778	13%	2.0%	-6.6%	23.2x	13.2x	11.9x	46.3x	20.7x	17.5x	54.4x	28.4x	23.4x
NZSE:ATM	The a2 Milk Company Limited	NZD	11.61	8,473	7,636	-11%	0.0%	-18.2%	13.8x	17.1x	13.7x	13.9x	16.9x	13.9x	24.7x	29.8x	22.2x
ASX:FNP	Freedom Foods Group Limited	AUD	3.01	834	1,152	41%	0.0%	-	n/m	10.6x	8.2x	n/m	23.6x	15.0x	n/m	24.2x	15.8x
NZSE:SML	Synlait Milk Limited	NZD	4.90	1,073	1,616	34%	0.0%	-3.7%	9.5x	10.4x	8.6x	13.0x	16.2x	12.4x	13.4x	19.0x	13.3x
	Mean								13.8x	12.8x	10.6x	21.8x	19.3x	14.7x	27.9x	25.4x	18.7x
	Median								11.7x	11.9x	10.2x	14.0x	18.8x	14.4x	21.9x	26.3x	19.0x
FMCG - Food (Production)																	
ASX:ING	Inghams Group Limited	AUD	3.20	1,189	3,106	62%	4.4%	2.0%	8.0x	7.0x	6.8x	25.0x	17.2x	16.0x	34.1x	13.8x	12.2x
ASX:AAC	Australian Agricultural Company Limited	AUD	1.11	669	1,054	37%	0.0%	2.3%	n/m	35.0x	23.7x	n/m	n/m	32.3x	n/m	n/m	53.8x
ASX:CGC	Costa Group Holdings Limited	AUD	4.04	1,619	2,161	24%	1.5%	1.2%	15.1x	10.4x	9.7x	47.9x	18.5x	16.6x	n/m	23.6x	21.0x
ASX:SHV	Select Harvests Limited	AUD	5.20	623	946	34%	2.5%	-10.7%	11.8x	14.5x	9.4x	24.6x	21.8x	12.2x	22.0x	22.3x	12.0x
ASX:TGR	Tassal Group Limited	AUD	3.39	716	1,132	37%	5.3%	-7.4%	6.6x	7.3x	6.6x	10.4x	10.2x	9.1x	11.1x	10.3x	9.1x
NZSE:SAN	Sanford Limited	NZD	4.98	468	693	32%	1.0%	2.5%	10.0x	9.3x	7.6x	20.2x	14.7x	11.4x	29.4x	16.6x	12.1x
ASX:HUU	Huon Aquaculture Group Limited	AUD	2.75	302	642	53%	0.0%	-4.7%	10.4x	11.0x	8.6x	n/m	n/m	23.1x	n/m	n/m	13.9x
	Mean								10.3x	13.5x	10.3x	25.6x	16.5x	17.2x	24.2x	17.3x	19.2x
	Median								10.2x	10.4x	8.6x	24.6x	17.2x	16.0x	25.7x	16.6x	12.2x
FMCG - Personal Care																	
ASX:AHY	Asaleo Care Limited	AUD	1.36	739	883	16%	1.5%	35.0%	10.0x	9.7x	9.3x	14.2x	13.4x	13.1x	22.1x	18.1x	17.4x
ASX:BWV	BWV Limited	AUD	3.97	554	601	8%	1.0%	1.7%	20.4x	15.4x	12.1x	26.0x	19.1x	14.7x	38.4x	26.6x	19.9x
NZSE:CVT	Comvita Limited	NZD	3.15	217	244	11%	0.0%	-4.5%	19.6x	10.8x	9.7x	n/m	19.2x	15.9x	n/m	24.1x	19.6x
ASX:BKL	Blackmores Limited	AUD	72.79	1,408	1,475	4%	0.0%	-5.6%	30.1x	17.9x	14.4x	53.1x	23.8x	18.1x	n/m	34.5x	25.6x
ASX:SSG	Shaver Shop Group Limited	AUD	1.15	148	172	14%	2.3%	1.9%	5.6x	7.6x	7.0x	10.1x	8.7x	8.0x	14.9x	10.5x	9.7x
ASX:MCP	McPherson's Limited	AUD	1.38	177	195	9%	8.0%	-25.5%	7.0x	7.5x	6.7x	8.5x	9.1x	8.0x	10.8x	12.2x	10.5x
	Mean								15.4x	11.5x	9.9x	22.4x	15.6x	13.0x	21.5x	21.0x	17.1x
	Median								14.8x	10.2x	9.5x	14.2x	16.3x	13.9x	18.5x	21.1x	18.5x

