

US Consumer Sector M&A & Valuation TLDR - 2025-10-31

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 presence without past liabilities.
- The Consumer & Retail sector faces cautious sentiment due to inflation and supply chain issues, with varying performance across subsectors.
- Current trading multiples show Consumer Staples at 15.2x EV/EBITDA and Consumer Discretionary at 13.4x, reflecting mixed investor confidence.

2. 1-Minute TL;DR

- AIG's \$2 billion acquisition of Everest Group's retail insurance portfolio allows for significant customer base expansion while avoiding past liabilities, aligning with AIG's strategy for operational efficiency.
- The Consumer & Retail sector is navigating economic pressures, with Consumer Staples facing challenges from high input costs, while Consumer Durables see rising demand.
- Trading multiples indicate Consumer Staples at 15.2x EV/EBITDA and Consumer Discretionary at 13.4x, suggesting cautious optimism among investors.
- Analysts highlight the need for resilience in investments, particularly in sectors like luxury goods and e-commerce, while being wary of economic uncertainties.

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 general insurance offerings without assuming Everest's past liabilities. This aligns with CEO Peter Zaffino's transformation strategy, aiming for operational efficiency post-2008 financial crisis. The deal is expected to bolster AIG's growth, with premiums written reaching \$23.9 billion in 2024.
- The Consumer & Retail sector is currently facing a challenging landscape, with inflation and supply chain disruptions impacting consumer behavior. Consumer Staples are struggling with high input costs, while Consumer Durables are experiencing increased demand, particularly in electronics and

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automotive sectors. E-commerce remains a mixed bag, with companies like eBay facing macroeconomic uncertainties.

- Current trading multiples reflect cautious investor sentiment, with Consumer Staples at 15.2x EV/EBITDA and Consumer Discretionary at 13.4x, indicating a preference for resilient sectors. Analysts advise focusing on sectors that demonstrate stability and adapting to changing consumer preferences.
- The banking pipeline shows promising activity, particularly in food and delivery segments, with expected revenue generation of \$15 million from active deals. Strategic partnerships and acquisitions are anticipated as companies navigate regulatory challenges and evolving consumer needs.