

Retail and Consumer Deals Digest

July 2022



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Consumer confidence dropped 2.5% last week, following the 1.2% drop in the previous week

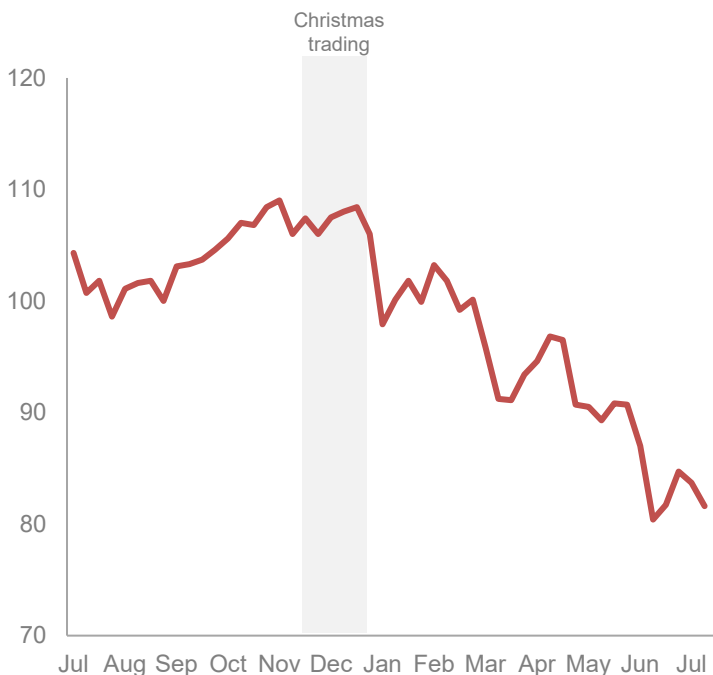
Consumer Confidence was down 2.1pts to 81.6 this week and is now 11.8pts below the 2022 weekly average of 93.4. The decline was primarily driven by an increase in people expecting 'bad times' for the economy over the next year

Amongst the major states, confidence dropped sharply in NSW, Victoria and Queensland, declined modestly in Western Australia and increased in South Australia.

All five sub-indexes registered losses, with future Economic conditions witnessing sharpest slide down 5.6%, followed by future Financial situation down 2.5%.

"Consumer confidence declined for a second straight week, driven by concerns about both the economic outlook and household finances. The RBA's 50bp rate hike last week weighed on sentiment, with confidence falling for those people paying off a mortgage by a sharp 5.4%. This continues the trend in place since late April when the high March quarter inflation report brought forward rate hike expectations. Since then, confidence amongst mortgage holders has fallen 25%, while confidence for renters is down just 4%. Inflation expectations lifted as petrol prices hover near record highs. Global oil prices dropped last week, boding well for Australia's retail petrol prices over the coming weeks." – **Felicity Emmett, ANZ Senior Economist, 12 July 2022**

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 increased 0.9% in May 2022, following an increase of 0.9% in April 2022 and 1.6% in March 2022.

The following industries rose in seasonally adjusted terms in May 2022: Cafes, restaurants and takeaway food services (1.8%), Food retailing (0.6%), Household goods retailing (0.4%) and Department stores (5.1%) and other retailing (1.5%), while it fell Clothing, footwear and personal accessory retailing (-1.4%).

The following states and territories rose in seasonally adjusted terms in May 2022: Victoria (1.3%), Tasmania (1.1%), Northern Territory (0.6%), South Australia (1.9%) and Western Australia (0.2%), New South Wales (1.6%) while Queensland (-0.4%) and Australian Capital Territory (-0.3%), fell in seasonally adjusted terms.

Source: ABS data released 29 June 2022. Data refers to the seasonally adjusted estimate increases/decreases by industry/state



Announced deals

According to Mergermarket, announced retail deal activity for FY2022TD⁽¹⁾ declined significantly in value compared to the prior comparable period (PCP), with volume also falling. 147 deals totalling AUD\$23.6bn were announced in the FY22TD period, versus 164 in the PCP, valued at AUD\$40.2bn.

In the last twelve months (LTM), deal value compared to the PCP has declined, with the deal volume also declining from 164 announced deals (AUD\$40.2bn)⁽²⁾ to 147 (AUD\$23.6bn).

Australia and New Zealand Announced Retail and Consumer deals (FY2022TD⁽¹⁾ and LTM vs. PCP)

Deal value (in A\$m)	FY2022TD ⁽¹⁾		PCP		LTM ⁽²⁾		PCP	
	# of deals	Deal value	# of deals	Deal value	# of deals	Deal value	# of deals	Deal value
\$0 to \$5M	0	0	1	2	0	0	1	2
\$6 to \$10M	6	55	8	75	6	55	8	75
\$11 to \$20M	8	126	28	452	8	126	28	452
\$21 to \$30M	10	278	10	247	10	278	10	247
\$31 to \$50M	10	374	22	879	10	374	22	879
\$51 to \$100M	13	923	13	901	13	923	13	901
\$101 to \$300M	18	3,057	16	2,748	18	3,057	16	2,748
\$301 to \$500M	8	3,397	3	1,203	8	3,397	3	1,203
>\$500M	6	15,358	8	33,687	6	15,358	8	33,687
Subtotal	79	23,568	109	40,194	79	23,568	109	40,194
Undisclosed	68	n/a	55	n/a	68	n/a	55	n/a
Total Announced	147	23,568	164	40,194	147	23,568	164	40,194
Total Completed	118	19,171	117	37,263	118	19,171	117	37,263

