

# US Consumer Sector M&A & Valuation TLDR - 2025-11-10

*US Consumer Sector*

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## 1. 30-Second TL;DR

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- Starbucks announced a \$4 billion joint venture with Boyu Capital, ceding control of its China retail arm, valued at approximately 3.25x.
- Lendlease REIT plans to acquire 70% of PLQ Mall for S\$885 million, reflecting a 2.1% discount and a net yield of 4.5%.
- The Consumer & Retail sector shows mixed sentiment, with average EV/EBITDA multiples of 15.2x for staples and 18.9x for e-commerce, driven by digital transformation and economic uncertainties.

## 2. 1-Minute TL;DR

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- Starbucks' \$4 billion deal with Boyu Capital allows it to leverage local expertise in China while retaining brand control, with an estimated valuation of \$13 billion for its China business.
- Lendlease REIT's acquisition of 70% of PLQ Mall aims to enhance its suburban retail portfolio, with a property value reflecting a 2.1% discount and a 4.5% yield.
- The Consumer & Retail sector is characterized by cautious optimism, with average EV/EBITDA multiples of 15.2x for staples and 18.9x for e-commerce, indicating healthy valuations in high-growth areas.
- Key market drivers include digital transformation and increased investment, while headwinds consist of economic uncertainty and supply chain disruptions.

## 3. 2-Minute TL;DR

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- Starbucks has entered a \$4 billion joint venture with Boyu Capital, transferring majority control of its China retail arm, which is valued at over \$13 billion, implying a valuation multiple of 3.25x. This strategic move aims to enhance growth in a critical market by leveraging local expertise while maintaining brand integrity.
- Lendlease REIT is set to acquire 70% of PLQ Mall for S\$885 million, representing a 2.1% discount to the latest valuation and a net property income yield of 4.5%. This acquisition aligns with Lendlease's

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strategy to strengthen its suburban retail portfolio in Singapore.

- The Consumer & Retail sector is navigating a landscape of mixed sentiment, with average EV/EBITDA multiples of 15.2x for consumer staples and 18.9x for e-commerce, reflecting robust investor interest in high-growth areas. Companies are increasingly focusing on digital transformation and direct-to-consumer models.

- Key market drivers include technological advancements and significant venture capital investments, while challenges such as inflation and supply chain issues persist. Analysts express cautious optimism about the sector's long-term prospects, emphasizing the importance of digital integration in driving future growth.