# Consumer Products Update

## October 2018

The Mufson Howe Hunter Consumer Products Update is designed to update business leaders, investors and industry professionals on current market trends and important developments within the consumer products sector of the economy. This report contains information on select companies in various subsectors within consumer products emphasizing financial performance, stock performance and M&A transactions.


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## MHH Sectors

**Cleaning and Bath Products**

**Décor**

**Furniture**

**Hardware and Outdoor**

**Household Appliances**

**Housewares**

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MHH's coverage of the Consumer Products Sector spans companies in the following six sub-segments for each of which our index has been calculated as follows:

**The MHH Cleaning and Bath Products Index** is currently comprised of Church & Dwight Co., Inc., Colgate-Palmolive Company, Kimberly-Clark Corporation, McBride plc, Prestige Brands Holdings, Inc., PZ Cussons Plc, Reckitt Benckiser Group plc, The Clorox Company and The Procter & Gamble Company.

**The MMH Décor Index** is currently comprised of Armstrong World Industries, Inc., Colefax Group plc, Culp, Inc., Fortune Brands Home & Security, Inc., Interface, Inc., Masco Corporation, Mohawk Industries, Inc., OMNOVA Solutions Inc., RPM International Inc., The Dixie Group, Inc., The Sherwin-Williams Company and Walker Greenbank plc.

**The MHH Furniture Index** is currently comprised of Albany International Corp., Bassett Furniture Industries, Incorporated, Crown Crafts, Inc., CSS Industries, Inc., Flexsteel Industries, Inc., Herman Miller, Inc., HNI Corporation, Hooker Furniture Corporation, Kimball International, Inc., Knoll, Inc., Leggett & Platt, Incorporated, Steelcase Inc., Tempur Sealy International, Inc. and Unifi, Inc.

**The MHH Hardware and Outdoor Index** is currently comprised of Central Garden & Pet Company, Einhell Germany AG, Husqvarna AB (publ), P&F Industries, Inc., Spectrum Brands Holdings, Inc., Techtronic Industries Company Limited, The Toro Company and WD-40 Company.

**The MMH Household Appliance Index** is currently comprised of AB Electrolux, De'Longhi S.p.A., Fiskars Oyj, iRobot Corporation, NACCO Industries, Inc., Stanley Black & Decker, Inc. and Whirlpool Corporation.

**The MHH Housewares Index** is currently comprised of BHS Tabletop AG, Churchill China plc, Duni AB (publ), Helen of Troy Limited, Henkel AG & Co. KGaA, Leifheit AG, Libbey Inc., Lifetime Brands, Inc., Newell Brands Inc., Portmeirion Group plc, SEB SA and Tupperware Brands Corporation.

The companies that comprise each Index can change periodically as a result of a variety of reasons, including mergers, acquisitions, initial public offerings and other transactions; therefore, comparisons to historical time periods and historical performance for each Index may not entirely correspond and correlate to the Index's current performance. In addition, historical performance is not a guarantee or prediction of future results.

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## Public Comp Group Valuation Metrics

*($ in millions, except per share data)*

| Company | Market & Capitalization: Price [1] | Market & Capitalization: Equity Value | Market & Capitalization: Enterprise Value [2] | LTM Performance: Revenue | LTM Performance: EBITDA | LTM Performance: EPS | Valuation: Enterprise Value/ Revenue | Valuation: Enterprise Value/ EBITDA | Valuation: Price/ EPS | Margins: Gross Profit | Margins: EBITDA |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Cleaning and Bath Products** | | | | | | | | | | | |
| The Procter & Gamble Company (NYSE:PG) | $83.23 | $207,172.7 | $228,165.7 | $66,832.0 | $17,615.0 | $3.67 | 3.41 x | 13.0 x | 22.7 x | 50.0% | 26.4% |
| Reckitt Benckiser Group plc (LSE:RB.) | 91.53 | 64,714.2 | 78,978.0 | 16,712.8 | 4,758.1 | 6.44 | 4.73 x | 16.6 x | 14.2 x | 61.1% | 28.5% |
| Colgate-Palmolive Company (NYSE:CL) | 66.95 | 58,095.1 | 64,396.1 | 15,754.0 | 4,473.0 | 2.50 | 4.09 x | 14.4 x | 26.8 x | 60.1% | 28.3% |
| Kimberly-Clark Corporation (NYSE:KMB) | 113.64 | 39,508.6 | 46,807.6 | 18,514.0 | 4,114.0 | 4.91 | 2.53 x | 11.4 x | 23.2 x | 34.5% | 21.6% |
| The Clorox Company (NYSE:CLX) | 150.41 | 19,205.9 | 21,557.9 | 6,124.0 | 1,296.0 | 6.26 | 3.52 x | 16.6 x | 24.0 x | 43.7% | 21.0% |
| Church & Dwight Co., Inc. (NYSE:CHD) | 59.37 | 14,569.9 | 16,693.5 | 4,034.9 | 953.7 | 3.25 | 4.14 x | 17.5 x | 18.3 x | 45.3% | 23.4% |
| Prestige Consumer Healthcare Inc. (NYSE:PBH) | 37.89 | 1,960.2 | 3,919.7 | 1,038.6 | 349.5 | 6.37 | 3.77 x | 11.2 x | 5.9 x | 56.1% | 33.7% |
| PZ Cussons Plc (LSE:PZC) | 3.05 | 1,275.9 | 1,534.2 | 1,013.5 | 138.3 | 0.15 | 1.51 x | 11.1 x | 20.1 x | 37.4% | 13.4% |
| McBride plc (LSE:MCB) | 1.85 | 338.2 | 489.2 | 910.2 | 70.2 | 0.14 | 0.54 x | 7.0 x | 13.5 x | 34.2% | 7.7% |
| **Mean** | | **$45,204.5** | **$51,393.6** | **$14,548.2** | **$3,752.0** | **$3.74** | **3.14x** | **13.2x** | **18.7x** | **46.9%** | **22.7%** |
| **Median** | | **19,205.9** | **21,557.9** | **6,124.0** | **1,296.0** | **3.67** | **3.52x** | **13.0x** | **20.1x** | **45.3%** | **23.4%** |
| **Décor** | | | | | | | | | | | |
| The Sherwin-Williams Company (NYSE:SHW) | $455.21 | $42,284.8 | $52,504.6 | $17,225.4 | $2,778.3 | $19.61 | 3.05 x | 18.9 x | 23.2 x | 43.4% | 16.1% |
| Mohawk Industries, Inc. (NYSE:MHK) | 175.35 | 13,081.6 | 15,631.8 | 9,806.8 | 1,880.4 | 12.22 | 1.59 x | 8.3 x | 14.4 x | 31.3% | 19.2% |
| Masco Corporation (NYSE:MAS) | 36.60 | 11,253.6 | 14,001.6 | 8,017.0 | 1,281.0 | 1.88 | 1.75 x | 10.9 x | 19.5 x | 32.8% | 16.0% |
| RPM International Inc. (NYSE:RPM) | 64.94 | 8,665.7 | 10,737.0 | 5,436.2 | 650.3 | 2.17 | 1.98 x | 16.5 x | 30.0 x | 41.2% | 11.9% |
| Fortune Brands Home & Security, Inc. (NYSE:FBHS) | 52.36 | 7,457.1 | 9,256.5 | 5,414.7 | 849.7 | 3.04 | 1.71 x | 10.9 x | 17.2 x | 36.5% | 15.7% |
| Colfax Corporation (NYSE:CFX) | 36.06 | 4,288.5 | 5,325.5 | 3,524.8 | 428.8 | (0.44) | 1.51 x | 12.4 x | NM | 30.9% | 12.2% |
| Armstrong World Industries, Inc. (NYSE:AWI) | 69.60 | 3,595.8 | 4,301.8 | 924.1 | 327.7 | 4.29 | 4.66 x | 13.1 x | 16.2 x | 35.6% | 27.9% |
| Interface, Inc. (NasdaqGS:TILE) | 23.35 | 1,389.2 | 1,565.7 | 1,047.8 | 153.3 | 0.99 | 1.49 x | 10.2 x | 23.6 x | 38.5% | 14.6% |
| OMNOVA Solutions Inc. (NYSE:OMN) | 9.85 | 442.1 | 687.5 | 764.8 | 77.6 | (1.77) | 0.90 x | 8.9 x | NM | 25.2% | 10.1% |
| Culp, Inc. (NYSE:CULP) | 24.20 | 303.0 | 272.2 | 315.7 | 33.3 | 1.33 | 0.86 x | 8.2 x | 18.2 x | 19.1% | 10.6% |
| The Dixie Group, Inc. (NasdaqGM:DXYN) | 1.60 | 25.5 | 164.5 | 413.0 | 13.8 | (0.94) | 0.40 x | 11.9 x | NM | 22.8% | 3.3% |
| Walker Greenbank PLC (AIM:WGB) | 1.00 | 70.8 | 78.3 | 154.5 | 18.7 | 0.24 | 0.51 x | 4.2 x | 4.2 x | 60.2% | 12.1% |
| **Mean** | | **$7,738.1** | **$9,543.9** | **$4,420.4** | **$707.7** | **$3.55** | **1.70x** | **11.2x** | **18.5x** | **34.8%** | **14.2%** |
| **Median** | | **3,942.1** | **4,813.7** | **2,286.3** | **378.2** | **1.60** | **1.55x** | **10.9x** | **18.2x** | **34.2%** | **13.4%** |
| **Furniture** | | | | | | | | | | | |
| Leggett & Platt, Incorporated (NYSE:LEG) | 43.79 | 5,699.7 | 6,705.4 | 4,125.5 | 552.7 | 2.08 | 1.63 x | 12.1 x | 21.1 x | 20.8% | 13.4% |
| Tempur Sealy International, Inc. (NYSE:TPX) | 52.90 | 2,879.9 | 4,631.7 | 2,690.7 | 365.3 | 2.53 | 1.72 x | 12.7 x | 20.9 x | 42.0% | 13.0% |
| Albany International Corp. (NYSE:AIN) | 79.50 | 2,559.9 | 2,933.3 | 935.1 | 203.7 | 1.92 | 3.14 x | 14.4 x | 41.5 x | 35.6% | 21.8% |
| Herman Miller, Inc. (NasdaqGS:MLHR) | 38.40 | 2,284.7 | 2,477.3 | 2,425.5 | 257.5 | 2.17 | 1.02 x | 9.6 x | 17.7 x | 36.3% | 10.5% |
| Steelcase Inc. (NYSE:SCS) | 18.50 | 2,159.0 | 2,417.2 | 3,174.6 | 255.6 | 0.77 | 0.76 x | 9.5 x | 23.9 x | 32.5% | 7.6% |
| HNI Corporation (NYSE:HNI) | 44.24 | 1,934.9 | 2,198.9 | 2,232.4 | 181.7 | 2.09 | 0.98 x | 12.1 x | 21.2 x | 36.6% | 8.1% |
| Knoll, Inc. (NYSE:KNL) | 23.45 | 1,158.7 | 1,649.0 | 1,227.3 | 148.1 | 1.64 | 1.34 x | 11.1 x | 14.3 x | 36.4% | 12.1% |
| Unifi, Inc. (NYSE:UFI) | 28.33 | 520.5 | 606.2 | 678.9 | 58.4 | 1.70 | 0.89 x | 10.4 x | 16.7 x | 12.7% | 7.7% |
| Kimball International, Inc. (NasdaqGS:KBAL) | 16.75 | 622.5 | 535.4 | 685.6 | 63.7 | 0.92 | 0.78 x | 8.4 x | 18.2 x | 32.3% | 9.3% |
| Hooker Furniture Corporation (NasdaqGS:HOFT) | 33.80 | 397.6 | 407.9 | 645.0 | 55.3 | 2.68 | 0.63 x | 7.4 x | 12.6 x | 22.0% | 8.6% |
| Flexsteel Industries, Inc. (NasdaqGS:FLXS) | 29.74 | 233.6 | 189.9 | 489.2 | 33.6 | 2.23 | 0.39 x | 5.6 x | 13.3 x | 20.1% | 6.9% |
| Bassett Furniture Industries, Incorporated (NasdaqGS:BSET) | 21.25 | 226.1 | 178.1 | 458.4 | 33.5 | 1.05 | 0.39 x | 5.3 x | 20.2 x | 60.9% | 7.3% |
| CSS Industries, Inc. (NYSE:CSS) | 14.23 | 129.8 | 137.1 | 377.7 | 14.1 | (5.26) | 0.36 x | 9.7 x | NM | 29.8% | 3.7% |
| Crown Crafts, Inc. (NasdaqCM:CRWS) | 5.70 | 57.4 | 61.0 | 72.1 | 8.5 | 0.27 | 0.85 x | 7.2 x | 20.8 x | 28.2% | 11.8% |
| **Mean** | | **$1,490.3** | **$1,794.9** | **$1,444.1** | **$159.4** | **$1.20** | **1.06x** | **9.7x** | **20.2x** | **31.9%** | **10.1%** |
| **Median** | | **890.6** | **1,127.6** | **810.3** | **105.9** | **1.81** | **0.87x** | **9.7x** | **20.2x** | **32.4%** | **8.9%** |