Source: Mergermarket, based on announced and completed transactions as at 30 June 2022

(1) FY2022TD refers to the period 1 July 2021 to 30 June 2022, reflecting the latest available Mergermarket data

Selected recently completed / announced deals

- **07 July 2022 – Sweden-based hygiene and health company Essity announced acquisition of fast-growing Australian leakproof underwear brand Modibodi in a deal worth A\$140 million.** The acquisition capitalises on the strength of the leakproof apparel sector which is expected to grow by over 20% annually over the next five years and Modibodi will join the company's existing brands in the sector, including Libresse, Bodyform, Saba and Tom Organic.
- **07 July 2022 – South African based industrial conglomerate, Bidvest Group Limited acquired BIC Australia Pty Ltd, a manufacturer of stationery products, lighters and shavers for A\$160 million.** The acquisition is aligned to Bidvest's stated strategic intent of expanding its international presence.
- **05 July 2022 – FibreCycle, a subsidiary of KENT Pet Group, announced today its purchase of Lovitts, an Australian manufacturer of high-quality companion animal nutrition, for an undisclosed amount.** The acquisition is part of company's strategy to expand its product portfolio primarily within the pet and companion animal markets.
- **30 June 2022 – Frasers Group announced acquisition of 28.7% stake in MySale, an Australian-based online and fashion marketplace,** which connects global buyers and sellers to Australian and New Zealand e-commerce sites. This acquisition by Fraser creates an opportunity for a strategic partnership whereby end of line Group products can be cleared through an established clearance channel. Frasers Group is actively expanding its retail interests. Last week it increased its stake in German fashion label Hugo Boss to around 4.9 per cent.
- **27 June 2022 – Australian online auto classifieds firm carsales.com, announced that it has exercised a call option to acquire the remaining 51% interest in the US based online classifieds marketplace Trader Interactive for US\$809 million,** representing an EV of US\$1.9 billion. The deal represents an annualised Q4FY22 EV / adjusted EBITDA acquisition multiple of 21.3x.

Also recently in the news

- **Greenlit Brands has suspended plans to sell Snooze, an Australia-based mattress business.** According to reports, potential buyers wanted evidence that Snooze's current earnings are sustainable and not a result of COVID-19 related lockdowns.
- **Australian fashion house Aje announced to open 4 new retail locations in New South Wales and Queensland,** including two Aje Athletica activewear stores. The stores are part of Aje's expansion plan, which began last year with the opening of nine new boutiques across Australia and New Zealand, taking the network of Aje and Aje Athletica stores in the two markets to 23 and 11, respectively.
- **New Zealand based Pier Smulders to head the Alibaba's regional offices as the CEO of Alibaba's ANZ operations, Maggie Zhou, steps down** and plans to take up a role as senior advisor to the Jack Ma Foundation.
- **Fast food chain Hungry Jack's to roll out a barista coffee offering named Jack's Cafe across 410 stores.** With coffee being the third most-ordered item on its menu, the company wants to capitalise on consumer demand for on-the-go barista-made coffee. The move might also be considered as a strategic response to rival McDonald's McCafe chain.
- **Menswear retailer brand Hallenstein Brothers, appointed Rob Brown, as CEO of the company.** Previously Rob had served as a brand manager at True Alliance since 2009, most recently managing the Ben Sherman brand, where he was responsible for product sourcing, buying, design, marketing, wholesale and retail sales, brand positioning and organisational development.
- **Youth apparel retailer Glue established its first flagship store in Adelaide's Rundle Mall Plaza.** The store's collection features leading street, sports and fashion brands including Tommy Hilfiger, Nike Adidas, Nude Lucy, Thrills and Polo Ralph Lauren. The move is part of company's strategy to establish itself as the go-to retailer for the leading street, sports and fashion brands in the region.
- **Cooke Inc, a Canada-based company engaged in production of seafood and products submitted an NBO for the acquisition of 100% of Tassal Group Limited's ordinary shares for A\$1,501 million.** Tassal is an Australian based ASX-listed company engaged in the production and export of Atlantic salmon. Tassal Group rejected the buyout bid from Cooke Inc.
- **Digital marketplace Depop is entering the gaming domain through a strategic partnership with Electronic Arts' The Sims.** As part of The Sims 4's newest expansion pack "High School Years," Depop and the gamer designed a collection of in-game fashion items that players will be able to purchase for their teen Sims in a virtual thrift store and boba hangout called ThrifTea.
- **Woolworths Group has announced the establishment of its First Nations Advisory Board** made up of 8 members with majority aboriginal representation. The board will advise the group on the matters of internal policy, advocacy positions, commercial and partnering decisions.
- **Fujifilm established Australia's first Fujifilm House of Photography concept store** in Sydney's CBD. The store will act as a hub for photography enthusiasts and photographers to convene for events and exclusive workshops and access a range of services including gear hire, and photo printing, complemented by a professional studio.
- **Australian luggage brand July, plans global brick & mortar store expansion** as sales increase. Its Co-founder Athan Didaskalou stated that it will be establishing new stores in the US and Sydney. The business recorded y-o-y revenue growth of 1500% and month-on-month revenue growth of 50% in July.
- **Luxury footwear and fashion retailer Sneakerboy entered into voluntary administration.** The voluntary administration appointment has been made due to short-term financing difficulties experienced by the company.
- **Australian fashion label Venroy launched its first store abroad, in Italy's Isle of Capri as part of its international expansion plan.** Management believes it to be the brand's most important expansion to date and embodies its hotel aesthetic.
- **Capitalising on growing demand for fast deliveries, Woolworths launched a grocery delivery app, Metro60,** in partnership with Uber. The service offers door-to-door grocery delivery in 11 eastern Sydney suburbs in under 60 minutes.
- **American burger brand franchisee Wendy's NZ is up for sale after 34 years of operation.** The business is owned by Lendich family and operates c. 22 restaurants. The Company's CEO Danielle Lendich, stated that since her parents (the Wendy NZ founders) are in their 70s, they believe now is the right time for a change.

