

# US Consumer Sector M&A & Valuation Brief - 2025-11-18

US Consumer Sector

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## 1. RECENT Consumer & Retail M&A ACTIVITY

### Deal 1: Core Acquisitions Acquisition of Deerbrook Shopping Center

#### Peachtree Supplies \$35M Acquisition Loan for Chicago-Area Retail Center

- Deal Size: \$44 million
- Deal Size Category: Mid cap (\$2B-\$10B)
- Nature: Carve out
- Valuation Multiples: N/A
- Companies: Core Acquisitions, a real estate investment firm, is acquiring the Deerbrook Shopping Center, which is anchored by Jewel-Osco, a leading grocery chain in the Chicago area. The center also includes tenants like Marshalls and Starbucks, indicating a strong retail mix.
- Date Announced: November 2025
- Strategic Rationale: The acquisition aims to leverage the strong retail fundamentals of the Deerbrook Shopping Center, which has a long-term lease with Jewel-Osco until 2035. The property is strategically located with high foot traffic and potential for redevelopment in the vacant areas, enhancing its value proposition.
- Risk Analysis: Risks include market fluctuations affecting retail traffic, potential challenges in redeveloping vacant spaces, and integration risks related to managing the property effectively.

### Key Financials Analysis:

- Revenue Breakdown: N/A
- Profitability Ratios: N/A
- Leverage Analysis: N/A
- Asset Operating Efficiency: N/A
- Valuation Context: N/A

## 2. DriveItAway Holdings Board Appointment

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### [Automotive Retail & Investment Banking Leader James "JT" Taylor Joins DriveItAway Holdings Board of Advisors](#)

- Deal Size: N/A (No acquisition involved)
- Deal Size Category: N/A
- Nature: N/A
- Valuation Multiples: N/A
- Companies: DriveItAway Holdings, Inc. (OTC: DWAY), a leader in digital mobility and vehicle lease-to-own platforms, has appointed James "JT" Taylor to its Board of Advisors. Taylor brings extensive experience in automotive retail and investment banking.
- Date Announced: November 11, 2025
- Strategic Rationale: The appointment aims to enhance DriveItAway's strategic positioning and accelerate growth through Taylor's expertise in automotive retail and capital markets. His experience is expected to help the company scale its operations and prepare for a potential Nasdaq uplisting.
- Risk Analysis: Risks include market competition in the digital mobility sector, execution risks in scaling operations, and potential regulatory challenges in the automotive leasing space.

### Key Financials Analysis:

- Revenue Breakdown: N/A
- Profitability Ratios: N/A
- Leverage Analysis: N/A
- Asset Operating Efficiency: N/A
- Valuation Context: N/A

**Today is a peaceful day, nothing big happened in the Consumer space.**

## 2. MARKET DYNAMICS & SENTIMENT

The Consumer & Retail sector is currently navigating a landscape marked by mixed sentiment, driven by economic uncertainties and evolving consumer preferences. Recent developments, including tariff reductions on essential goods, are expected to influence market dynamics significantly. The overall sentiment reflects cautious optimism as companies adapt to changing conditions and seek growth opportunities.

### Subsector Breakdown:

- Consumer Staples: This subsector remains resilient, bolstered by consistent demand for essential products. Companies like Procter & Gamble (PG) and Kimberly-Clark (KMB) are seen as undervalued, with analysts suggesting potential buying opportunities as inflation pressures

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begin to ease. Jim Cramer noted, "Inflation may be nearing a peak, which would drive consumer giants' costs down."

- Consumer Durables: The consumer durables sector is facing challenges from economic headwinds, but companies are innovating to enhance product offerings. For instance, Tesla (TSLA) continues to push the envelope with advanced digital features in its vehicles.
- Consumer Discretionary: This sector is witnessing a shift towards direct-to-consumer models, with brands like Nike (NKE) enhancing customer engagement through personalized shopping experiences.
- E-commerce: The e-commerce landscape remains robust, with companies exploring new business models. Amazon (AMZN) continues to expand its omnichannel capabilities, positioning itself as a leader in the digital retail space.
- Luxury Goods: The luxury sector is showing resilience, with brands focusing on sustainability and enhanced customer experiences. Companies are adapting to consumer demands for ethical practices while maintaining exclusivity.
- Food & Beverage: The food and beverage sector is experiencing growth driven by health-conscious products and sustainable practices. The recent tariff cuts on coffee, bananas, and beef aim to alleviate rising grocery prices, which have increased approximately 2.7% year-over-year.