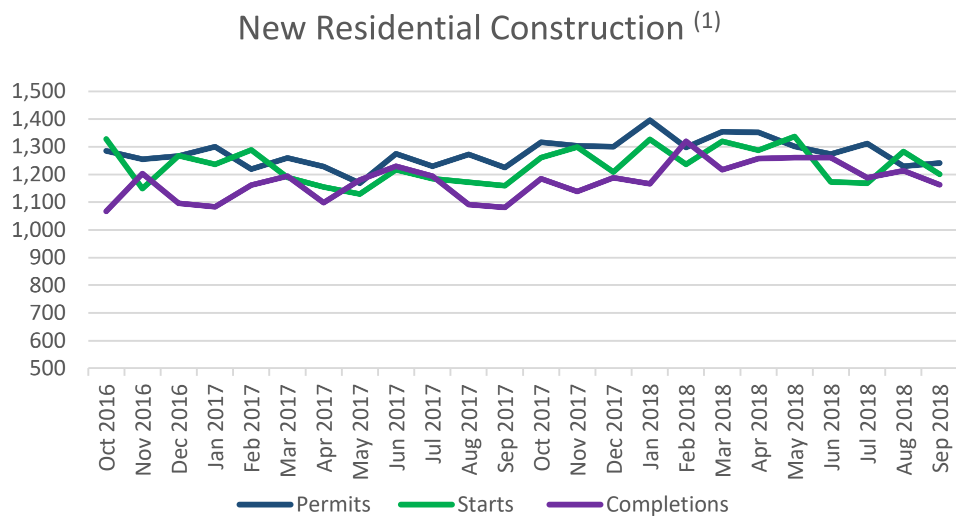
**(continued on next page)**

| *($ in millions, except per share data)* | Market & Capitalization | | | LTM Performance | | | Valuation | | | Margins | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Equity | Enterprise | | | | Enterprise Value/ | | Price/ | Gross | |
| **Company** | **Price (1)** | **Value** | **Value (2)** | **Revenue** | **EBITDA** | **EPS** | **Revenue** | **EBITDA** | **EPS** | **Profit** | **EBITDA** |
| **Hardware and Outdoor** | | | | | | | | | | | |
| Techtronic Industries Company Limited (SEHK:669) | $6.39 | $11,704.8 | $11,656.3 | $6,612.8 | $699.4 | $0.28 | 1.76 x | 16.7 x | 22.6 x | 37.0% | 10.6% |
| Spectrum Brands Holdings, Inc. (NYSE:SPB) | 74.72 | 3,990.7 | 9,071.7 | 5,143.9 | $802.2 | $13.76 | 1.76 x | 11.3 x | 5.4 x | 36.6% | 15.6% |
| The Toro Company (NYSE:TTC) | 59.97 | 6,308.5 | 6,370.1 | 2,568.0 | $446.7 | $2.44 | 2.48 x | 14.3 x | 24.5 x | 36.8% | 17.0% |
| Husqvarna AB (publ) (OM:HUSQ B) | 8.52 | 4,868.1 | 5,660.3 | 4,480.8 | $528.3 | $0.50 | 1.26 x | 10.7 x | 16.9 x | 31.5% | 11.8% |
| Central Garden & Pet Company (NasdaqGS:CENT) | 36.04 | 2,061.4 | 2,549.5 | 2,203.5 | $211.1 | $2.24 | 1.16 x | 12.1 x | 16.1 x | 30.6% | 9.6% |
| WD-40 Company (NasdaqGS:WDFC) | 172.10 | 2,387.4 | 2,431.9 | 402.4 | $86.4 | $4.11 | 6.04 x | 28.2 x | 41.9 x | 55.3% | 21.5% |
| Einhell Germany AG (DB:EIN3) | 104.57 | 394.7 | 477.2 | 680.2 | $55.2 | $8.11 | 0.70 x | 8.6 x | 12.9 x | 35.2% | 8.1% |
| P&F Industries, Inc. (NasdaqGM:PFIN) | 8.25 | 30.5 | 31.8 | 62.3 | $2.8 | ($0.14) | 0.51 x | 11.4 x | NM | 35.3% | 4.5% |
| **Mean** | | **$3,970.8** | **$5,257.8** | **$3,033.1** | **$403.8** | **$5.01** | **1.94x** | **13.8x** | **18.2x** | **37.2%** | **12.7%** |
| **Median** | | **3,990.7** | **5,660.3** | **2,568.0** | **446.7** | **2.44** | **1.76x** | **11.4x** | **16.5x** | **36.6%** | **11.8%** |
| **Household & Family Electonics / Appliances** | | | | | | | | | | | |
| Stanley Black & Decker, Inc. (NYSE:SWK) | $146.44 | $22,406.8 | $27,718.9 | $13,457.1 | $2,151.5 | $6.65 | 2.06 x | 12.9 x | 22.0 x | 37.0% | 16.0% |
| Whirlpool Corporation (NYSE:WHR) | 118.75 | 7,666.9 | 14,394.9 | 21,171.0 | 1,997.0 | (7.81) | 0.68 x | 7.2 x | NM | 17.0% | 9.4% |
| AB Electrolux (publ) (OM:ELUX B) | 22.05 | 6,336.6 | 6,441.9 | 13,633.7 | 1,033.0 | 1.74 | 0.47 x | 6.2 x | 12.7 x | 19.9% | 7.6% |
| De'Longhi S.p.A. (BIT:DLG) | 31.44 | 4,700.2 | 4,551.2 | 2,338.5 | 348.1 | 1.38 | 1.95 x | 13.1 x | 22.8 x | 43.1% | 14.9% |
| iRobot Corporation (NasdaqGS:IRBT) | 109.92 | 3,012.5 | 2,885.1 | 975.7 | 118.5 | 2.00 | 2.96 x | 24.3 x | 55.0 x | 52.1% | 12.2% |
| Fiskars Oyj Abp (HLSE:FSKRS) | 20.52 | 1,674.8 | 1,279.0 | 1,316.2 | 130.2 | 1.14 | 0.97 x | 9.8 x | 18.1 x | 43.3% | 9.9% |
| NACCO Industries, Inc. (NYSE:NC) | 32.75 | 227.2 | 194.6 | 113.3 | 41.3 | 3.98 | 1.72 x | 4.7 x | 8.2 x | 15.9% | -21.1% |
| **Mean** | | **$6,575.0** | **$8,209.4** | **$7,572.2** | **$831.4** | **$1.30** | **1.54x** | **11.2x** | **23.1x** | **32.6%** | **7.0%** |
| **Median** | | **4,700.2** | **4,551.2** | **2,338.5** | **348.1** | **1.74** | **1.72x** | **9.8x** | **20.0x** | **37.0%** | **9.9%** |
| **Housewares** | | | | | | | | | | | |
| Henkel AG & Co. KGaA (XTRA:HEN3) | $117.40 | $50,986.2 | $54,341.7 | $23,153.7 | $4,504.7 | $6.55 | 2.35 x | 12.1 x | 17.9 x | 47.0% | 19.5% |
| Newell Brands Inc. (NYSE:NWL) | 20.30 | 9,591.8 | 17,848.2 | 14,140.1 | 1,974.7 | 4.21 | 1.26 x | 9.0 x | 4.8 x | 34.5% | 14.0% |
| SEB SA (ENXTPA:SK) | 170.33 | 8,459.4 | 11,012.7 | 7,663.5 | 910.7 | 8.94 | 1.44 x | 12.1 x | 19.0 x | 12.4% | 11.9% |
| Helen of Troy Limited (NasdaqGS:HELE) | 130.90 | 3,448.3 | 3,731.1 | 1,518.9 | 236.0 | 5.16 | 2.46 x | 15.8 x | 25.4 x | 41.9% | 15.5% |
| Tupperware Brands Corporation (NYSE:TUP) | 33.45 | 1,673.2 | 2,437.0 | 2,206.1 | 399.2 | (3.85) | 1.10 x | 6.1 x | NM | 66.8% | 18.1% |
| Duni AB (publ) (OM:DUNI) | 13.23 | 621.7 | 740.0 | 514.7 | 68.2 | 0.76 | 1.44 x | 10.9 x | 17.3 x | 27.8% | 13.2% |
| Libbey Inc. (AMEX:LBY) | 8.75 | 193.7 | 576.5 | 810.4 | 82.7 | (3.84) | 0.71 x | 7.0 x | NM | 19.6% | 10.2% |
| Lifetime Brands, Inc. (NasdaqGS:LCUT) | 10.90 | 226.1 | 544.7 | 615.5 | 29.3 | (0.74) | 0.88 x | 18.6 x | NM | 36.6% | 4.8% |
| Portmeirion Group plc (AIM:PMP) | 15.46 | 164.8 | 166.4 | 116.8 | 15.2 | 0.89 | 1.42 x | 11.0 x | 17.3 x | 53.1% | 12.8% |
| Leifheit Aktiengesellschaft (DB:LEI) | 21.35 | 203.1 | 146.8 | 277.0 | 30.0 | 1.58 | 0.53 x | 4.9 x | 13.5 x | 44.4% | 10.8% |
| Churchill China plc (AIM:CHH) | 14.87 | 163.2 | 145.1 | 72.5 | 12.7 | 0.83 | 2.00 x | 11.4 x | 18.0 x | 83.9% | 17.3% |
| BHS tabletop AG (DB:HUL) | 25.56 | 87.2 | 90.8 | 139.8 | 7.7 | 0.06 | 0.65 x | 11.8 x | NM | 70.4% | 5.5% |
| **Mean** | | **$6,318.2** | **$7,648.4** | **$4,269.1** | **$689.3** | **$1.71** | **1.35x** | **10.9x** | **16.7x** | **44.9%** | **12.8%** |
| **Median** | | **423.9** | **658.3** | **713.0** | **75.5** | **0.86** | **1.34x** | **11.2x** | **17.6x** | **43.2%** | **13.0%** |

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months
‡ = excluded from Mean and Median calculations
Source: Public Filings, Press Releases and Published Research Reports.