Note: News may be speculative or rumoured in nature
Source: Mergermarket, Inside Retail

Retail sector trends

As reported by the ABS, the seasonally adjusted Australian retail turnover for May 2022 trends are as follows:

- **Food retailing:** The seasonally adjusted estimate for Food retailing rose 0.6% in May 2022. By industry subgroup, the seasonally adjusted estimate rose for Supermarkets and grocery stores (0.8%), and Liquor retailing (0.2%), while it fell for Other specialised food retailing (-1.2%) .
- **Household goods retailing:** The seasonally adjusted estimate for Household goods retailing rose 0.4% in May 2022. By industry subgroup, the seasonally adjusted estimate rose for Furniture, floor coverings, houseware and textile goods retailing (2.9%) and Hardware, building and garden supplies retailing (0.6%), while it fell for Electrical and electronic goods retailing (-1.6%) .
- **Clothing, footwear and personal accessory retailing:** The seasonally adjusted estimate for Clothing, footwear and personal accessory retailing fell 1.4% in May 2022. By industry subgroup, the seasonally adjusted estimate fell for Footwear and other personal accessory retailing (-0.8%) and Clothing retailing (-1.7%) .
- **Department stores:** The seasonally adjusted estimate for Department stores rose 5.1% in May 2022.
- **Cafes, restaurants and take-away food services:** The seasonally adjusted estimate for Cafes, restaurants and takeaway food services rose 1.8% in May 2022. By industry subgroup, the seasonally adjusted estimate rose for Cafes, restaurants and catering services (2.2%) and Takeaway food services (1.1%) .
- **Other retailing:** The seasonally adjusted estimate for Other retailing rose 1.5% in May 2022. By industry subgroup, the seasonally adjusted estimate rose for Pharmaceutical, cosmetic and toiletry goods retailing (4.2%), Newspaper and book retailing (4.6%), Other retailing n.e.c. (1.9%) while it fell for Other recreational goods retailing (-8.9%) .

Source: ABS data released 29 June 2022. Data refers to the seasonally adjusted estimates by industry

A CLOSER LOOK: Retail Analytics Demand Forecasting

FMCG companies are now adding advanced analytics to their demand planning and inventory processes to minimise their forecast error, while understanding the challenge of balancing the trade-off between working capital costs and service levels to customers.

Predictive Analytics and Machine Learning Techniques can help break down the complexities of actual demand by product, customer and location. This can result in improved on shelf (or on tap) availability, better service levels to customers measured in improved DIFOT, and lower inventory write offs.

PwC Case Study

- A national retailer engaged PwC to transform their Supply Chain operating model. Advanced analytical modelling was used to validate a targeted intervention approach to demand forecasting, leading to a cost reduction via headcount reduction of more than 20 FTEs, in addition to improvements to demand forecasting and supply performance by 10%.

How we can help

- If you'd like to learn more about how PwC can help your business achieve its demand forecasting goals, reach out to your PwC team:



