

# PEAKSTONE

[www.peakstone.com](http://www.peakstone.com)



## Pet Industry Insight

---










October 2017

# Pet M&A Update

## Pet categories continue to see strong M&A activity

For the 2017 YTD period, strategic buyers accounted for 94% of the Pet M&A transactions with financial buyers making up the difference; during 2016, strategic buyers accounted for approximately 79% of the transactions

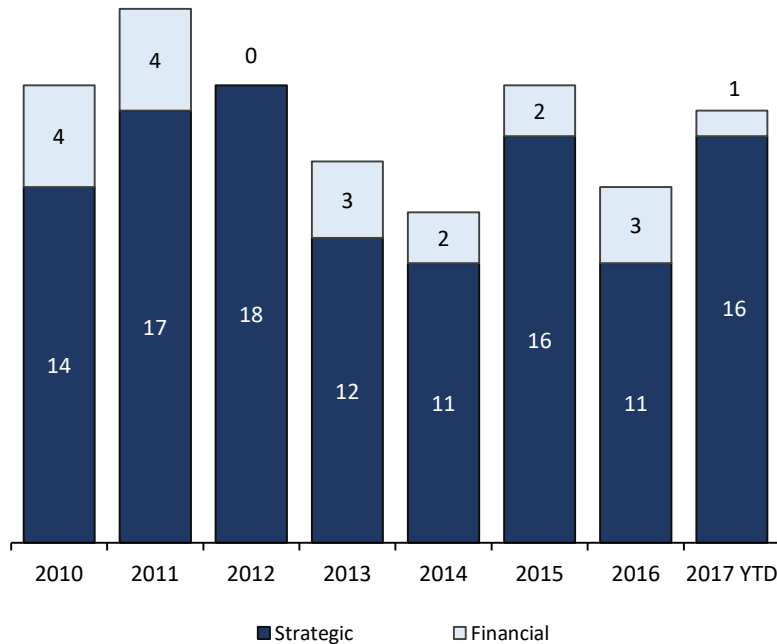
### Select Recent Notable Publicly Announced M&A Transactions

Status	Target	Transaction Size	Buyer
PEAKSTONE Closed		Undisclosed	 Riverside
PEAKSTONE Closed		Undisclosed	 Riverside
Announced	 Healthy Products for a Healthy World <sup>®</sup>	\$510 million	<b>Cookie Inc.</b>
Closed	 Blue Acquisition Group, Inc.	\$5.8 billion	 THE J. M. SMUCKER COMPANY
Closed		\$4.6 billion	 Capital Partners

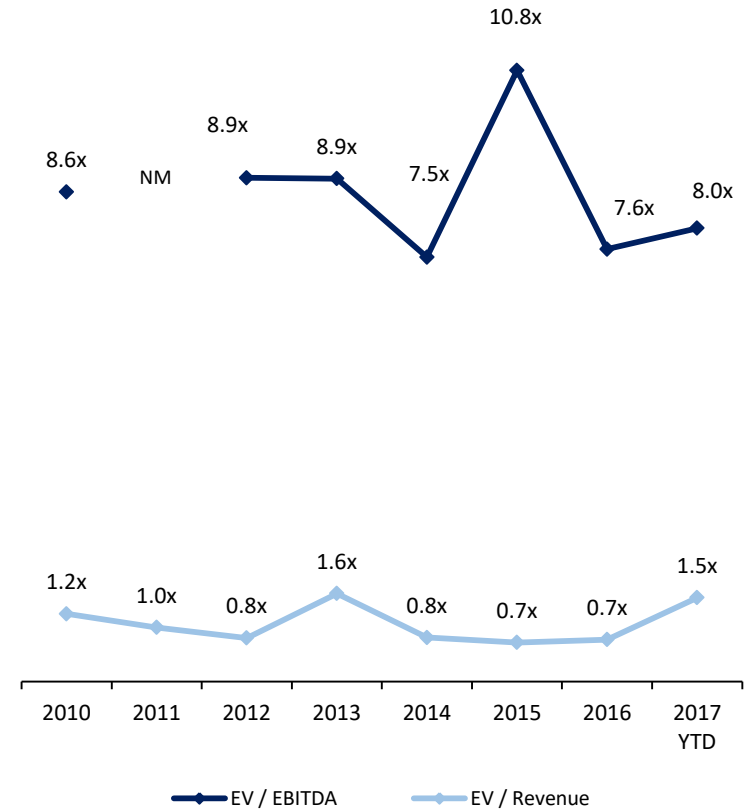
# U.S. Pet Industry – M&A Market Overview

U.S. Pet transaction activity has been strong with favorable valuation metrics

U.S. Number of Transactions by Buyer Type




U.S. Number of Transactions by Buyer Type



Source: Capital IQ, data as of 10/27/2017.