(1) As of close September 28, 2018
(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, postretirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

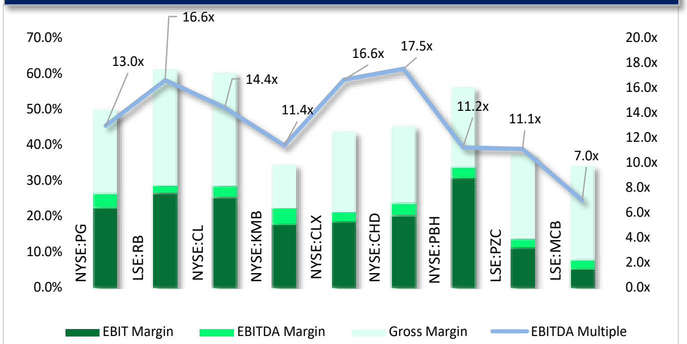
**Residential Construction Trend**




*1) Source: US Census Bureau*

## Public Comp Group – Operating Performance vs. EBITDA Multiple Analysis [1]

### Operating Performance vs. EBITDA Multiple - Cleaning & Bath Products

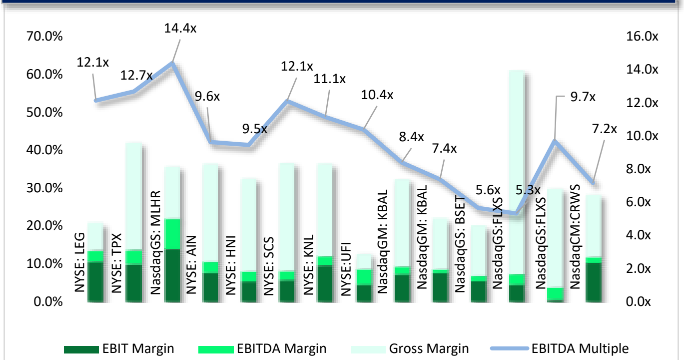



*Source: CapitalIQ and MHH*

### Operating Performance vs. EBITDA Multiple - Decor

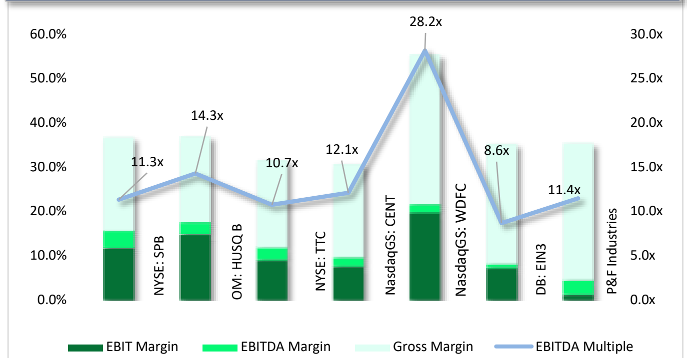

*Source: CapitalIQ and MHH*

### Operating Performance vs. EBITDA Multiple - Furniture




*Source: CapitalIQ and MHH*

### Operating Performance vs. EBITDA Multiple - Hardware

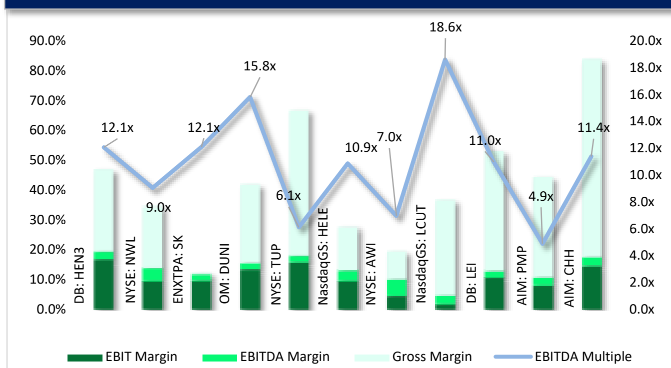



*Source: CapitalIQ and MHH*

### Operating Performance vs. EBITDA Multiple - Household Appliances


*Source: CapitalIQ and MHH*

### Operating Performance vs. EBITDA Multiple - Housewares

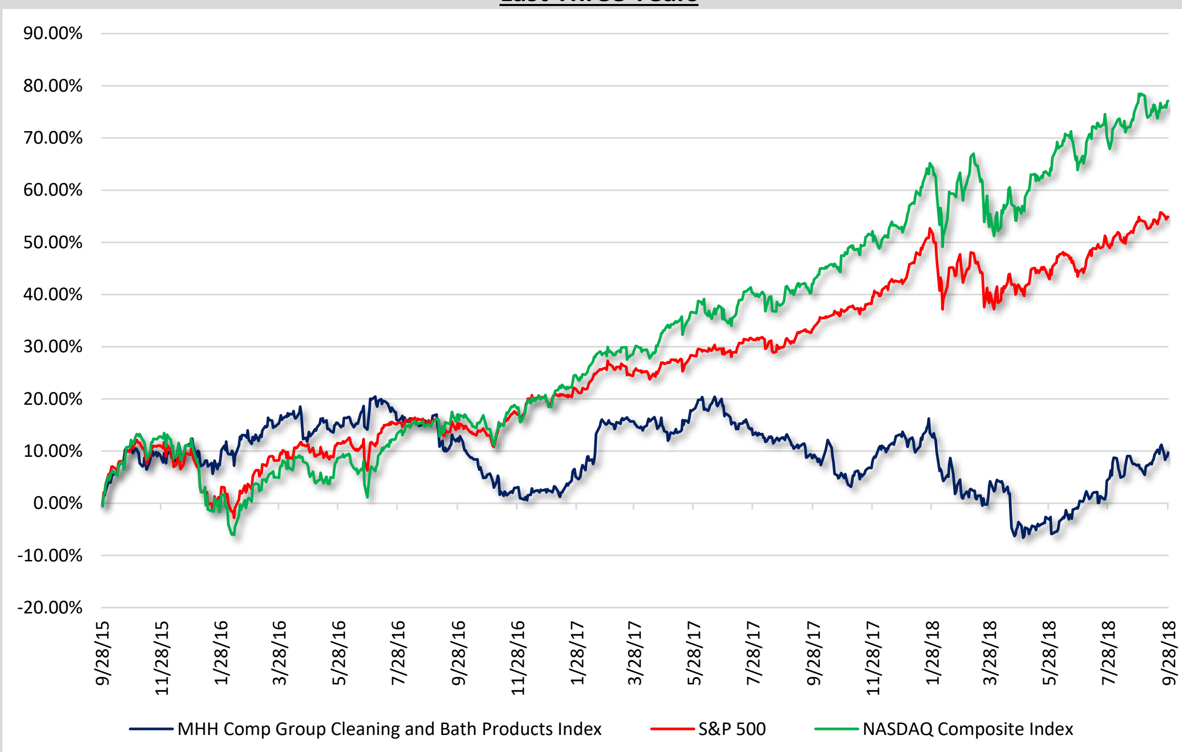



*Source: CapitalIQ and MHH*

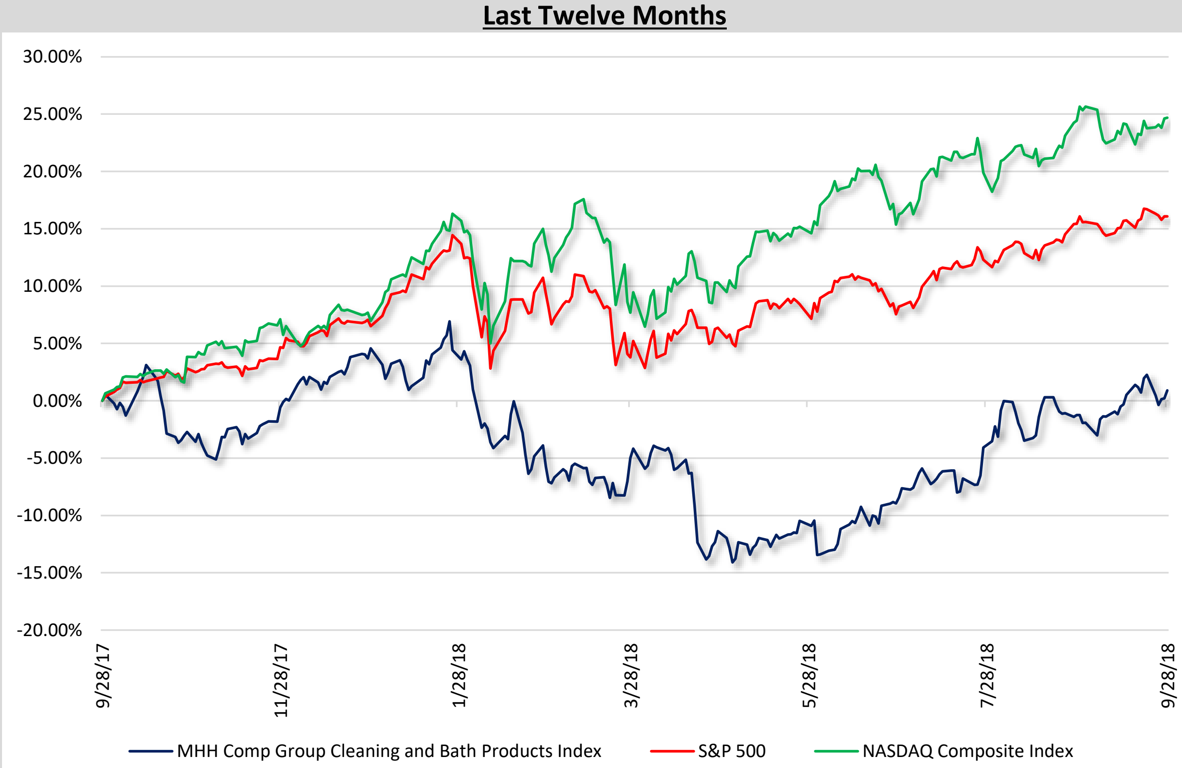
1) *Companies with statistically significant outliers for EBITDA multiples are not included in graphs*