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Ticker	Company	Currency	Share price \$	Mkt cap million	EV million	Net debt / EV	Dividend Yield LTM	TSR Jun-22	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	11.28	8,146	9,406	1,257	13%	2.5%	-3.7%	15.1x	12.6x	12.9x	8.1%	19.8x	19.2x	16.9x	8.3%	32.1x	26.5x	22.5x			
NZSE:DGL	Delegat Group Limited	NZD	10.86	1,098	1,464	366	25%	1.8%	-12.9%	12.7x	12.1x	11.7x	4.4%	15.9x	15.0x	14.5x	4.8%	21.4x	17.5x	17.0x			
ASX:AVG	Australian Vintage Ltd	AUD	0.66	168	301	133	44%	4.5%	-	7.4x	7.0x	7.2x	1.6%	11.6x	10.2x	9.9x	8.4%	10.8x	8.9x	8.8x			
ASX:GDA	Good Drinks Australia Limited	AUD	0.67	86	113	26	24%	0.0%	-9.1%	12.9x	n/m	9.4x	17.2%	24.9x	n/m	15.3x	27.5%	28.2x	n/m	21.5x			
	Mean									12.1x	10.6x	10.3x	7.8%	18.1x	14.8x	14.1x	12.3%	23.1x	17.7x	17.5x			
	Median									12.8x	12.1x	10.6x	6.3%	17.9x	15.0x	14.9x	8.4%	24.8x	17.5x	19.2x			
FMCG - Food & Dairy																							
NZSE:FCG	Fonterra Co-operative Group Limited	NZD	2.83	4,566	9,920	5,353	54%	7.1%	19.8%	7.0x	n/m	n/m	n/m	11.4x	n/m	n/m	n/m	11.0x	n/m	n/m			
ASX:BGA	Bega Cheese Limited	AUD	3.56	1,080	1,515	436	29%	2.9%	-20.6%	7.8x	9.0x	7.5x	1.9%	14.9x	17.6x	12.8x	7.9%	18.2x	25.7x	18.6x			
NZSE:ATM	The a2 Milk Company Limited	NZD	4.95	3,682	3,049	(652)	-21%	0.0%	-4.6%	n/m	51.0x	14.6x	n/m	n/m	n/m	16.1x	n/m	n/m	n/m	28.0x			
ASX:NOU	Noumi Limited	AUD	0.15	40	458	418	91%	0.0%	-20.5%	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	3.33	728	1,139	412	36%	0.0%	-9.0%	30.1x	14.5x	8.3x	91.0%	n/m	48.6x	14.0x	n/m	n/m	n/m	16.1x			
	Mean									15.0x	24.8x	10.1x	46.4%	13.1x	33.1x	14.3x	7.9%	14.6x	25.7x	20.9x			
	Median									7.8x	14.5x	8.3x	46.4%	13.1x	33.1x	14.0x	7.9%	14.6x	25.7x	18.6x			
FMCG - Food (Production)																							
ASX:ING	Inghams Group Limited	AUD	2.59	963	2,798	1,835	66%	6.0%	-9.2%	8.1x	6.7x	6.8x	9.6%	15.5x	15.8x	27.2x	-24.5%	13.4x	10.3x	14.7x			
ASX:AAC	Australian Agricultural Company Limited	AUD	1.89	1,136	1,532	395	26%	0.0%	4.9%	n/m	28.4x	15.9x	n/m	n/m	34.9x	38.5x	n/m	n/m	n/m	26.9x			
ASX:CGC	Costa Group Holdings Limited	AUD	2.60	1,208	2,128	882	41%	3.5%	-8.0%	10.1x	9.9x	8.0x	12.2%	20.8x	19.7x	15.5x	15.9%	30.3x	20.1x	16.9x			
ASX:SHV	Select Harvests Limited	AUD	5.22	631	1,000	369	37%	1.5%	-16.2%	12.3x	25.0x	21.7x	-24.8%	30.9x	40.8x	43.1x	-15.3%	33.9x	34.2x	45.8x			
ASX:TGR	Tassal Group Limited	AUD	4.86	1,044	1,554	510	33%	3.1%	32.0%	8.5x	9.9x	8.7x	-1.3%	16.0x	17.2x	16.1x	-0.2%	20.3x	19.3x	16.2x			
ASX:E33	East 33 Limited	AUD	0.05	13	28	15	54%	0.0%	-33.8%	n/m	n/m	8.6x	n/m	n/m	n/m	19.5x	n/m	n/m	n/m	20.6x			
ASX:CSF	Catalano Seafood Ltd	-	0.19	15	-	-	n/m	0.0%	11.8%	0.0x	n/m	n/m	n/m	0.0x	n/m	n/m	n/m	n/m	n/m	n/m			
NZSE:SAN	Sanford Limited	NZD	4.16	389	593	203	34%	0.0%	-1.0%	10.4x	10.4x	8.2x	12.2%	25.8x	21.9x	14.5x	33.5%	43.1x	17.7x	16.8x			
	Mean									8.2x	15.1x	11.1x	1.6%	18.2x	25.0x	24.9x	1.9%	28.2x	20.3x	22.6x			
	Median									9.3x	10.2x	8.6x	9.6%	18.4x	20.8x	19.5x	-0.2%	30.3x	19.3x	16.9x			
FMCG - Personal Care																							
ASX:BWV	BWV Limited	AUD	0.73	134	199	37	18%	4.2%	-55.3%	6.6x	5.7x	7.6x	-6.7%	9.3x	15.9x	16.9x	-25.7%	8.7x	27.5x	n/m			
NZSE:CVT	Comvita Limited	NZD	3.37	235	274	39	14%	1.9%	2.9%	10.7x	9.8x	8.5x	12.6%	17.9x	15.7x	13.0x	17.3%	24.8x	20.2x	15.8x			
ASX:BKL	Blackmores Limited	AUD	74.91	1,456	1,404	(61)	-4%	1.4%	-3.0%	17.6x	17.9x	14.4x	10.6%	26.7x	30.0x	20.1x	15.2%	n/m	n/m	37.4x			
ASX:EZZ	EZZ Life Science Holdings Limited	AUD	0.28	12	3	(9)	-292%	1.6%	-13.9%	2.3x	n/m	n/m	n/m	2.6x	n/m	n/m	n/m	15.3x	n/m	n/m			
ASX:SSG	Shaver Shop Group Limited	AUD	1.01	132	125	(8)	-6%	9.4%	-4.9%	3.2x	3.1x	3.1x	0.5%	5.0x	4.9x	5.1x	-0.6%	8.6x	7.8x	8.0x			
ASX:BIO	Biome Australia Limited	AUD	0.08	16	9	(7)	-83%	0.0%	-31.8%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m			
ASX:MCP	McPherson's Limited	AUD	0.81	116	140	24	17%	5.6%	-19.6%	26.3x	10.4x	6.8x	97.4%	n/m	16.4x	9.3x	n/m	n/m	16.0x	12.2x			
	Mean									11.1x	9.4x	8.1x	22.9%	12.3x	16.6x	12.9x	1.5%	14.3x	17.9x	18.4x			
	Median									8.7x	9.8x	7.6x	10.6%	9.3x	15.9x	13.0x	7.3%	12.0x	18.1x	14.0x			