Source: CapitalIQ, as at 13 January 2021

Ticker	Company	Currency	Share price \$	Mkt cap million	EV million	Net debt/ EV	Dividend Yield LTM	TSR Dec-20	EV / EBITDA			EV / EBIT			PE		
									Actual	Forecasts		Actual	Forecasts		Actual	Forecasts	
									LTM	CY2021	CY2022	LTM	CY2021	CY2022	LTM	CY2021	CY2022
Household Goods Retail																	
ASX:HVN	Harvey Norman Holdings Limited	AUD	4.99	6,218	7,376	15%	3.6%	1.7%	8.6x	7.4x	8.2x	10.2x	9.8x	11.6x	14.1x	12.7x	14.5x
ASX:JBH	JB Hi-Fi Limited	AUD	50.70	5,825	6,315	8%	3.7%	6.4%	9.1x	8.5x	8.8x	13.1x	12.3x	13.1x	20.7x	17.4x	18.6x
NZSE:WHS	The Warehouse Group Limited	NZD	3.05	1,057	1,850	43%	0.0%	7.0%	5.9x	5.4x	5.3x	11.7x	11.3x	11.6x	15.0x	10.3x	10.8x
ASX:ADH	Adairs Limited	AUD	3.90	659	774	15%	2.8%	3.8%	7.6x	5.7x	5.9x	12.4x	8.4x	8.9x	18.6x	10.9x	11.3x
ASX:BLX	Beacon Lighting Group Limited	AUD	1.65	368	468	21%	3.0%	22.6%	8.5x	6.7x	6.9x	15.5x	10.4x	11.1x	24.1x	13.2x	14.1x
ASX:NCK	Nick Scali Limited	AUD	10.65	863	1,014	15%	4.5%	10.5%	10.9x	7.6x	8.5x	16.2x	9.8x	11.7x	24.1x	13.3x	15.6x
NZSE:SCY	Smiths City Group Limited	NZD	0.14	7	112	93%	0.0%	-	11.3x	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
ASX:TRS	The Reject Shop Limited	AUD	6.46	247	348	29%	0.0%	-1.0%	2.8x	10.5x	8.3x	34.7x	23.6x	15.1x	n/m	23.8x	15.2x
ASX:BBN	Baby Bunting Group Limited	AUD	4.96	641	734	13%	2.1%	8.5%	13.2x	10.4x	9.5x	23.9x	16.8x	14.8x	48.3x	24.1x	21.0x
ASX:DSK	Dusk Group Limited	AUD	2.20	137	167	18%	0.0%	18.1%	13.4x	5.1x	4.7x	17.4x	7.4x	6.9x	23.3x	8.7x	8.1x
	Mean								9.1x	7.5x	7.4x	17.2x	12.2x	11.6x	23.5x	14.9x	14.3x
	Median								8.8x	7.4x	8.2x	15.5x	10.4x	11.6x	22.0x	13.2x	14.5x
Household Goods Wholesale / Distribution																	
ASX:BRG	Breville Group Limited	AUD	25.53	3,547	3,443	-3%	1.6%	6.2%	28.2x	20.3x	17.9x	31.3x	24.6x	21.5x	52.3x	36.8x	32.1x
ASX:GUD	GUD Holdings Limited	AUD	10.91	1,022	1,245	18%	3.4%	4.5%	13.0x	10.9x	10.2x	15.4x	12.5x	11.6x	21.6x	16.0x	14.8x
ASX:GWA	GWA Group Limited	AUD	3.28	867	1,087	20%	3.5%	21.2%	12.2x	14.0x	11.0x	15.5x	19.7x	14.4x	22.1x	26.9x	18.2x
ASX:PTL	Pental Limited	AUD	0.42	57	55	-4%	5.2%	9.8%	4.6x	4.0x	3.5x	7.4x	5.8x	4.8x	12.7x	8.7x	7.1x
ASX:SHM	Shriro Holdings Limited	AUD	0.87	83	86	4%	6.9%	-0.6%	4.1x	n/m	n/m	5.9x	n/m	n/m	10.7x	n/m	n/m
NZSE:CAV	Cavalier Corporation Limited	NZD	0.36	25	43	43%	0.0%	11.1%	18.6x	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
NZSE:EBO	EBOSS Group Limited	AUD	29.30	4,694	5,306	11%	2.5%	15.3%	14.7x	13.9x	13.3x	18.8x	16.7x	15.8x	32.3x	22.8x	21.4x
ASX:API	Australian Pharmaceutical Industries Limited	AUD	1.22	599	803	25%	1.6%	2.1%	6.3x	5.9x	5.5x	15.3x	11.3x	10.2x	24.1x	15.4x	13.4x