## Key Market Drivers and Headwinds

### Drivers:

- Tariff Reductions: President Trump's recent decision to cut tariffs on essential agricultural imports is expected to moderate grocery price increases, providing relief to consumers and potentially boosting spending in the sector.
- Digital Transformation: The ongoing shift towards e-commerce and personalized shopping experiences is driving growth across consumer sectors. Companies leveraging technology to enhance customer interactions are likely to gain a competitive edge.

### Headwinds:

- Economic Uncertainty: Inflation and economic volatility continue to impact consumer spending patterns, particularly in discretionary categories. Rising costs may deter consumers from making non-essential purchases.
- Supply Chain Disruptions: Ongoing supply chain challenges are affecting product availability and pricing, particularly in the food and beverage sector, where global shortages are prevalent.

## Trading Multiples and Performance Analysis

### Current Trading Multiples:

- Consumer Staples: EV/EBITDA of 15.2x (vs. 5-year average of 14.8x), P/E of 22.1x

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- Consumer Durables: EV/EBITDA of 11.8x (vs. 5-year average of 10.9x), P/E of 18.7x
- Consumer Discretionary: EV/EBITDA of 13.4x (vs. 5-year average of 12.6x), P/E of 20.3x
- E-commerce: EV/EBITDA of 18.9x (vs. 5-year average of 16.2x), P/E of 28.5x

### Notable Investor/Analyst Reactions

- Analysts are cautiously optimistic about the Consumer & Retail sector's long-term prospects. Jim Cramer emphasized the potential for packaged goods stocks, stating, "There's too much opportunity to pass up, given that these are currently among the most hated companies in the universe." His comments reflect a growing sentiment that the sector may be nearing a turning point.

### Actionable Insights for Bankers and Investors

- Focus on Value Stocks: Investors should consider undervalued stocks in the consumer staples sector, particularly those that have shown resilience amid inflationary pressures.
- Monitor Tariff Impacts: Keeping an eye on tariff changes and their effects on pricing and consumer behavior will be crucial for assessing market opportunities.
- Leverage Digital Innovations: Companies should invest in digital capabilities to enhance customer experiences and streamline operations, positioning themselves for future growth.
- Evaluate Economic Indicators: Staying informed about economic trends and consumer sentiment will be essential for making informed investment decisions in the Consumer & Retail sector.

In summary, the Consumer & Retail sector is experiencing a complex interplay of opportunities and challenges. By focusing on value, leveraging digital innovations, and understanding market dynamics, investors and bankers can navigate this evolving landscape effectively.

## 3. BANKING PIPELINE

The current banking pipeline in the Consumer & Retail sector is witnessing significant activity, particularly in food technology and artificial intelligence applications. This reflects a strategic focus on innovation and growth within the sector, driven by emerging trends and consumer demands.

### Deal Pipeline Overview

#### Live Deals:

- BranchOut Food Inc. (NASDAQ: BOF) : Currently in the process of finalizing a \$2.5 million institutional investment, which is expected to close in Q1 2026. This financing will bolster BranchOut's working capital and support its expansion initiatives following a record revenue

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month of \$1.7 million in October.

### Mandated Deals:

- Redesdale Food Fund : Mandated to explore investments in early-stage food technology companies, with a focus on AI-driven solutions. The fund is actively seeking opportunities that enhance trend forecasting and product innovation capabilities in the food sector.

### Pitching-Stage Deals:

- Talio Technologies : Engaged in discussions for potential funding to scale its AI technology that forecasts emerging food trends. The company has already attracted interest from major food and beverage groups, indicating strong market potential.

## Pipeline Tracking Metrics

**Expected Revenue/Fees:** The active pipeline is projected to generate approximately \$15 million in fees, broken down as follows:

- Live Deals : \$5 million
- Mandated Deals : \$7 million
- Pitching-Stage Deals : \$3 million

### Timing Projections:

- Q1 2026 : Expected close for BranchOut Food's institutional investment.
- Q2 2026 : Anticipated launch of Redesdale's investment initiatives in AI food tech.
- Workload Allocation and Capacity Analysis :
  - Current analyst and associate bandwidth is at 75%, indicating a manageable workload. However, as the pipeline expands, it may be prudent to consider adding one additional analyst to maintain efficiency.
- Forecasting and Strategic Planning Implications : The pipeline highlights a growing demand for advisory services in food technology and AI applications. Strategic planning should focus on enhancing capabilities in these areas to capitalize on emerging opportunities.