Source: CapitalIQ, as at 12 July 2022

Ticker	Company	Currency	Share price \$	Mkt cap million	EV million	Net debt	Net debt / EV	Dividend Yield LTM	TSR Jun-22	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
Household Goods Retail																				
ASX:HVN	Harvey Norman Holdings Limited	AUD	3.85	4,799	6,022	1,193	20%	9.1%	-14.9%	5.3x	5.5x	5.6x	-2.9%	6.0x	6.5x	7.2x	-8.9%	7.8x	7.5x	8.9x
ASX:JBH	JB Hi-Fi Limited	AUD	39.34	4,314	4,077	(237)	-6%	6.9%	-17.3%	4.4x	4.4x	4.7x	-2.8%	5.8x	5.9x	6.9x	-8.5%	10.5x	9.2x	10.1x
NZSE:WHS	The Warehouse Group Limited	NZD	3.32	1,147	1,844	701	38%	8.3%	0.9%	5.5x	5.2x	5.4x	0.8%	9.3x	9.2x	10.7x	-6.6%	11.2x	8.7x	10.6x
ASX:ADH	Adairs Limited	AUD	2.11	361	628	266	42%	8.5%	-18.0%	5.5x	4.4x	4.7x	7.3%	8.9x	6.8x	7.9x	6.0%	8.7x	6.1x	6.9x
ASX:BLX	Beacon Lighting Group Limited	AUD	1.90	423	537	114	21%	4.7%	-14.6%	6.1x	6.2x	6.5x	-2.8%	9.0x	9.1x	10.1x	-5.8%	12.5x	11.4x	12.8x
ASX:NCK	Nick Scali Limited	AUD	8.50	689	971	282	29%	7.1%	-9.2%	6.3x	7.0x	6.2x	0.9%	8.1x	8.1x	8.3x	-1.2%	9.7x	8.6x	9.2x
NZSE:SCY	Smiths City Group Limited	NZD	0.14	7	112	105	93%	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	3.51	135	196	61	31%	0.0%	-10.7%	1.6x	1.6x	1.5x	2.8%	12.5x	30.0x	17.0x	-14.4%	22.2x	21.6x	19.8x
ASX:BBN	Baby Bunting Group Limited	AUD	4.37	579	731	152	21%	3.4%	-6.8%	12.1x	9.7x	8.9x	16.9%	24.6x	15.8x	13.8x	33.4%	38.5x	20.7x	18.0x
ASX:DSK	Dusk Group Limited	AUD	2.00	125	129	4	3%	10.0%	-17.3%	3.3x	3.7x	4.4x	-13.9%	4.4x	4.1x	5.3x	-9.4%	7.0x	5.6x	7.0x
Mean										6.1x	5.3x	5.3x	0.7%	9.8x	10.6x	9.7x	-1.7%	14.2x	11.1x	11.5x
Median										5.5x	5.2x	5.4x	0.8%	8.9x	8.1x	8.3x	-6.6%	10.5x	8.7x	10.1x
Household Goods Wholesale / Distribution																				
ASX:BRG	Breville Group Limited	AUD	19.11	2,722	2,727	4	0%	1.5%	-16.5%	16.1x	15.6x	13.8x	8.2%	17.1x	18.5x	15.6x	4.6%	28.5x	27.5x	23.8x
ASX:GUD	GUD Holdings Limited	AUD	8.03	1,131	1,058	(73)	-7%	6.1%	-30.6%	8.2x	7.2x	5.2x	25.8%	9.8x	8.6x	6.2x	26.3%	13.5x	15.0x	10.8x
ASX:GWA	GWA Group Limited	AUD	1.90	504	670	166	25%	7.1%	-6.9%	8.3x	7.4x	6.9x	10.2%	10.9x	9.4x	8.6x	12.7%	15.0x	11.3x	10.1x
ASX:PTL	Pental Limited	AUD	0.41	69	62	(7)	-11%	7.2%	-	4.1x	n/m	4.2x	-1.8%	5.4x	n/m	5.5x	-0.7%	8.4x	n/m	8.7x
ASX:SHM	Shiro Holdings Limited	AUD	0.81	78	81	3	4%	22.2%	-11.6%	4.4x	n/m	n/m	n/m	5.9x	n/m	n/m	n/m	8.3x	n/m	n/m
ASX:LGL	Lynch Group Holdings Limited	AUD	1.98	242	292	51	17%	3.0%	-7.0%	7.2x	5.4x	5.4x	14.9%	11.9x	7.7x	8.5x	18.0%	15.9x	8.9x	9.6x
NZSE:BRW	Bremworth Limited	NZD	0.50	35	37	2	6%	0.0%	-17.0%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
NZSE:EBO	EBOS Group Limited	AUD	38.65	7,320	7,350	34	0%	2.2%	-2.7%	17.7x	18.4x	13.8x	13.4%	21.9x	21.9x	16.6x	14.8%	35.2x	34.7x	26.3x
Mean										9.4x	10.8x	8.2x	11.8%	11.8x	13.2x	10.2x	12.6%	17.8x	19.5x	14.9x
Median										8.2x	7.4x	6.2x	11.8%	10.9x	9.4x	8.6x	13.7%	15.0x	15.0x	10.5x