## Comparative Index Performance (Three-year and One-year)

**Last Three Years**



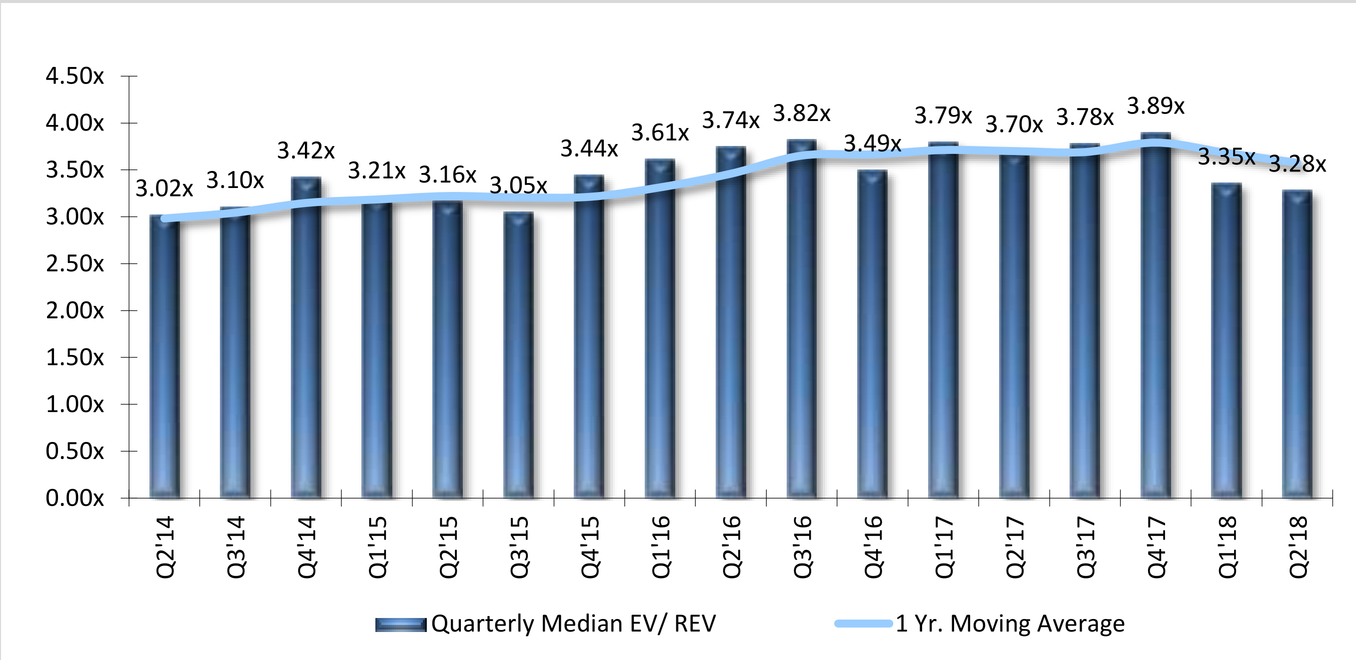

**Last Twelve Months**



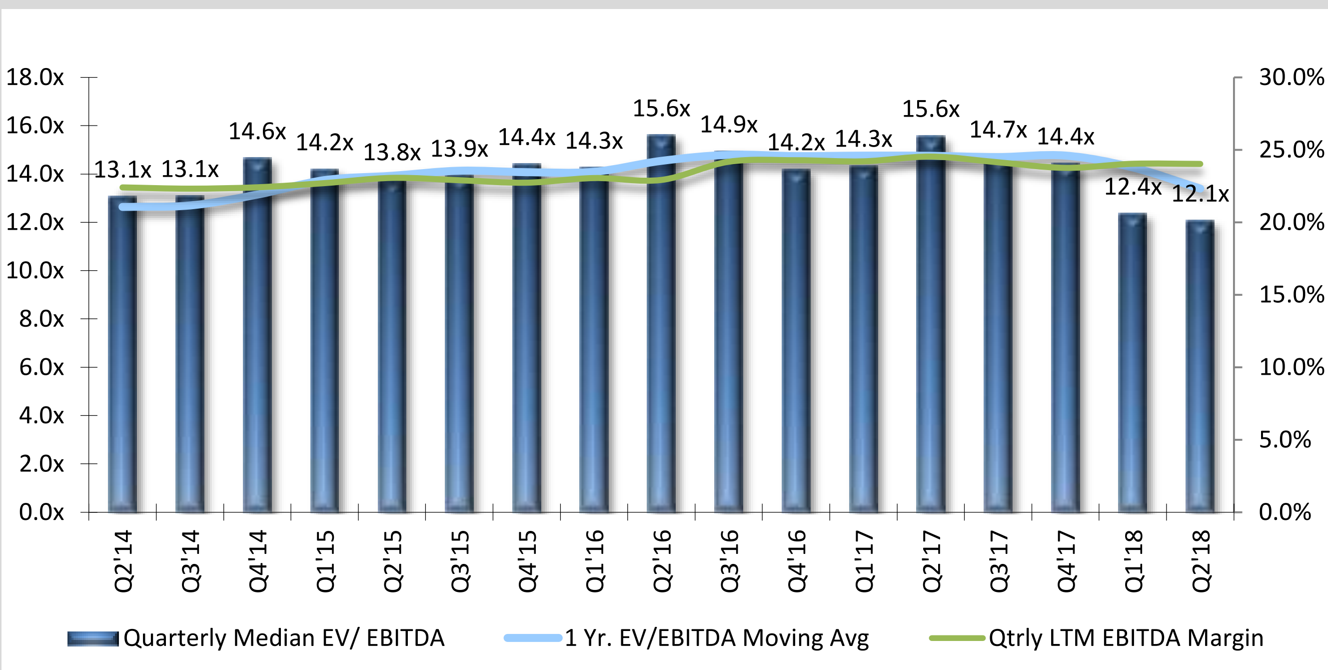

Source: CapitalIQ

**Valuation Trend**

**Enterprise Value/LTM Revenue**




**Enterprise Value/LTM EBITDA**

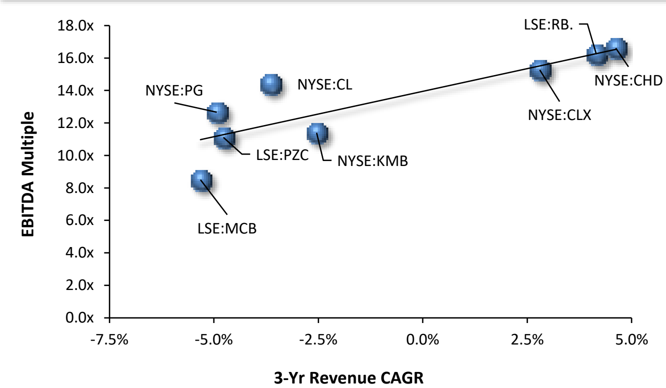



Source: CapitalIQ

## Valuation and Operating Performance Matrices

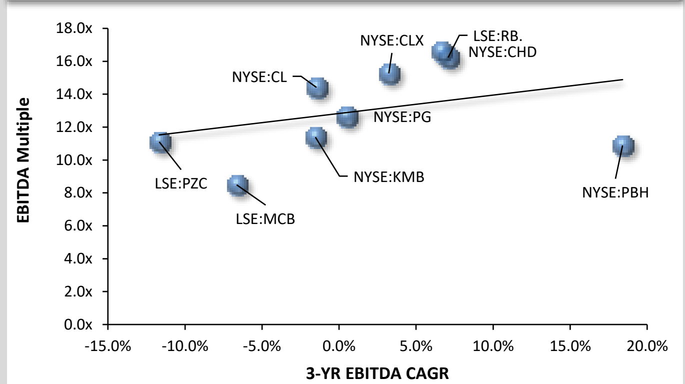
*Graphs adjusted to eliminate statistical outliers.*

### 3-Yr Revenue CAGR vs. EBITDA Multiple



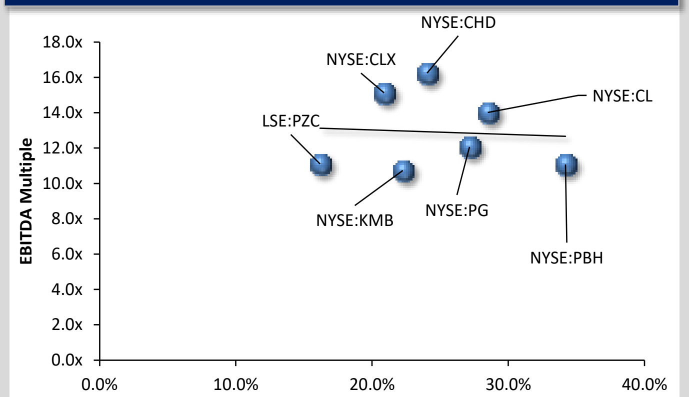

*Source: CapitalIQ and MHH*

### 3-Yr EBITDA CAGR vs. EBITDA Multiple



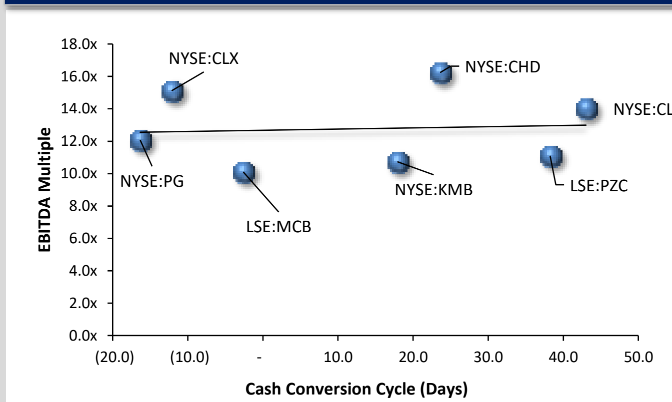

*Source: CapitalIQ and MHH*

### EBITDA Margin vs. EBITDA Multiple



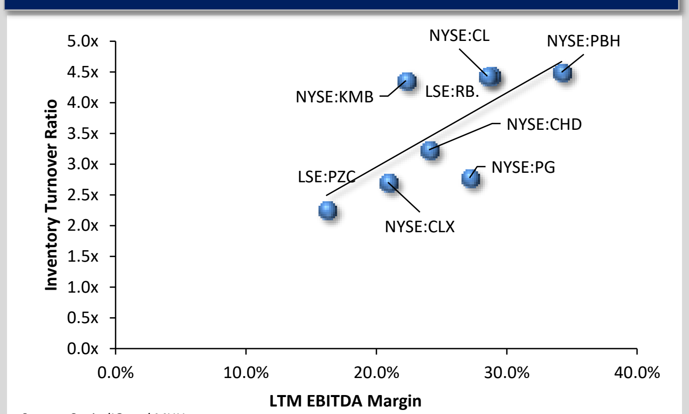

*Source: CapitalIQ and MHH*

### Cash Conversion Cycle vs. EBITDA Multiple



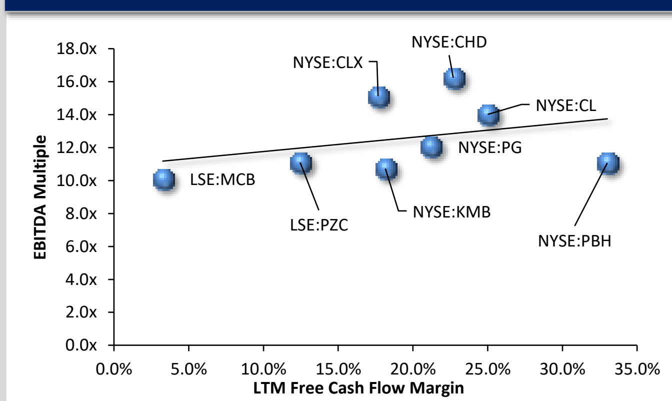

*Source: CapitalIQ and MHH* *CCC = DIO + DRO + DPO*

### EBITDA Margin vs. Inventory Turn Ratio




*Source: CapitalIQ and MHH*

### Free Cash Flow Margin vs. EBITDA Multiple

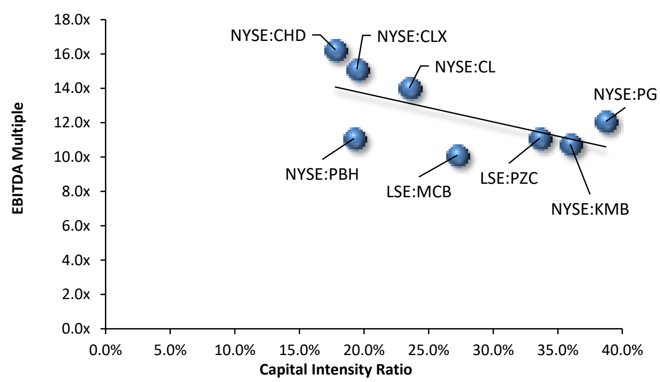



*Source: CapitalIQ and MHH* *FCF Margin = (EBITDA - Capex) / Rev*

## Valuation and Operating Performance Matrices (cont.)

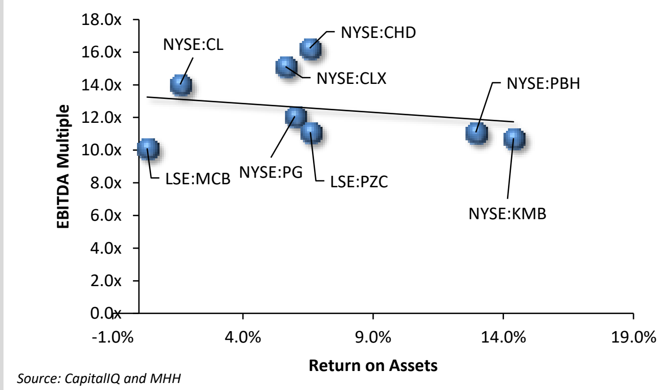
*Graphs adjusted to eliminate statistical outliers*

**Capital Intensity vs. EBITDA Multiple**




*Source: CapitalIQ and MHH* *Capital Intensity = (NWC - Cash + PP&E) / Revenues*

**Return on Assets vs. EBITDA Multiple**




*Source: CapitalIQ and MHH*

## Selected M&A Transactions: 9/1/18 - 9/30/18

| Announced | Target | Target Description | Acquirer | Value |
|---|---|---|---|---|
| 9/19/18 | ODD Detergent Brand of The Procter & Gamble Company | Manufactures liquid detergent. | Limppano S/A | ND |