# Peakstone Commitment to the Pet Industry

---



**Petstages**  
outward  
**hound**  
raise the wool  
Riverside

M&A Advisor  
PEAKSTONE



**BIONIC**  
outward  
**hound**  
raise the wool  
Riverside

M&A Advisor  
PEAKSTONE



 **INTEGRATIVE  
PET CARE**  
Private Investor  
Group

M&A Advisor  
PEAKSTONE



**WAFRA**  
PARTNERS  
 **PELPHS INDUSTRIES, INC.**

M&A Advisor  
PEAKSTONE

# Selected Pet Industry Transactions

## Selected Pet Transactions

Target / Issuer	Transaction Size (\$mm)	Buyers / Investors	EV / EBITDA	Transaction Comments
Omega Protein Corporation (NYSE:OME)	\$510	Cooke Inc.	6.2x	Cooke Inc. signed a definitive agreement to acquire Omega Protein Corporation (NYSE:OME) for approximately \$500 million on October 5, 2017.
Crosswind Industries, Inc.	\$81	Archer-Daniels-Midland Company (NYSE:ADM)	-	Archer-Daniels-Midland Company (NYSE:ADM) signed an agreement to acquire Crosswind Industries, Inc. on January 10, 2017.
Grow Company, Inc.	\$37	Frutarom Industries Ltd. (TASE:FRUT)	-	Frutarom Industries Ltd. (TASE:FRUT) acquired Grow Company, Inc. for \$37.5 million on January 11, 2016.
National Consumer Outdoors Corporation	\$61	Central Garden & Pet Company (NasdaqGS:CENT)	-	Central Garden & Pet Company (NasdaqGS:CENT) entered into an asset purchase agreement to acquire Dallas Manufacturing Company, Inc. from Malibu Lighting Corporation for \$61 million on November 12, 2015.
Woodstream Corporation	\$397	Vestar Capital Partners, Inc.	-	Vestar Capital Partners VI, L.P. of Vestar Capital Partners, Inc. signed a definitive agreement to acquire Woodstream Corporation from Brockway Moran & Partners, Inc. and CHS Capital for approximately \$400 million on April 27, 2015.
Ridley Inc.	\$429	Alltech, Inc.	8.1x	Alltech, Inc. entered into a definitive agreement to acquire Ridley Inc. (TSX:RCL) from Fairfax Financial Holdings Limited (TSX:FFH), AGF Investments Inc and others for approximately CAD 520 million in cash on April 22, 2015.
Blue Acquisition Group, Inc.	\$5,769	The J. M. Smucker Company (NYSE:SJM)	-	The J. M. Smucker Company (NYSE: SJM) entered into a definitive agreement to acquire Blue Acquisition Group, Inc.

Source: Capital IQ.

# Peakstone Momentum

 <p><b>MARKET FRESH PRODUCE</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>LABRIOLA</b> EST. 1988 ARTISAN SEASON</p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>SOUTHERN IMPERIAL</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>Fairrington</b> For Full Impact Logistics</p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>LG</b> Medical Technologies, Inc.</p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>AutoAccessories</b> // GARAGE</p> <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>Automotive Assurance Group</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>TSI</b> <b>ServiceLogic</b> Building Efficiency and Sustainability</p> <p>M&amp;A Advisor PEAKSTONE</p>
 <p><b>Alden &amp; Ott</b> PRINTING PLUS</p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>The Service Center</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>NitroFill</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>Persio</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>ITEMMASTER</b> Every brand. Everywhere.</p> <p>Financial Advisor PEAKSTONE</p>	 <p><b>Brett</b> EQUIPMENT</p> <p><b>SOGID</b> Capital M&amp;A Advisor PEAKSTONE</p>	 <p><b>UPF Services</b> Integrated Lending, Servicing &amp; Default Solutions</p>  <p>Financing Advisor PEAKSTONE</p>	 <p><b>Rosenberg &amp; Associates</b></p>  <p>Financial Advisor PEAKSTONE</p>
 <p><b>Pepperjax Grill</b> PANCAKE FRILLIES &amp; MORE</p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>HA</b> LOGISTICS, INC.</p>  <p><b>AFN</b> The Best Way Every Day</p> <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>CYLX</b> <b>BISON</b> GROUP</p> <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>CLEARBROOK FARMS</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>Petstages</b></p>  <p><b>outward hound</b> CORPORATION</p> <p>Riverside M&amp;A Advisor PEAKSTONE</p>	 <p><b>ABC RENTS.COM</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>simply color lab</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>Ashford</b></p>  <p>Financial Advisor PEAKSTONE</p>
 <p><b>ACQUIRE</b> AUTOMATION</p>  <p><b>RED OAK</b> GROWTH PARTNERS</p> <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>ANDERSON</b> MACHINING SERVICE Established in Precision CNC Machining</p>  <p><b>BASIN</b> HOLDINGS</p> <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>TECHNOMIC</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>GLEN OAK</b> LUMBER &amp; MILLING</p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>HAZEN</b> transport group</p>  <p><b>Dynamex</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>REALTRUCK.COM</b> PICKUP   VAN   SUV ACCESSORIES</p>  <p><b>THI</b> America's Best Selling Truck Accessories</p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>COMFORT.COM</b> UNMATCHED EXPERTISE</p>  <p><b>POWER EQUIPMENT DIRECT</b></p>  <p>M&amp;A Advisor PEAKSTONE</p>	 <p><b>DURO</b> TRAILER   TRUCK   SUV</p>  <p><b>H2</b> HILEX</p>  <p>M&amp;A Advisor PEAKSTONE</p>

# Contact Us

---

## About Peakstone

Peakstone is an investment bank that specializes in mergers and acquisitions advisory and capital raising for middle market clients. Our team is comprised of senior investment banking professionals who have decades of experience and have executed hundreds of transactions totaling billions of dollars. For additional information, visit [www.peakstone.com](http://www.peakstone.com).

### Contact

**Alex Fridman**

Managing Director

[alex@peakstone.com](mailto:alex@peakstone.com)

312-204-7300

**Calvin Ye**

Analyst

[cye@peakstone.com](mailto:cye@peakstone.com)

312-262-7734