Diversified Retail																				
ASX:WES	Wesfarmers Limited	AUD	44.78	50,787	60,755	9,968	16%	3.8%	-12.0%	12.6x	12.3x	11.8x	3.4%	18.1x	17.6x	16.7x	4.3%	25.9x	23.1x	22.1x
ASX:VTG	Vita Group Limited	AUD	0.20	32	(1)	(34)	2675%	12.3%	-30.2%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	3.1x	9.1x	n/m
ASX:SUL	Super Retail Group Limited	AUD	9.18	2,073	2,991	918	31%	8.9%	-11.7%	4.6x	3.7x	4.7x	-0.9%	7.9x	7.4x	9.0x	-6.5%	9.8x	8.5x	9.5x
Mean										8.6x	8.0x	8.3x	1.3%	13.0x	12.5x	12.8x	-1.1%	12.9x	13.5x	15.8x
Median										8.6x	8.0x	8.3x	1.3%	13.0x	12.5x	12.8x	-1.1%	9.8x	9.1x	15.8x
Automotive Retail																				
ASX:APE	Eagers Automotive Limited	AUD	10.91	2,804	4,761	1,936	41%	5.7%	-12.4%	7.9x	7.7x	8.1x	-1.6%	9.9x	10.3x	10.7x	-4.2%	11.6x	10.2x	10.7x
ASX:ARB	ARB Corporation Limited	AUD	29.94	2,451	2,437	(14)	-1%	2.6%	-12.4%	12.0x	13.1x	12.6x	-2.4%	13.4x	14.3x	14.7x	-4.5%	21.7x	20.6x	20.1x
ASX:BAP	Bapcor Limited	AUD	6.21	2,108	2,564	455	18%	3.4%	-2.9%	10.0x	9.5x	8.6x	7.6%	13.7x	13.8x	12.3x	5.7%	19.9x	17.6x	15.6x
ASX:PWR	Peter Warren Automotive Holdings Limited	AUD	2.25	386	850	464	55%	4.0%	-16.5%	7.9x	7.6x	7.3x	3.6%	10.0x	9.7x	9.5x	2.3%	7.8x	6.7x	6.9x
ASX:MTO	MotorCycle Holdings Limited	AUD	2.18	135	214	80	37%	10.1%	-16.1%	4.5x	4.6x	4.5x	0.6%	6.4x	5.7x	6.5x	-1.1%	6.5x	5.3x	6.1x
Mean										8.5x	8.5x	8.2x	1.6%	10.7x	10.8x	10.8x	-0.4%	13.5x	12.1x	11.9x
Median										7.9x	7.7x	8.1x	0.6%	10.0x	10.3x	10.7x	-1.1%	11.6x	10.2x	10.7x
Apparel / Accessories Retail																				
ASX:PMV	Premier Investments Limited	AUD	19.81	3,150	2,983	(167)	-6%	4.6%	-13.6%	5.6x	5.7x	6.2x	-4.4%	8.3x	9.3x	11.4x	-14.3%	14.5x	13.1x	13.7x
ASX:LOV	Lovisa Holdings Limited	AUD	15.36	1,651	1,807	156	9%	3.6%	-10.4%	18.1x	13.0x	11.4x	25.8%	30.6x	29.9x	20.6x	21.9%	49.2x	44.5x	27.9x
NZSE:KMD	KMD Brands Limited	NZD	1.10	780	1,119	335	30%	5.5%	-3.4%	7.3x	7.4x	5.1x	20.0%	26.6x	14.3x	11.3x	53.6%	41.8x	14.5x	12.8x
ASX:MOZ	Mosaic Brands Limited	AUD	0.19	20	113	92	82%	0.0%	-58.7%	1.6x	4.4x	5.7x	-47.1%	4.5x	27.2x	n/m	n/m	1.8x	n/m	n/m
ASX:AX1	Accent Group Limited	AUD	1.34	726	1,269	543	43%	4.3%	-11.1%	6.7x	6.2x	5.3x	12.3%	19.2x	10.2x	13.6x	18.9%	23.0x	18.2x	13.8x
NZSE:HLG	Hallenstein Glasson Holdings Limited	NZD	5.47	325	361	36	10%	0.0%	-0.5%	5.0x	n/m	n/m	n/m	9.6x	n/m	n/m	n/m	14.7x	n/m	n/m
ASX:UNI	Universal Store Holdings Limited	AUD	4.13	302	327	24	7%	5.2%	-7.7%	5.9x	6.3x	5.3x	4.8%	10.2x	8.7x	9.1x	5.9%	14.7x	12.3x	12.3x
NZSE:MHJ	Michael Hill International Limited	AUD	1.24	423	465	41	9%	5.2%	-	4.5x	4.0x	3.7x	10.6%	6.4x	7.4x	6.5x	-0.9%	12.3x	9.8x	8.4x
ASX:CCX	City Chic Collective Limited	AUD	1.99	475	470	(5)	-1%	0.0%	-27.1%	10.4x	10.1x	8.4x	11.1%	14.6x	12.1x	10.5x	17.7%	23.5x	17.7x	15.5x
Mean										7.2x	7.1x	6.4x	4.1%	14.5x	14.9x	11.9x	14.7%	21.7x	18.6x	14.9x
Median										5.9x	6.3x	5.5x	10.9%	10.2x	11.2x	11.3x	17.7%	14.7x	14.5x	13.7x

