

# US Consumer Sector M&A & Valuation TLDR - 2025-10-27

*US Consumer Sector*

*Generated on 2025-10-27*

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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, aiming to expand its premium spirits portfolio in India.
- Titan Company is acquiring Damas Jewellery for \$283 million to enhance its luxury offerings in the Middle East.
- The consumer and retail sector shows cautious optimism, with trading multiples like EV/EBITDA at 15.2x for consumer staples, driven by digital transformation and early holiday strategies.

## 2. 1-Minute TL;DR

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- Tilaknagar Industries announced the acquisition of Pernod Ricard's Imperial Blue for \$488 million, enhancing its position in the premium spirits market in India. The deal aims to leverage established brand equity, although risks include integration challenges and regulatory scrutiny.
- Titan Company is acquiring Damas Jewellery for \$283 million to expand its footprint in the Middle East luxury market, facing risks from market volatility and integration complexities.
- The consumer and retail sector is navigating cautious optimism, with average EV/EBITDA multiples at 15.2x for consumer staples and 11.8x for consumer durables. Key drivers include digital transformation and early holiday promotions, 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 premium spirits portfolio in India. This acquisition aims to capitalize on the growing demand for premium alcoholic beverages, although it faces risks such as brand dilution and regulatory scrutiny.
- Titan Company is acquiring Damas Jewellery for \$283 million, aiming to strengthen its luxury offerings in the Middle Eastern market. This deal is expected to leverage Damas' established brand presence, but Titan must navigate market volatility and integration complexities.

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- The consumer and retail sector is characterized by cautious optimism, with trading multiples reflecting varying growth prospects: EV/EBITDA of 15.2x for consumer staples, 11.8x for consumer durables, and 13.4x for consumer discretionary. The sector is adapting to changing consumer behaviors, particularly with early holiday promotions and a focus on digital transformation.
- Key market dynamics include the ongoing shift towards e-commerce and direct-to-consumer models, while challenges such as economic uncertainty and supply chain disruptions persist. Investors should focus on early holiday strategies and technology investments to capitalize on growth opportunities in this evolving landscape.