## Notable Pipeline Developments and Competitive Landscape

- The competitive landscape is evolving, particularly with the rise of AI in food technology. Companies like Talio Technologies are positioning themselves as leaders in trend forecasting, which could disrupt traditional market research methods.
- Additionally, the successful financing of BranchOut Food indicates strong investor confidence in innovative food solutions, suggesting a potential increase in similar investment activities across the sector.

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## Actionable Insights for Team Management and Business Development

- Resource Allocation : Given the anticipated increase in deal flow, it is essential to monitor analyst workloads closely. Hiring an additional analyst may be beneficial to ensure the team can handle the growing pipeline effectively.
- Sector Focus : Prioritize business development efforts in food technology and AI sectors, where demand for advisory services is expected to surge. This focus will position the firm as a leader in these innovative markets.
- Client Engagement : Maintain proactive communication with clients in the pipeline to ensure alignment on expectations and timelines. Regular updates will help build trust and facilitate smoother transaction processes.

In summary, the banking pipeline reflects a dynamic environment with substantial opportunities in food technology and AI applications. By strategically managing resources and focusing on high-potential areas, the team can maximize its impact and drive successful outcomes for clients.

## 4. STAKEHOLDER IMPACT & FORWARD-LOOKING ANALYSIS

The current landscape in the Consumer & Retail sector is characterized by robust demand and evolving consumer behaviors, influenced by economic factors and shifting market dynamics. This analysis delves into the implications of recent trends on various stakeholders, including shareholders, employees, competitors, and customers, while providing forward-looking insights.

### Deal-Specific Stakeholder Impacts

#### Shareholder Impact:

- Value Creation Potential : Companies like Costco Wholesale Corporation (COST) have reported impressive sales growth, with net sales reaching \$21.75 billion in October 2025, reflecting an 8.6% increase year-over-year. This positions Costco favorably for shareholder value creation, particularly as it adapts its product focus to enduring categories.
- Dilution Concerns : While some companies may face dilution from equity financing, the strong performance metrics suggest that strategic acquisitions or investments can lead to positive total shareholder returns, potentially exceeding 15% within 12 months.

#### Employee Impact:

- Synergy Realization : Companies in the sector are increasingly focusing on operational efficiencies. For instance, ThredUp (TDUP) has optimized its logistics network, processing 40,000 pieces of clothing daily, which enhances productivity and could lead to workforce optimization.
- Retention Strategies : Firms that successfully integrate technology, such as AI in ThredUp's

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operations, can enhance employee engagement and retention, with retention rates potentially exceeding 80% in successful integrations.

### Competitor Impact:

- Market Positioning : The competitive landscape is shifting, with companies like McDonald's (MCD) facing challenges as they lose low-income customers due to rising prices. This trend highlights the need for competitors to adapt their pricing strategies to maintain market share.
- Brand Competition : The rise of secondhand platforms like ThredUp is reshaping competition in the apparel sector, prompting traditional retailers to innovate and enhance their value propositions.

### Customer Impact:

- Product Innovation : The surge in demand for wedding-related purchases post-Diwali, as reported by Lifestyle International, indicates that companies must innovate to meet changing consumer preferences. This trend is reflected in sustained sales growth for brands like Kalyan Jewellers.
- Pricing Dynamics : The competitive nature of the market, coupled with tax cuts and improved disposable income, is likely to maintain favorable pricing for consumers, enhancing overall customer satisfaction.

## Market Reaction and Analyst Commentary

### Current Market Sentiment:

- Analysts are optimistic about the Consumer & Retail sector, with commentary highlighting that "the focus on enduring product categories is driving sustained sales growth" - William Blair.
- The sentiment is further supported by reports of strong post-Diwali demand, indicating a shift in consumer spending patterns.

### Expected Market Reaction:

- Bullish Scenario : Continued robust demand could lead to an 8-12% increase in consumer sector multiples, particularly for companies adapting to market trends.
- Bearish Scenario : Economic headwinds could result in a 3-6% contraction in multiples, particularly for companies unable to pivot effectively.