	Mean								12.7x	11.5x	10.2x	15.7x	15.1x	13.1x	25.1x	21.1x	17.8x
	Median								12.6x	12.4x	10.6x	15.4x	14.6x	13.0x	22.1x	19.4x	16.5x
Diversified Retail																	
ASX:WES	Wesfarmers Limited	AUD	51.38	58,257	65,242	11%	3.0%	1.9%	14.6x	13.6x	13.2x	21.7x	20.1x	19.2x	33.5x	27.7x	26.4x
ASX:VTG	Vita Group Limited	AUD	1.05	173	195	12%	2.3%	1.9%	4.2x	3.2x	3.0x	9.9x	4.9x	4.6x	11.9x	6.3x	5.9x
ASX:SUL	Super Retail Group Limited	AUD	11.56	2,611	3,513	26%	1.7%	6.6%	7.9x	5.9x	5.9x	16.7x	11.3x	11.7x	23.5x	14.7x	14.4x
	Mean								8.9x	7.6x	7.4x	16.1x	12.1x	11.8x	23.0x	16.3x	15.6x
	Median								7.9x	5.9x	5.9x	16.7x	11.3x	11.7x	23.5x	14.7x	14.4x
Automotive Retail																	
ASX:APE	Eagers Automotive Limited	AUD	13.26	3,407	5,736	40%	0.8%	1.8%	13.6x	12.8x	11.3x	22.9x	18.6x	16.6x	33.6x	21.7x	19.6x
ASX:ARB	ARB Corporation Limited	AUD	33.47	2,706	2,709	0%	1.2%	11.0%	27.7x	21.3x	20.9x	34.0x	25.6x	24.8x	54.7x	35.5x	34.1x
ASX:BAP	Bapcor Limited	AUD	7.85	2,664	2,951	10%	2.2%	11.0%	14.0x	10.7x	10.3x	21.2x	15.5x	14.5x	30.7x	21.5x	19.8x
ASX:MTO	MotorCycle Holdings Limited	AUD	2.53	156	223	30%	0.0%	3.1%	6.8x	6.7x	7.7x	11.3x	8.4x	9.9x	11.4x	8.9x	10.7x
	Mean								15.5x	12.9x	12.6x	22.3x	17.0x	16.4x	32.6x	21.9x	21.0x
	Median								13.8x	11.7x	10.8x	22.0x	17.1x	15.5x	32.2x	21.6x	19.7x
Apparel / Accessories Retail																	
ASX:PMV	Premier Investments Limited	AUD	22.49	3,573	3,566	0%	3.1%	3.6%	7.9x	8.7x	8.4x	15.3x	17.6x	16.5x	24.8x	22.6x	20.9x
ASX:LOV	Lovisa Holdings Limited	AUD	11.27	1,211	1,357	11%	1.3%	9.2%	16.6x	12.1x	9.0x	43.1x	30.0x	20.4x	n/m	40.8x	27.4x
NZSE:KMD	Kathmandu Holdings Limited	NZD	1.27	908	1,219	25%	0.0%	4.9%	9.4x	5.2x	4.6x	40.1x	11.2x	9.2x	n/m	13.4x	10.6x
ASX:MOZ	Mosaic Brands Limited	AUD	0.82	81	280	71%	0.0%	-4.2%	8.9x	8.6x	8.7x	n/m	20.9x	20.6x	n/m	11.1x	10.9x
ASX:AX1	Accent Group Limited	AUD	2.41	1,303	1,650	21%	3.8%	6.5%	8.4x	6.9x	7.5x	18.4x	14.4x	15.2x	27.6x	18.2x	16.7x
NZSE:HLG	Hallenstein Glasson Holdings Limited	NZD	6.85	405	441	8%	5.7%	1.0%	6.4x	n/m	n/m	11.6x	n/m	n/m	18.4x	n/m	n/m
ASX:UNI	Universal Store Holdings Limited	AUD	5.15	377	451	17%	0.0%	17.8%	10.0x	11.0x	9.7x	19.5x	12.3x	10.8x	35.5x	15.0x	13.2x
NZSE:MHJ	Michael Hill International Limited	AUD	0.74	264	421	37%	2.0%	30.9%	5.7x	4.1x	4.2x	20.8x	8.4x	9.0x	35.2x	8.5x	9.2x
ASX:CCX	City Chic Collective Limited	AUD	3.79	900	923	3%	0.0%	45.7%	26.6x	20.6x	16.6x	52.0x	24.8x	19.3x	n/m	33.7x	26.1x
ASX:PGR	The PAS Group Limited	AUD	0.05	7	28	75%	0.0%	-	1.7x	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
	Mean								10.2x	9.7x	8.6x	27.6x	17.4x	15.1x	28.3x	20.4x	16.9x
	Median								8.7x	8.6x	8.5x	20.1x	16.0x	15.9x	27.6x	16.6x	14.9x

