

US Consumer Sector M&A & Valuation TLDR - 2025-10-30

US Consumer Sector

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1. 30-Second TL;DR

- AIG is acquiring Everest Group's retail insurance portfolio for \$2 billion, enhancing its market position without past liabilities.
- Tilaknagar Industries is acquiring Pernod Ricard's Imperial Blue brand for \$488 million, strengthening its portfolio in the spirits market.
- The Consumer & Retail sector shows mixed sentiment, with average EV/EBITDA multiples of 15.2x for staples and 11.8x for durables, influenced by economic uncertainties and evolving consumer preferences.

2. 1-Minute TL;DR

- AIG's \$2 billion acquisition of Everest Group's retail insurance portfolio aims to expand its customer base and align with its growth strategy under CEO Peter Zaffino, while avoiding past liabilities.
- Tilaknagar Industries is acquiring Pernod Ricard's Imperial Blue for \$488 million, enhancing its brand portfolio and leveraging distribution networks.
- The Consumer & Retail sector is navigating mixed sentiment, with average EV/EBITDA multiples of 15.2x for consumer staples and 11.8x for consumer durables, reflecting economic challenges and shifting consumer behaviors.
- Key market drivers include digital transformation and robust investment in tech, while headwinds consist of economic uncertainty and supply chain disruptions.

3. 2-Minute TL;DR

- AIG's acquisition of Everest Group's retail insurance portfolio for \$2 billion is a strategic move to enhance its market position in retail insurance without inheriting past liabilities. This aligns with AIG's transformation strategy under CEO Peter Zaffino, focusing on growth and efficiency, although integration and regulatory risks remain.
- Tilaknagar Industries is acquiring Pernod Ricard's Imperial Blue brand for \$488 million, which

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strengthens its portfolio in the spirits market. This acquisition reflects a broader trend in the Indian consumer sector towards consolidation to enhance brand presence.

- The Consumer & Retail sector is characterized by mixed sentiment, with average EV/EBITDA multiples of 15.2x for consumer staples, 11.8x for consumer durables, and 13.4x for discretionary items. High-growth areas like e-commerce are thriving, while traditional sectors face challenges due to economic uncertainties and changing consumer preferences.

- Analysts express cautious optimism about the sector, noting that smaller retailers may benefit during the holiday season as consumers turn away from larger chains. Investors are advised to focus on high-growth areas and monitor consumer trends to navigate the evolving landscape effectively.