

# US Consumer Sector M&A & Valuation TLDR - 2025-12-19

## US Consumer Sector

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### 1. 30-Second TL;DR

- Apollo Global Management acquired Prosol Group to enhance its presence in the French fresh food retail market, though deal specifics remain undisclosed.
- Bain Capital and 11North Partners raised \$1.6 billion for a retail platform focused on grocery-anchored centers, capitalizing on necessity-based shopping trends.
- The Consumer & Retail sector is facing cautious sentiment, with trading multiples like EV/EBITDA at 15.2x for staples and 13.4x for discretionary, influenced by inflation and shifting consumer preferences.

### 2. 1-Minute TL;DR

- Apollo Global Management's acquisition of Prosol Group aims to strengthen its foothold in the French grocery sector, leveraging operational expertise to meet growing demand for fresh food. Financial details are not disclosed.
- Bain Capital and 11North Partners successfully raised \$1.6 billion to invest in grocery-anchored retail centers, responding to trends in necessity-based shopping.
- The Consumer & Retail sector is characterized by cautious sentiment, particularly in luxury goods, with trading multiples indicating varied performance: EV/EBITDA of 15.2x for staples, 11.8x for durables, and 13.4x for discretionary. Economic uncertainties and changing consumer behaviors are shaping market dynamics.

### 3. 2-Minute TL;DR

- Apollo Global Management's acquisition of Prosol Group, a French fresh food retailer, is part of its strategy to capitalize on the increasing demand for grocery retail in Europe. While the deal size is undisclosed, it aims to enhance Prosol's market position through operational efficiencies. Risks include integration challenges and competition from established players.
- Bain Capital and 11North Partners have raised \$1.6 billion for a joint venture focused on acquiring grocery-anchored retail centers, reflecting a strategic response to the growing trend of necessity-based shopping. The deal size categorizes it as large cap, but specific valuation multiples are not provided.

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- The Consumer & Retail sector is navigating a cautious landscape, particularly in luxury goods, with analysts noting a decline in resale values for high-end items. Current trading multiples show consumer staples at an EV/EBITDA of 15.2x, consumer durables at 11.8x, and consumer discretionary at 13.4x, indicating varied performance across subsectors. Key market drivers include digital transformation and rising demand for sustainable products, while headwinds consist of economic uncertainty and changing consumer preferences. Investors are advised to focus on resilient sectors and adapt to evolving consumer trends.