*ND – Not disclosed. Transaction values in millions.*

## Selected News Announcements

**Colgate-Palmolive Company (NYSE:CL)** announced a quarterly dividend payable **November 15, 2018**.

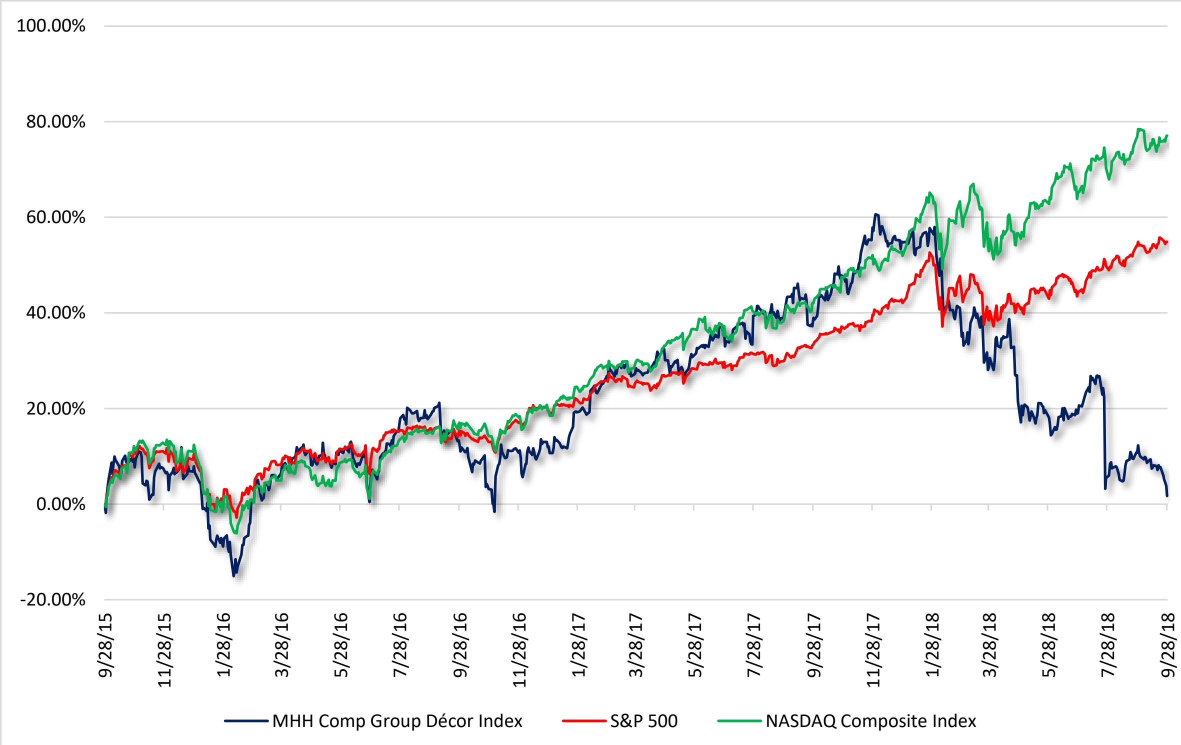
**Kimberly-Clark Corporation (NYSE:KMB)** announced the appointment of **Sheri Mccoy** to its **Board of Directors**, effective immediately.

**McBride plc (LSE:MCB)** announced a plan to lower dividend payable for FY 2018.

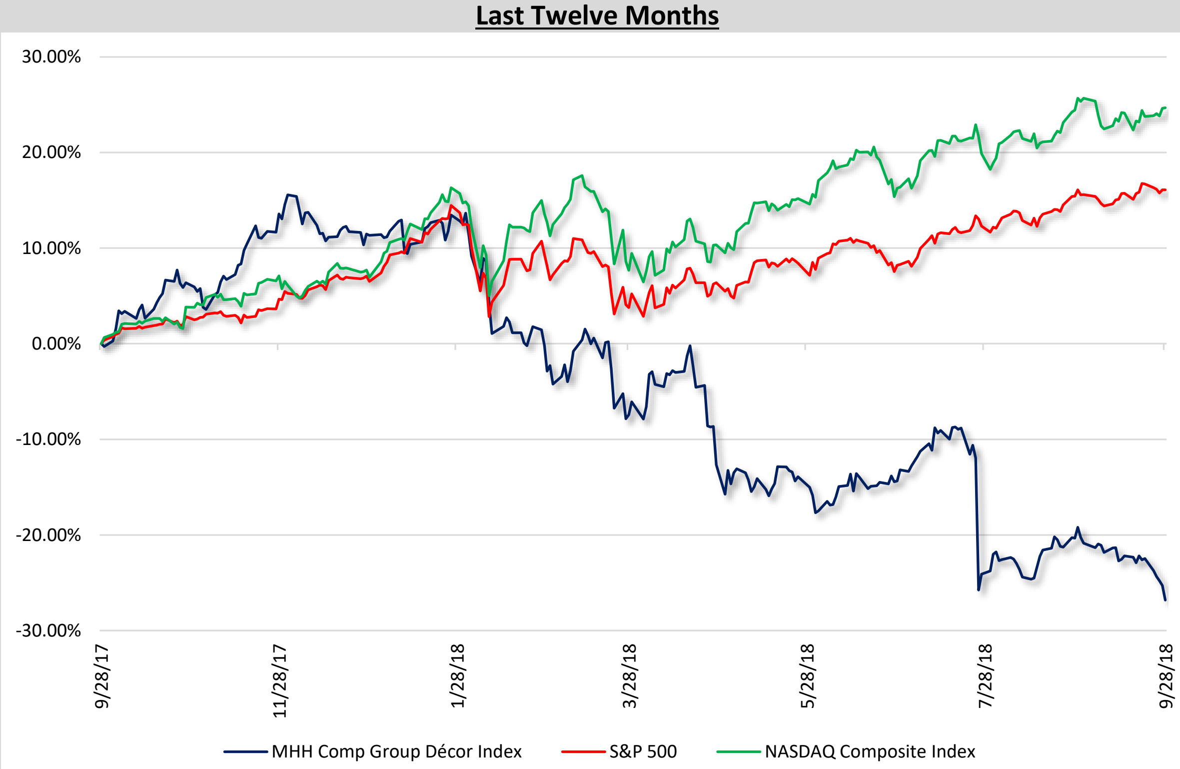
**The Clorox Company (NYSE:CLX)** announced a quarterly dividend payable **November 16, 2018.**

## Comparative Index Performance (Three-year and One-year)

**Last Three Years**



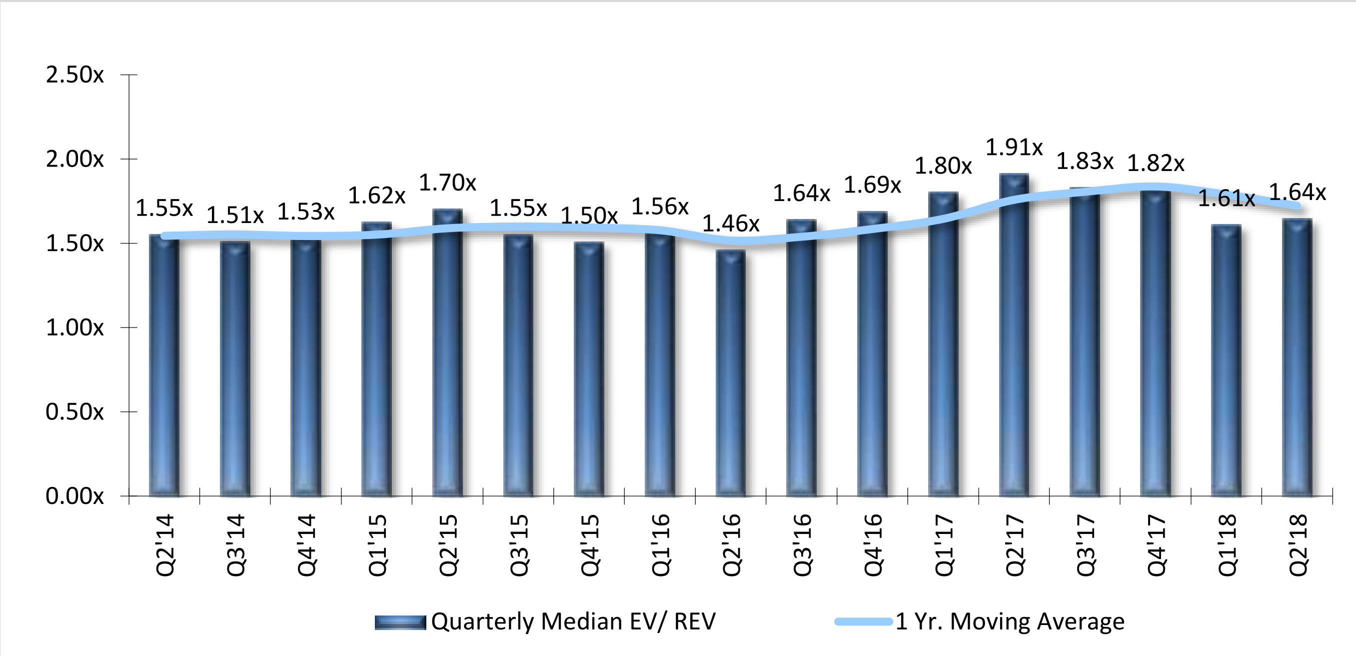

**Last Twelve Months**



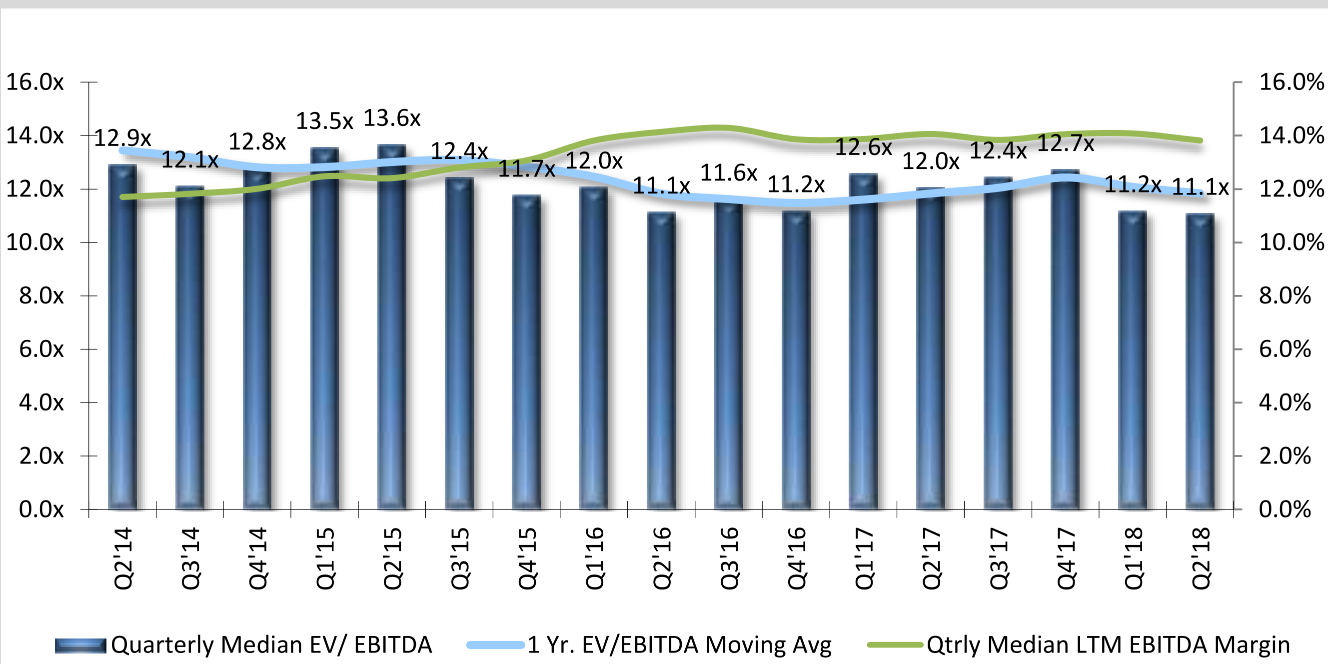

Source: CapitalIQ

**Valuation Trend**

**Enterprise Value/LTM Revenue**




**Enterprise Value/LTM EBITDA**

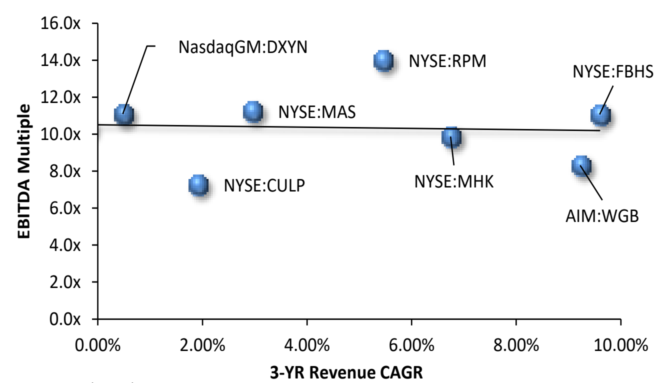



Source: CapitalIQ

## Valuation and Operating Performance Matrices

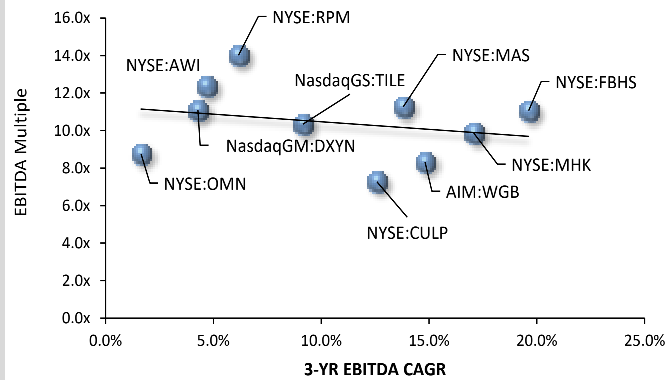
*Graphs adjusted to eliminate statistical outliers.*