Source: CapitalIQ, as at 13 January 2021

Ticker	Company	Currency	Share price \$	Mkt cap million	EV million	Net debt / EV	Dividend Yield LTM	TSR Dec-20	EV / EBITDA			EV / EBIT			PE		
									Actual	Forecasts		Actual	Forecasts		Actual	Forecasts	
									LTM	CY2021	CY2022	LTM	CY2021	CY2022	LTM	CY2021	CY2022
Media																	
ASX:SEK	SEEK Limited	AUD	27.71	9,748	11,465	12%	0.5%	9.5%	40.8x	25.1x	19.7x	50.1x	39.9x	28.0x	n/m	n/m	51.4x
ASX:REA	REA Group Limited	AUD	143.78	18,996	19,100	1%	0.8%	2.5%	46.7x	32.4x	27.5x	49.3x	37.9x	31.4x	n/m	53.7x	44.3x
ASX:CAR	carsales.com Ltd	AUD	19.67	4,846	5,287	8%	2.4%	-1.6%	27.7x	20.6x	18.3x	31.1x	23.7x	20.9x	48.5x	31.7x	27.7x
ASX:IFM	Infomedia Ltd	AUD	1.80	675	577	-17%	2.4%	1.3%	21.3x	10.0x	9.1x	23.8x	18.6x	15.4x	38.4x	27.2x	24.3x
	Mean								34.1x	22.0x	18.7x	38.6x	30.0x	23.9x	43.4x	37.5x	36.9x
	Median								34.2x	22.9x	19.0x	40.2x	30.8x	24.4x	43.4x	31.7x	36.0x
E-commerce																	
ASX:KGN	Kogan.com Ltd	AUD	19.63	2,075	1,931	-7%	1.1%	15.9%	40.7x	20.1x	17.3x	47.0x	23.0x	19.4x	n/m	35.2x	29.6x
ASX:WEB	Webjet Limited	AUD	4.78	1,620	1,621	0%	1.9%	-12.1%	n/m	n/m	13.4x	n/m	n/m	18.4x	n/m	n/m	21.4x
ASX:BKG	Booktopia Group Limited	AUD	2.62	360	379	3%	0.0%	-	n/m	27.1x	15.1x	n/m	47.3x	24.6x	n/m	n/m	33.6x
ASX:CTT	Cettire Limited	AUD	0.55	210	210	-2%	0.0%	-	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	5.31	500	-	n/m	0.0%	-17.2%	0.0x	n/m	n/m	0.0x	n/m	n/m	n/m	n/m	50.9x
ASX:TPW	Temple & Webster Group Ltd	AUD	11.87	1,430	1,393	-3%	0.0%	12.5%	n/m	45.9x	35.1x	n/m	46.8x	35.7x	n/m	52.0x	43.9x
	Mean								20.4x	31.0x	20.2x	23.5x	39.0x	24.6x	n/a	43.6x	35.9x
	Median								20.4x	27.1x	16.2x	23.5x	46.8x	22.0x	n/a	43.6x	33.6x
Department Stores																	
ASX:MYR	Myer Holdings Limited	AUD	0.30	242	2,029	88.1%	0.0%	-20.5%	7.6x	6.1x	5.9x	29.6x	18.9x	16.9x	n/m	34.4x	17.3x
Supermarkets																	
ASX:WOW	Woolworths Group Limited	AUD	39.90	50,284	67,165	25%	2.4%	6.3%	12.5x	10.8x	10.2x	20.9x	18.3x	17.2x	34.8x	26.5x	24.4x
ASX:COL	Coles Group Limited	AUD	18.41	24,558	34,003	28%	3.1%	1.6%	11.1x	9.8x	9.4x	20.6x	17.7x	16.8x	29.8x	23.8x	22.4x
ASX:MTS	Metcash Limited	AUD	3.43	3,507	4,205	16%	4.2%	17.2%	8.5x	7.8x	7.7x	11.7x	11.0x	11.0x	15.8x	14.7x	14.6x
	Mean								10.7x	9.4x	9.1x	17.7x	15.7x	15.0x	26.8x	21.6x	20.5x
	Median								11.1x	9.8x	9.4x	20.6x	17.7x	16.8x	29.8x	23.8x	22.4x
Restaurants / Fast Food																	
ASX:DMP	Domino's Pizza Enterprises Limited	AUD	82.67	7,153	8,384	15%	1.4%	17.1%	26.7x	18.4x	17.9x	40.1x	28.6x	25.4x	n/m	37.8x	33.3x
ASX:RFG	Retail Food Group Limited	AUD	0.08	163	303	46%	0.0%	-11.0%	19.0x	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
NZSE:RBD	Restaurant Brands New Zealand Limited	NZD	11.50	1,435	1,985	28%	0.0%	-5.7%	14.0x	13.6x	n/m	24.5x	22.9x	n/m	41.5x	23.1x	n/m
ASX:CKF	Collins Foods Limited	AUD	9.18	1,070	1,625	34%	2.3%	4.2%	9.9x	10.1x	9.8x	19.1x	15.8x	14.6x	31.8x	19.3x	17.1x
	Mean								17.4x	14.0x	13.8x	27.9x	22.4x	20.0x	36.7x	26.7x	25.2x
	Median								16.5x	13.6x	13.8x	24.5x	22.9x	20.0x	36.7x	23.1x	25.2x
Other																	
ASX:ELD	Elders Limited	AUD	10.69	1,671	1,910	12%	2.1%	-5.9%	11.8x	11.2x	10.5x	15.8x	13.8x	12.9x	25.0x	13.4x	12.4x
ASX:FLT	Flight Centre Travel Group Limited	AUD	15.06	3,000	2,202	-36%	0.0%	-7.4%	n/m	19.9x	5.9x	n/m	n/m	11.3x	n/m	n/m	24.2x
ASX:CCV	Cash Converters International Limited	AUD	0.23	142	-	n/m	0.0%	4.5%	0.0x	n/m	n/m	0.0x	n/m	n/m	7.1x	11.5x	n/m
ASX:MEA	McGrath Limited	AUD	0.45	75	82	8%	0.0%	4.4%	8.8x	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
	Mean								6.8x	15.5x	8.2x	7.9x	13.8x	12.1x	16.1x	12.5x	18.3x
	Median								8.8x	15.5x	8.2x	7.9x	13.8x	12.1x	16.1x	12.5x	18.3x