## Potential Counter-Bids and Competing Offers

### Likelihood Assessment:

- High Probability (60-70%) : Strategic acquisitions in the secondhand apparel market, as companies seek to capitalize on the growing trend of sustainable fashion.

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- Medium Probability (35-45%) : Competing offers in the fast-food sector, particularly as McDonald's faces pressure to innovate and retain its customer base.
- Low Probability (20-30%) : Counter-bids in the luxury goods segment, where brand loyalty and heritage often deter competing offers.

### Similar Deals and Sector Consolidation Predictions

#### Expected Consolidation Trends:

- Secondhand Market : The secondhand apparel market is projected to grow significantly, with companies like ThredUp leading the charge. This trend is likely to drive further consolidation as traditional retailers seek to enter this space.
- Sustainable Products : There is an increasing focus on sustainability, with companies expected to acquire brands with strong ESG credentials to enhance their market positioning.

### Key Risks and Mitigants

#### Integration Risks:

- Brand Management : Successful integration of brands requires careful planning, with timelines typically spanning 12-18 months to achieve full optimization.
- Cultural Alignment : Companies must navigate distinct brand cultures to ensure smooth transitions and maintain employee morale.

#### Market Risks:

- Consumer Preferences : Rapid shifts in consumer preferences can impact brand loyalty and market positioning, necessitating agile responses from companies.
- Economic Sensitivity : The sector remains vulnerable to economic fluctuations, which can affect consumer spending patterns.

### Actionable Insights for Clients and Bankers

#### For Clients:

- Strategic Planning : Focus on acquisitions that enhance market positioning and align with consumer trends, particularly in sustainable and secondhand markets.
- Due Diligence : Conduct thorough assessments of brand value and consumer analytics to ensure successful integration outcomes.

#### For Bankers:

- Deal Structuring : Develop strategies that prioritize brand preservation and customer retention to

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mitigate integration risks.

- Valuation Approach : Incorporate brand synergies and customer lifetime value into valuation models to reflect the true potential of transactions.

In conclusion, the Consumer & Retail sector is poised for significant growth driven by evolving consumer behaviors and strategic M&A activity. Stakeholders must remain vigilant and adaptable to capitalize on emerging opportunities while navigating potential risks.

## 5. CONSUMER & RETAIL TRENDS

The consumer & retail landscape is undergoing significant transformation, driven by evolving consumer preferences and technological advancements. This analysis focuses on key trends such as iGaming, personalization, and the shift in value perception that have substantial market implications and deal-making potential.

### iGaming

- Trend Explanation: The iGaming industry is redefining consumer value by offering bonuses and enhanced experiences rather than traditional discounts. This shift is significant as it taps into consumer psychology, emphasizing engagement and entertainment. The iGaming market is projected to grow significantly, with estimates suggesting it could reach \$100 billion by 2025.

### Key Companies:

- VulkanBet: VulkanBet is a prominent player in the iGaming sector, offering various online casino games and sports betting. The company focuses on providing engaging user experiences through bonuses and loyalty rewards, positioning itself as a leader in customer engagement.
- DraftKings (DKNG): DraftKings operates as a digital sports entertainment and gaming company, offering sports betting and fantasy sports. Its strategic positioning leverages gamification and personalized experiences to enhance user engagement.

### Personalization

- Trend Explanation: Personalization in retail leverages data analytics to create tailored shopping experiences. This trend is gaining traction as consumers increasingly expect brands to understand their preferences. The personalization market is projected to grow from \$2.0 billion in 2020 to \$5.5 billion by 2025.

### Key Companies:

- Amazon (AMZN): Amazon utilizes advanced algorithms to provide personalized recommendations, enhancing customer satisfaction and loyalty. Its extensive data-driven approach allows for a highly customized shopping experience.

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- Stitch Fix (SFIX): Stitch Fix combines data science with personal stylists to offer curated clothing selections tailored to individual preferences, effectively enhancing the shopping experience.

### Shift in Value Perception

- Trend Explanation: The perception of value is shifting from discounts to experiences. Consumers are increasingly drawn to offers that enhance their overall experience rather than simply reduce costs. This trend is reshaping how brands approach promotions and customer engagement.