Source: CapitalIQ, as at 12 July 2022

Retail and Consumer Deals Digest

PwC

July 2022

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Ticker	Company	Currency	Share price \$	Mkt cap million	EV million	Net debt	Net debt / EV	Dividend Yield LTM	TSR Jun-22	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
Media																								
ASX:SEK	SEEK Limited	AUD	21.25	7,506	8,965	1,374	15%	2.0%	-17.3%	22.6x	19.6x	17.7x	13.0%	26.5x	23.6x	21.1x	12.0%	41.9x	43.3x	28.8x				
ASX:REA	REA Group Limited	AUD	117.09	15,473	15,822	295	2%	1.3%	-4.0%	28.1x	24.3x	21.8x	13.5%	29.6x	28.2x	25.1x	8.5%	44.7x	39.7x	35.3x				
ASX:CAR	carsales.com Ltd	AUD	18.80	5,317	5,937	618	10%	2.6%	-7.5%	24.4x	22.3x	17.3x	18.9%	27.1x	25.1x	18.3x	21.6%	39.4x	31.9x	22.3x				
ASX:IFM	Infomedia Ltd	AUD	1.59	597	539	(59)	-11%	3.1%	-2.6%	38.6x	10.6x	9.2x	104.8%	48.0x	24.5x	19.2x	58.1%	n/m	29.7x	26.3x				
ASX:KED	Keypath Education International, Inc.	USD	1.25	260	163	(71)	-43%	0.0%	-28.6%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m				
	Mean									28.4x	19.2x	16.5x	37.6%	32.8x	25.4x	20.9x	25.1%	42.0x	36.2x	28.2x				
	Median									26.3x	21.0x	17.5x	16.2%	28.3x	24.8x	20.2x	16.8%	41.9x	35.8x	27.6x				
E-commerce																								
ASX:KGN	Kogan.com Ltd	AUD	2.71	290	275	(15)	-5%	0.0%	-25.7%	n/m	6.5x	9.3x	n/m	n/m	14.6x	22.5x	n/m	n/m	17.2x	29.7x				
ASX:WEB	Webjet Limited	AUD	5.33	2,027	1,910	(117)	-6%	0.0%	-12.5%	n/m	n/m	30.7x	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m				
ASX:BKG	Booktopia Group Limited	AUD	0.29	39	74	35	47%	0.0%	-38.4%	9.3x	7.3x	9.5x	-0.9%	20.2x	17.0x	49.7x	-36.2%	34.8x	36.9x	35.5x				
ASX:MPA	Mad Paws Holdings Limited	AUD	0.14	43	35	(8)	-22%	0.0%	-27.3%	n/m	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	0.35	146	90	(55)	-62%	0.0%	-47.6%	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	0.98	92	68	(24)	-35%	0.0%	-27.1%	12.5x	10.7x	11.8x	3.0%	15.0x	14.8x	18.1x	-8.9%	33.8x	20.3x	34.5x				
ASX:SDR	SiteMinder Limited	AUD	3.43	932	833	(100)	-12%	0.0%	-25.6%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m				
ASX:STP	Step One Clothing Limited	AUD	0.23	43	4	(39)	-981%	0.0%	-19.6%	3.1x	n/m	n/m	n/m	3.1x	n/m	n/m	n/m	n/m	n/m	15.5x				
ASX:MBX	My Foodie Box Limited	AUD	0.09	6	7	1	19%	0.0%	-26.2%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m				
ASX:TPW	Temple & Webster Group Ltd	AUD	2.97	358	259	(99)	-38%	0.0%	-29.2%	15.0x	15.5x	23.0x	-19.1%	17.4x	18.0x	38.4x	-32.7%	37.5x	35.2x	n/m				
	Mean									10.0x	10.0x	16.8x	-5.7%	13.9x	16.1x	32.2x	-25.9%	35.4x	27.4x	28.8x				
	Median									10.9x	9.0x	11.8x	-0.9%	16.2x	15.9x	30.4x	-32.7%	34.8x	27.8x	32.1x				
Department Stores																								