### 3-Yr Revenue CAGR vs. EBITDA Multiple



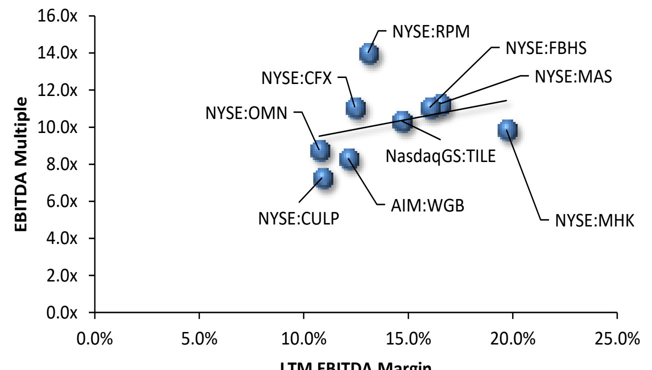

*Source: CapitalIQ and MHH*

### 3-Yr EBITDA CAGR vs. EBITDA Multiple



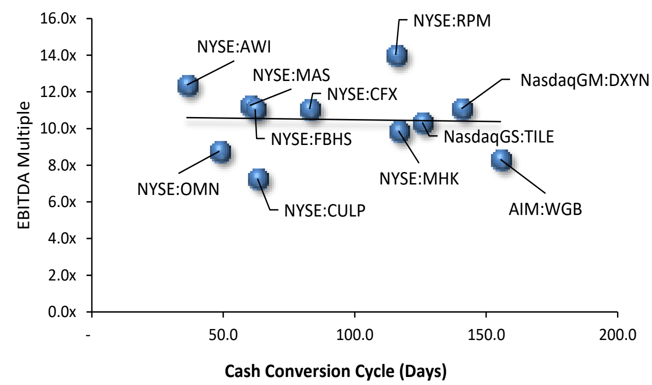

*Source: CapitalIQ and MHH*

### EBITDA Margin vs. EBITDA Multiple




*Source: CapitalIQ and MHH*

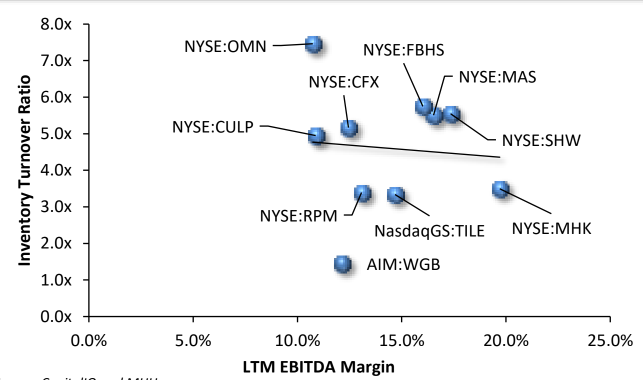
### Cash Conversion Cycle vs. EBITDA Multiple




*Source: CapitalIQ and MHH*

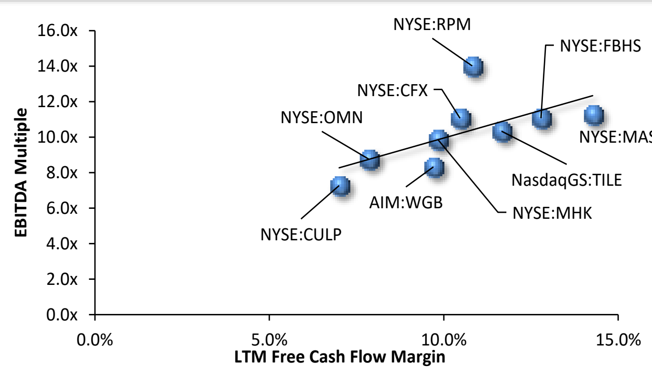
*CCC = DIO + DRO + DPO*

### EBITDA Margin vs. Inventory Turn Ratio




*Source: CapitalIQ and MHH*

### Free Cash Flow Margin vs. EBITDA Multiple



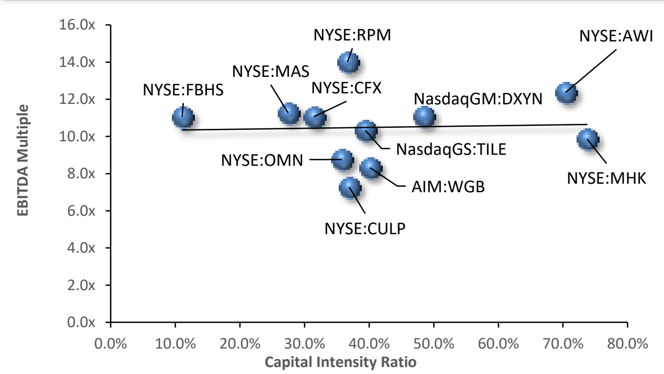

*Source: CapitalIQ and MHH*

*FCF Margin = (EBITDA - Capex) / Rev*

## Valuation and Operating Performance Matrices (cont.)

*Graphs adjusted to eliminate statistical outliers.*

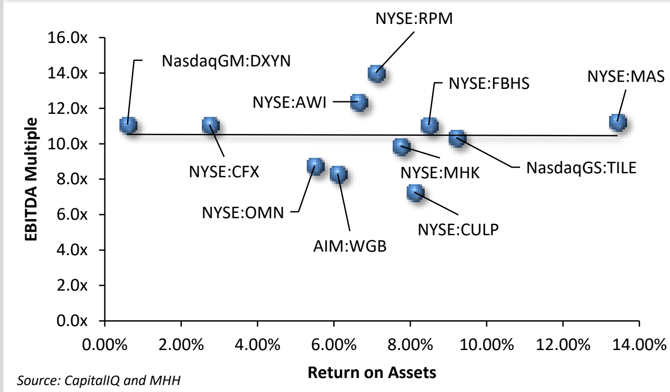
### Capital Intensity vs. EBITDA Multiple




*Source: CapitalIQ and MHH*

*Capital Intensity = (NWC - Cash + PP&E) / Revenues*

### Return on Assets vs. EBITDA Multiple




*Source: CapitalIQ and MHH*

## Selected M&A Transactions: 9/1/18 - 9/30/18

| Announced | Target | Target Description | Acquirer | Value |
|---|---|---|---|---|
| 9/20/18 | Xylazel, S.A. | Manufactures and markets paints and varnishes. | Akzo Nobel N.V. (ENXTAM:AKZA) | $25.6 |
| 9/25/18 | Milamar Coatings, LLC | Manufactures and supplies resinous floor and wall coatings. | Cohesant Materials, Inc. | ND |
| 9/26/18 | ADzif Inc. | Engages in the creation and manufacture of wall appliqués. | Quinco & Cie Inc. | ND |
| 9/26/18 | Resinas Químicas, S.A. | Produces and markets polymeric binders for paint, adhesive and composite industries. | OMNOVA Solutions Inc. (NYSE:OMN) | ND |