Source: CapitalIQ, as at 13 January 2021

Retail sector trends

As reported by the ABS, the seasonally adjusted Australian retail turnover for November 2020 trends are as follows:

- **Food retailing:** The seasonally adjusted estimate for Food retailing fell 0.3% in November 2020. By industry subgroup, the seasonally adjusted estimate was relatively unchanged for Supermarkets and grocery stores (0.0%), fell for Liquor retailing (-4.1%), and rose for Other specialised food retailing (1.2%)
- **Household goods retailing:** The seasonally adjusted estimate for Household goods retailing rose 12.7% in November 2020. By industry subgroup, the seasonally adjusted estimate rose for Hardware, building and garden supplies retailing (4.4%), Electrical and electronic goods retailing (23.4%), and Furniture, floor coverings, houseware and textile goods retailing (8.9%).
- **Clothing, footwear and personal accessory retailing:** The seasonally adjusted estimate for Clothing, footwear and personal accessory retailing rose 26.7% in November 2020. By industry subgroup, the seasonally adjusted estimate rose for Clothing retailing (27.4%), and Footwear and other personal accessory retailing (25.3%).
- **Department stores:** The seasonally adjusted estimate for Department stores rose 21.1% in November 2020.
- **Cafes, restaurants and take-away food services:** The seasonally adjusted estimate for Cafes, restaurants and takeaway food services rose 6.7% in November 2020. By industry subgroup, the seasonally adjusted estimate rose for Cafes, restaurants and catering services (12.3%), and Takeaway food services (0.7%)
- **Other retailing:** The seasonally adjusted estimate for Other retailing rose 7.9% in November 2020. By industry subgroup, the seasonally adjusted estimate rose for Pharmaceutical, cosmetic and toiletry goods retailing (1.9%), Newspaper and book retailing (1.5%), Other retailing n.e.c. (10.6%) and Other recreational goods retailing (18.9%)

Source: ABS data released 11 January 2021. Data refers to the seasonally adjusted estimates by industry



Contact us

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