ASX:MYR	Myer Holdings Limited	AUD	0.38	312	1,863	1,551	83.2%	3.9%	-24.4%	5.4x	4.8x	4.7x	7.2%	11.9x	11.2x	11.5x	1.6%	8.5x	7.0x	7.9x				
Supermarkets																								
ASX:WOW	Woolworths Group Limited	AUD	37.16	44,920	60,511	15,465	26%	2.5%	1.9%	12.4x	11.4x	11.6x	3.1%	24.7x	19.1x	19.3x	13.3%	40.9x	41.1x	28.3x				
ASX:COL	Coles Group Limited	AUD	18.65	24,920	33,501	8,581	26%	3.3%	1.1%	10.5x	9.6x	9.4x	5.8%	19.4x	18.7x	17.6x	5.0%	28.1x	26.4x	23.8x				
ASX:MTS	Metcash Limited	AUD	4.23	4,084	5,312	1,217	23%	5.1%	-0.9%	8.8x	9.4x	8.2x	3.5%	11.9x	13.4x	11.4x	1.9%	15.8x	16.9x	14.1x				
	Mean									10.5x	10.1x	9.7x	4.1%	18.7x	17.1x	16.1x	6.7%	28.3x	28.1x	22.1x				
	Median									10.5x	9.6x	9.4x	3.5%	19.4x	18.7x	17.6x	5.0%	28.1x	26.4x	23.8x				
Restaurants / Fast Food																								
ASX:DMP	Domino's Pizza Enterprises Limited	AUD	68.97	5,970	7,236	1,266	17%	2.5%	-4.2%	19.4x	16.9x	16.3x	9.2%	27.9x	24.6x	30.4x	-4.2%	41.0x	31.8x	31.2x				
ASX:RFG	Retail Food Group Limited	AUD	0.04	91	202	111	55%	0.0%	-27.8%	10.1x	8.5x	7.7x	14.4%	20.5x	10.4x	8.4x	55.6%	22.5x	5.0x	5.6x				
NZSE:RBD	Restaurant Brands New Zealand Limited	NZD	11.14	1,390	2,261	871	39%	2.9%	-9.2%	13.4x	12.5x	11.5x	8.0%	26.9x	21.3x	20.9x	13.3%	46.4x	23.9x	23.4x				
ASX:CKF	Collins Foods Limited	AUD	9.63	1,127	1,778	651	37%	2.8%	4.3%	8.8x	9.1x	8.8x	0.1%	15.8x	16.4x	15.8x	0.1%	21.8x	20.6x	19.2x				
	Mean									12.9x	11.7x	11.1x	7.9%	22.8x	18.2x	18.9x	16.2%	32.9x	20.3x	19.8x				
	Median									11.8x	10.8x	10.2x	8.6%	23.7x	18.9x	18.4x	6.7%	31.8x	22.2x	21.3x				
Other																								
ASX:ELD	Elders Limited	AUD	12.31	1,926	2,314	384	17%	4.1%	-4.3%	8.7x	10.3x	8.5x	1.1%	10.3x	15.0x	9.9x	1.6%	14.7x	14.0x	12.1x				
ASX:FLT	Flight Centre Travel Group Limited	AUD	17.33	3,463	3,768	303	8%	0.0%	-16.8%	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m				
ASX:ART	Airtasker Limited	AUD	0.29	128	94	(34)	-36%	0.0%	-39.0%	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	0.24	147	-	74	n/m	0.0%	-8.0%	0.0x	n/m	n/m	n/m	0.0x	n/m	n/m	n/m	n/m	13.0x	n/m				
ASX:MEA	McGrath Limited	AUD	0.36	58	36	(22)	-60%	5.6%	-2.7%	1.5x	n/m	n/m	n/m	1.9x	n/m	n/m	n/m	5.9x	n/m	n/m				
ASX:BBT	BlueBet Holdings Ltd	AUD	0.50	100	46	(54)	-117%	0.0%	-16.0%	18.5x	18.8x	n/m	n/m	21.3x	22.7x	n/m	n/m	n/m	n/m					
ASX:TLC	The Lottery Corporation Limited	AUD	4.50	9,989	12,306	2,317	19%	0.0%	-5.4%	18.7x	n/m	17.3x	3.8%	21.2x	n/m	19.6x	4.0%	n/m	n/m	27.0x				
	Mean									9.5x	14.6x	12.9x	2.5%	10.9x	18.9x	14.8x	2.8%	11.2x	14.0x	19.6x				
	Median									8.7x	14.6x	12.9x	2.5%	10.3x	18.9x	14.8x	2.8%	13.0x	14.0x	19.6x				

Source: CapitalIQ, as at 12 July 2022

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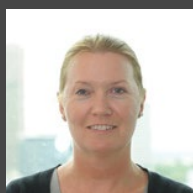


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