*ND – Not disclosed. Transaction values in millions.*

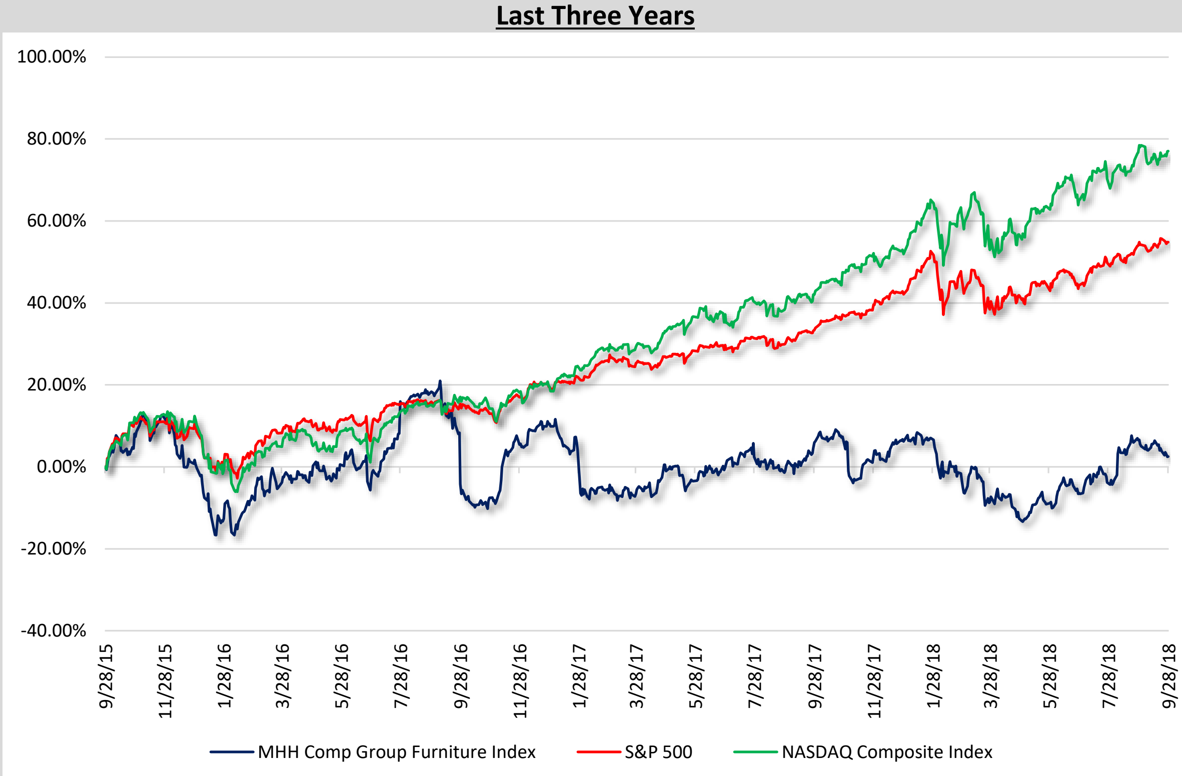
## Selected News Announcements

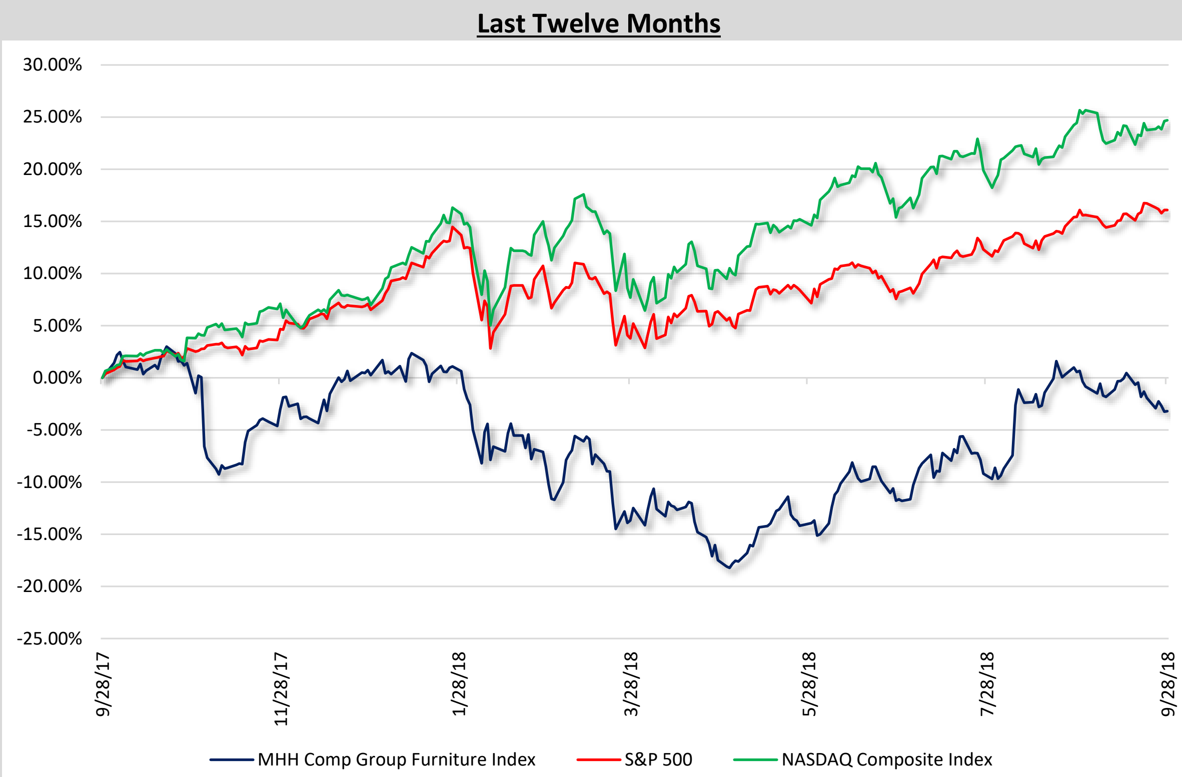
**Masco Corporation (NYSE:MAS)** announced a quarterly dividend payable **November 13, 2018**.

**Masco Corporation (NYSE:MAS)** announced the appointment of **Jai Shah** to be **President**, effective immediately.

**OMNOVA Solutions Inc. (NYSE:OMN)** announced a **$20 million** share buyback program.

## Comparative Index Performance (Three-year and One-year)

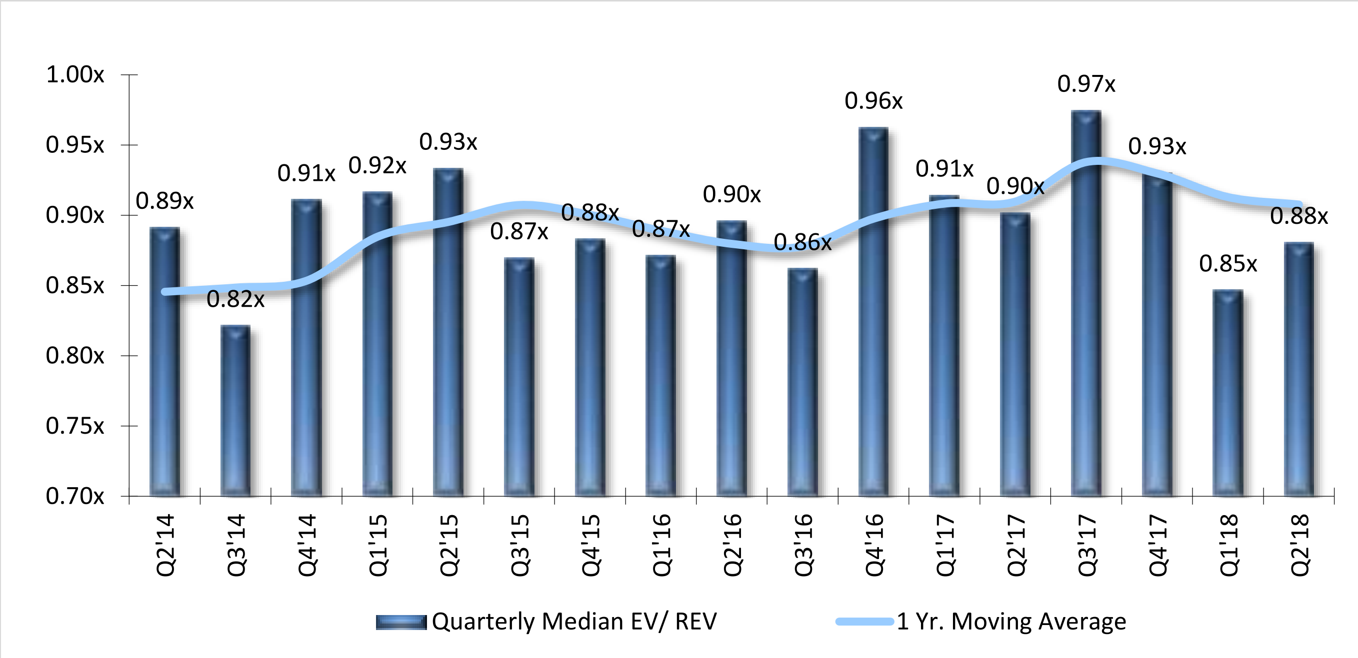


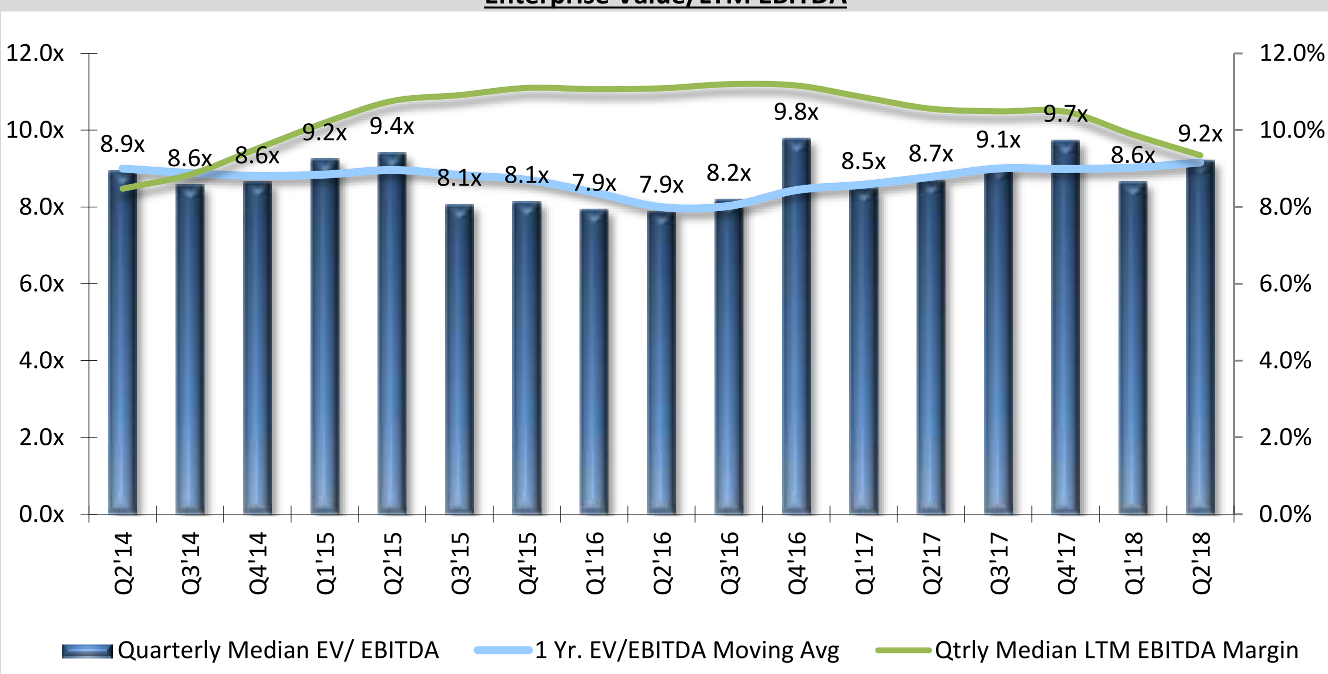

Source: CapitalIQ

**Valuation Trend**

**Enterprise Value/LTM Revenue**




**Enterprise Value/LTM EBITDA**

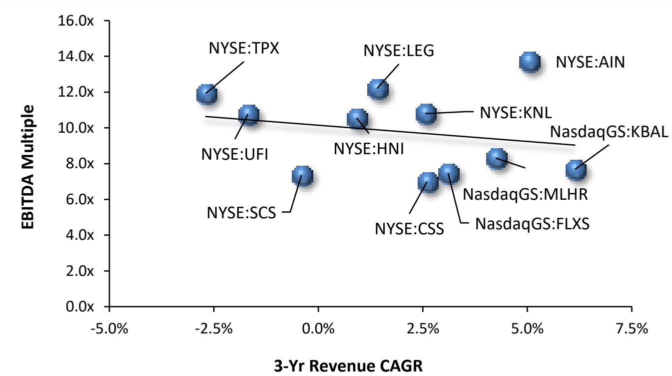



Source: CapitalIQ

## Valuation and Operating Performance Matrices

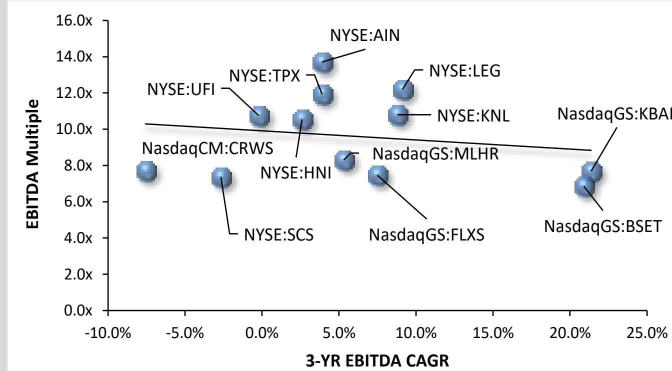
*Graphs adjusted to eliminate statistical outliers.*

