

# US Consumer Sector M&A & Valuation TLDR - 2025-10-28

## US Consumer Sector

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### 1. 30-Second TL;DR

- Tilaknagar Industries is acquiring Pernod Ricard's Imperial Blue for \$488 million to enhance its premium spirits portfolio in India.
- Titan Company Limited is acquiring Damas Jewellery for \$283 million to expand its presence in the Middle Eastern luxury market.
- The Consumer & Retail sector shows cautious optimism with an average EV/EBITDA multiple of 15.2x, driven by soft inflation and strong earnings, but faces headwinds from rising food prices and economic uncertainties.

### 2. 1-Minute TL;DR

- Tilaknagar Industries announced its acquisition of Pernod Ricard's Imperial Blue for \$488 million, aiming to strengthen its position in the premium spirits market in India. The deal leverages Pernod's distribution networks but faces integration and regulatory risks.
- Titan Company Limited is acquiring Damas Jewellery for \$283 million to tap into the lucrative Middle Eastern luxury segment, benefiting from Damas's established brand. Integration and market competition pose potential challenges.
- The Consumer & Retail sector is characterized by cautious optimism, with an average EV/EBITDA multiple of 15.2x. While sectors like e-commerce and consumer discretionary are thriving, challenges such as rising food inflation and economic uncertainties could impact consumer spending.

### 3. 2-Minute TL;DR

- Tilaknagar Industries is acquiring Pernod Ricard's Imperial Blue for \$488 million, a strategic move to enhance its premium spirits portfolio in India. This acquisition allows Tilaknagar to leverage Pernod's established distribution networks and brand equity, although it faces risks related to integration and regulatory challenges in the alcohol sector.
- Titan Company Limited's acquisition of Damas Jewellery for \$283 million aims to expand its footprint in the Middle East's luxury market. This deal provides immediate access to a lucrative customer base

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but presents integration risks and competition from local luxury brands.

- The Consumer & Retail sector is navigating a landscape of cautious optimism, with an average EV/EBITDA multiple of 15.2x. High-growth sectors like e-commerce and consumer discretionary are attracting investor interest, while traditional sectors face challenges from rising costs and inflation. Key market drivers include softer inflation data and strong earnings reports, while headwinds consist of food inflation and economic uncertainties.
- Analysts suggest that investors should focus on growth sectors, monitor inflation trends, and leverage technology to enhance digital capabilities. The current banking pipeline is also affected by the government shutdown impacting SNAP benefits, presenting both challenges and opportunities for investment banking activities in food security and consumer goods.