

# US Consumer Sector M&A & Valuation TLDR - 2025-10-29

## US Consumer Sector

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### 1. 30-Second TL;DR

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- Tilaknagar Industries is acquiring Pernod Ricard's Imperial Blue for \$488 million to strengthen its position in the Indian spirits market.
- Titan Company Limited is acquiring Damas Jewellery for \$283 million to expand its luxury presence in the Middle East.
- The Consumer & Retail sector shows cautious optimism with trading multiples: Consumer Staples at 15.2x EV/EBITDA, Consumer Durables at 11.8x, and E-commerce at 18.9x, driven by post-festive demand but tempered by economic uncertainties.

### 2. 1-Minute TL;DR

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- Tilaknagar Industries announced its acquisition of Pernod Ricard's Imperial Blue for \$488 million, aiming to consolidate its market position in India and leverage the brand's distribution network amid rising demand for premium spirits.
- Titan Company Limited is acquiring Damas Jewellery for \$283 million, enhancing its footprint in the lucrative Middle Eastern luxury market.
- The Consumer & Retail sector is experiencing a mix of optimism and caution, with trading multiples reflecting this sentiment: Consumer Staples at 15.2x EV/EBITDA, Consumer Durables at 11.8x, and E-commerce at 18.9x. Key drivers include post-festive demand and digital transformation, while headwinds consist of economic uncertainty and supply chain challenges.

### 3. 2-Minute TL;DR

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- Tilaknagar Industries is set to acquire Pernod Ricard's Imperial Blue for \$488 million, a strategic move to enhance its presence in the Indian spirits market. The deal aims to leverage Imperial Blue's established brand and distribution network, capitalizing on the growing demand for premium spirits, especially during festive seasons. However, integration risks and regulatory scrutiny pose challenges.
- Titan Company Limited is acquiring Damas Jewellery for \$283 million to expand its luxury offerings in the Middle East. This acquisition allows Titan to tap into a lucrative market, although it faces potential

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cultural integration challenges and market volatility.

- The Consumer & Retail sector is navigating a landscape of cautious optimism, with trading multiples reflecting varied performance: Consumer Staples at 15.2x EV/EBITDA, Consumer Durables at 11.8x, and E-commerce at 18.9x. The sector is buoyed by post-festive demand and digital transformation, but economic uncertainties and supply chain disruptions remain significant headwinds.

- Analysts express cautious optimism, noting that while demand is strong, the potential impacts of inflation and supply chain issues warrant vigilance. Retailers are advised to focus on inventory management and invest in digital capabilities to capitalize on emerging opportunities.