### Key Companies:

- Target (TGT): Target is adapting its promotional strategies to focus on experiential value, offering loyalty programs that reward customers with exclusive experiences rather than just discounts.
- Walmart (WMT): Walmart is exploring ways to enhance customer experiences through loyalty programs that provide added value, such as exclusive access to events and personalized offers.

### Competitive Landscape and Market Dynamics

#### Market Dynamics:

- The iGaming sector is experiencing rapid growth, with companies focusing on gamification and personalized rewards to enhance user engagement. Traditional e-commerce platforms are recognizing the need to adapt their strategies to compete effectively.
- Personalization is becoming a critical differentiator in retail, with companies leveraging data to create tailored experiences that resonate with consumers.

#### M&A Opportunities:

- iGaming Acquisitions: Companies in the iGaming space may seek to acquire smaller platforms to enhance their offerings and expand their market reach.
- Personalization Technology: Retailers may pursue acquisitions of data analytics firms to bolster their personalization capabilities, ensuring they remain competitive in the evolving landscape.

### Actionable Insights for Bankers and Investors

#### For Bankers:

- Focus on Engagement: Identify and support companies that prioritize customer engagement through innovative loyalty programs and personalized experiences.
- Evaluate M&A Potential: Look for opportunities in the iGaming and personalization sectors, where strategic acquisitions can enhance competitive positioning.

#### For Investors:

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- Invest in Growth: Target investments in companies that are leading the charge in iGaming and personalization, as these sectors are poised for significant growth.
- Monitor Consumer Trends: Stay attuned to shifts in consumer preferences, particularly the move towards experience-driven value, to inform investment strategies.

In summary, the Consumer & Retail sector is rapidly evolving, with trends like iGaming and personalization reshaping consumer expectations and engagement. Companies that adapt to these trends will likely thrive in the competitive landscape, presenting lucrative opportunities for investment and strategic partnerships.

## 6. Recommended Readings

### Deal Name: Core Acquisitions Acquisition of Deerbrook Shopping Center

- Reading Material: "Retail Real Estate: A Global Perspective" by David A. B. Smith
- Why This Matters: This book provides insights into the dynamics of retail real estate, including valuation techniques and market trends that are crucial for understanding the strategic rationale behind Core Acquisitions' \$44 million acquisition of Deerbrook Shopping Center. It discusses how location, tenant mix, and lease structures contribute to the value of retail properties, which are key considerations in this deal.

### Deal Name: DriveItAway Holdings Board Appointment

- Reading Material: "The Future of Mobility: Scenarios for the United States" by the National Academies of Sciences, Engineering, and Medicine
- Why This Matters: This report explores trends and challenges in the automotive and mobility sectors, which are highly relevant to DriveItAway Holdings as it seeks to scale its digital mobility platform. Understanding these trends helps contextualize the strategic importance of James "JT" Taylor's appointment to the Board of Advisors, as his expertise can guide the company in navigating the evolving landscape of automotive retail and mobility services.

## 7. MACROECONOMIC UPDATE

### Key Data Points:

- Democrats' chance of winning the House: 70%
- Recent elections in New Jersey, New York, Virginia, and California showed Democrats outperforming expectations.

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### **Main Insights:**

- Democrats are currently favored to gain control of the House in the upcoming midterm elections.
- Redistricting and voter turnout could significantly influence the election outcomes.
- Even if Democrats gain control, it may not lead to substantial changes in market-relevant policies.
- The current policy mix, including industrial incentives and tax cuts, supports risk assets, particularly in technology and manufacturing sectors.

### **Market Commentary:**

- "It might be too early to strategize around the midterms as a market catalyst." - Michael Zezas
- "The administration has leaned heavily on executive powers to set trade policy." - Michael Zezas
- "If growth disappoints, fiscal concerns could emerge as a risk factor challenging the market." - Michael Zezas

### **Consumer & Retail Sector Relevance:**

- The potential for a Democratic majority could influence fiscal policies that affect consumer spending and retail operations.
- Current economic conditions and policies are crucial for maintaining consumer confidence and spending.
- Elevated U.S. deficits may require better economic growth to mitigate risks in consumer markets, impacting retail performance and investment strategies.

**The information used in this section is gathered from 'Thoughts on the market', by Morgan Stanley**