### 3-Yr Revenue CAGR vs. EBITDA Multiple



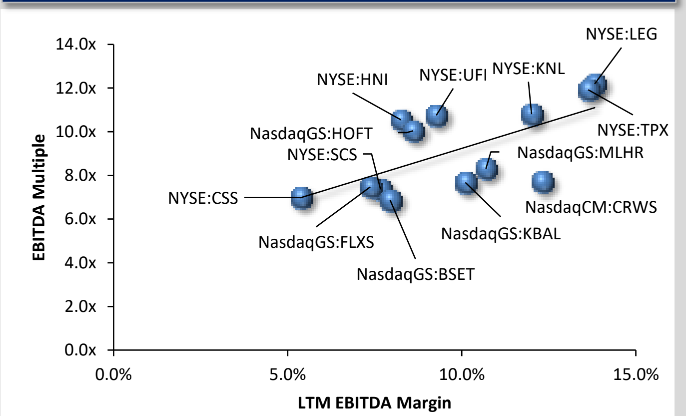

*Source: CapitalIQ and MHH*

### 3-Yr EBITDA CAGR vs. EBITDA Multiple



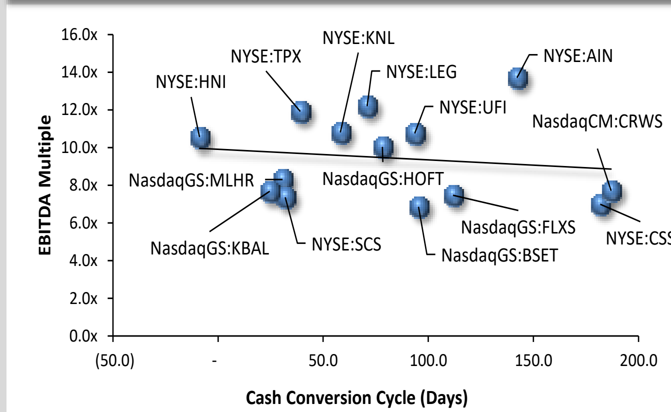

*Source: CapitalIQ and MHH*

### EBITDA Margin vs. EBITDA Multiple



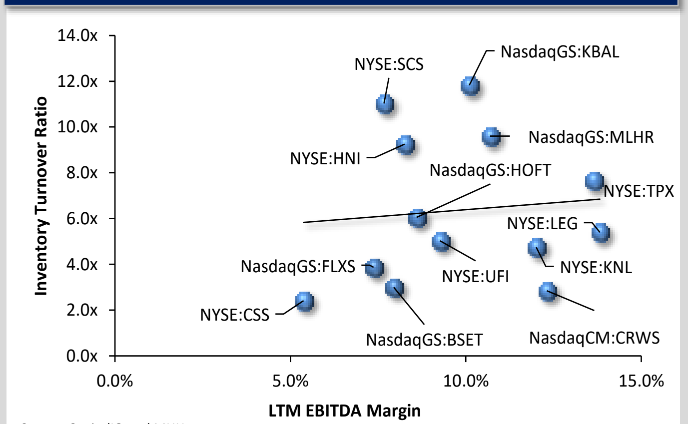

*Source: CapitalIQ and MHH*

### Cash Conversion Cycle vs. EBITDA Multiple



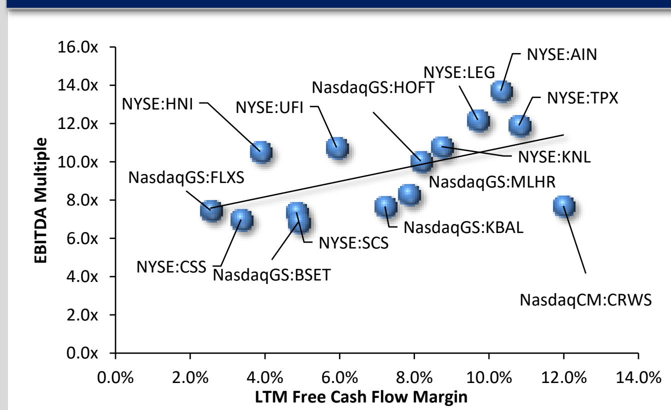

*Source: CapitalIQ and MHH* *CCC = DIO + DRO + DPO*

### EBITDA Margin vs. Inventory Turn Ratio




*Source: CapitalIQ and MHH*

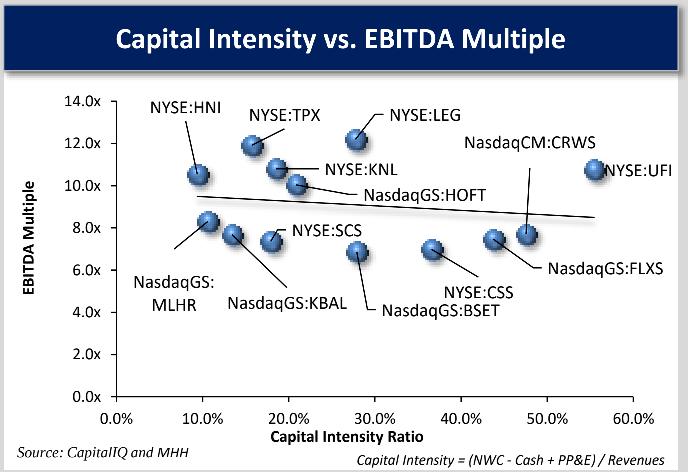
### Free Cash Flow Margin vs. EBITDA Multiple

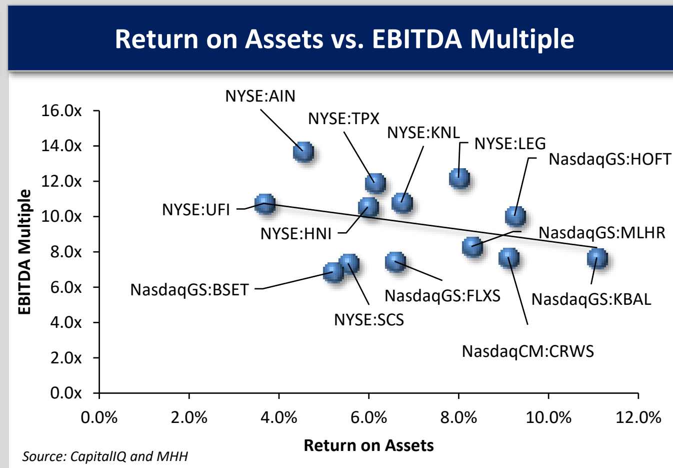



*Source: CapitalIQ and MHH* *FCF Margin = (EBITDA - Capex) / Rev*

## Valuation and Operating Performance Matrices (cont.)

*Graphs adjusted to eliminate statistical outliers.*




## Selected M&A Transactions: 9/1/18 - 9/30/18

| Announced | Target | Target Description | Acquirer | Value |
|---|---|---|---|---|
| 9/20/18 | Orangebox Limited | Designs and manufactures furniture for workplace. | Steelcase Inc. (NYSE:SCS) | $83.4 |

*ND – Not disclosed. Transaction values in millions.*

## Selected News Announcements

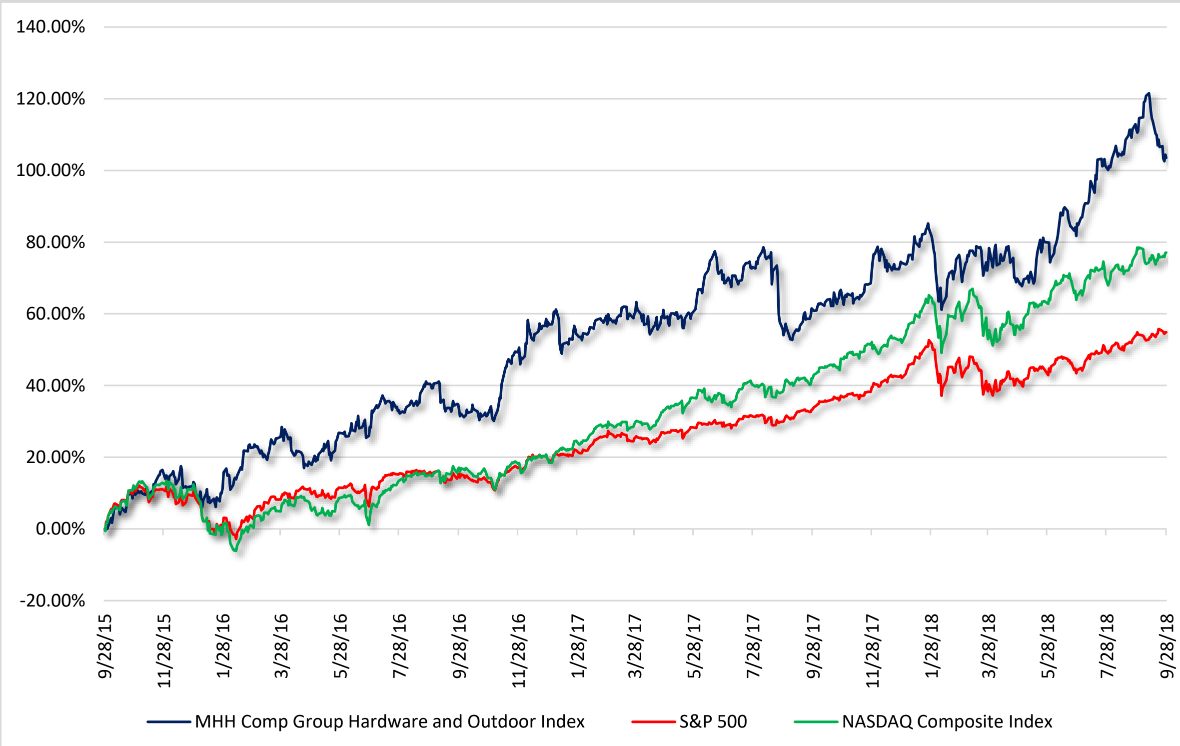
**Flexsteel Industries, Inc. (NasdaqGS:FLXS)** announced a quarterly dividend payable **October 8, 2018**.

**Leggett & Platt, Incorporated (NYSE:LEG)** announced a quarterly dividend payable **October 15, 2018.**

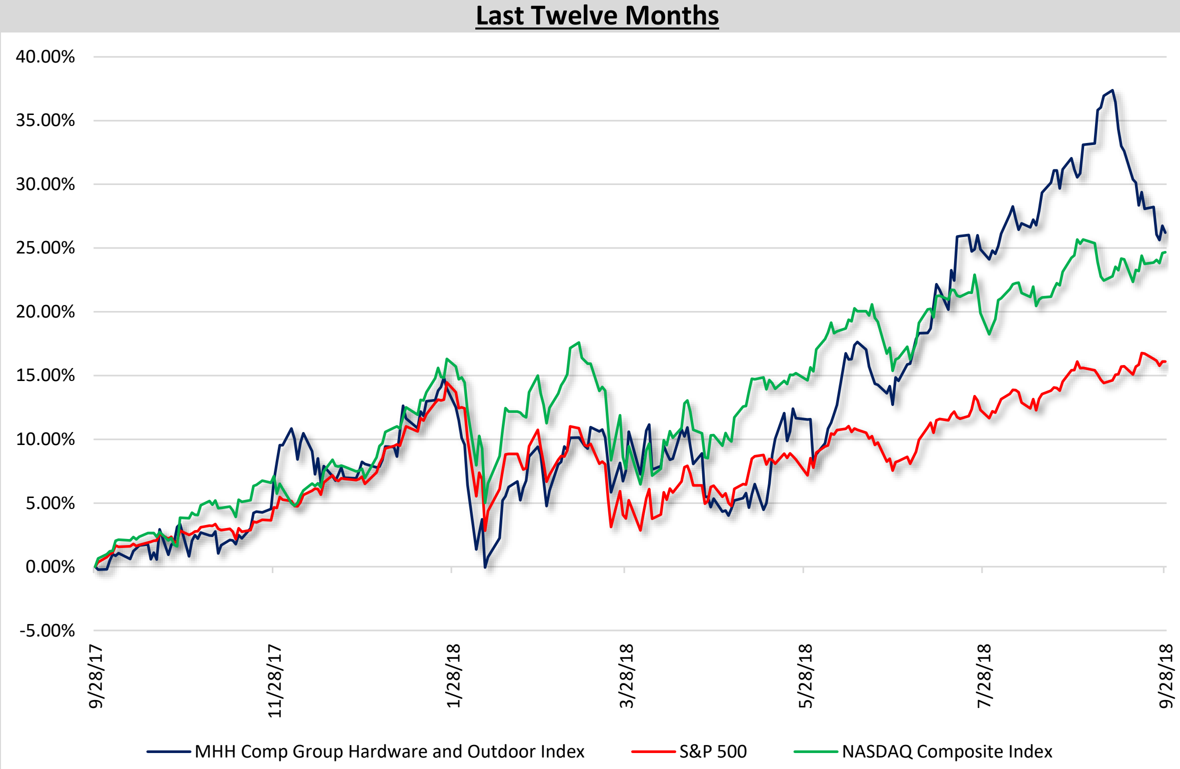
**Steelcase Inc. (NYSE: SCS)** announced a quarterly dividend payable **October 15, 2018**.

## Comparative Index Performance (Three-year and One-year)

### Last Three Years



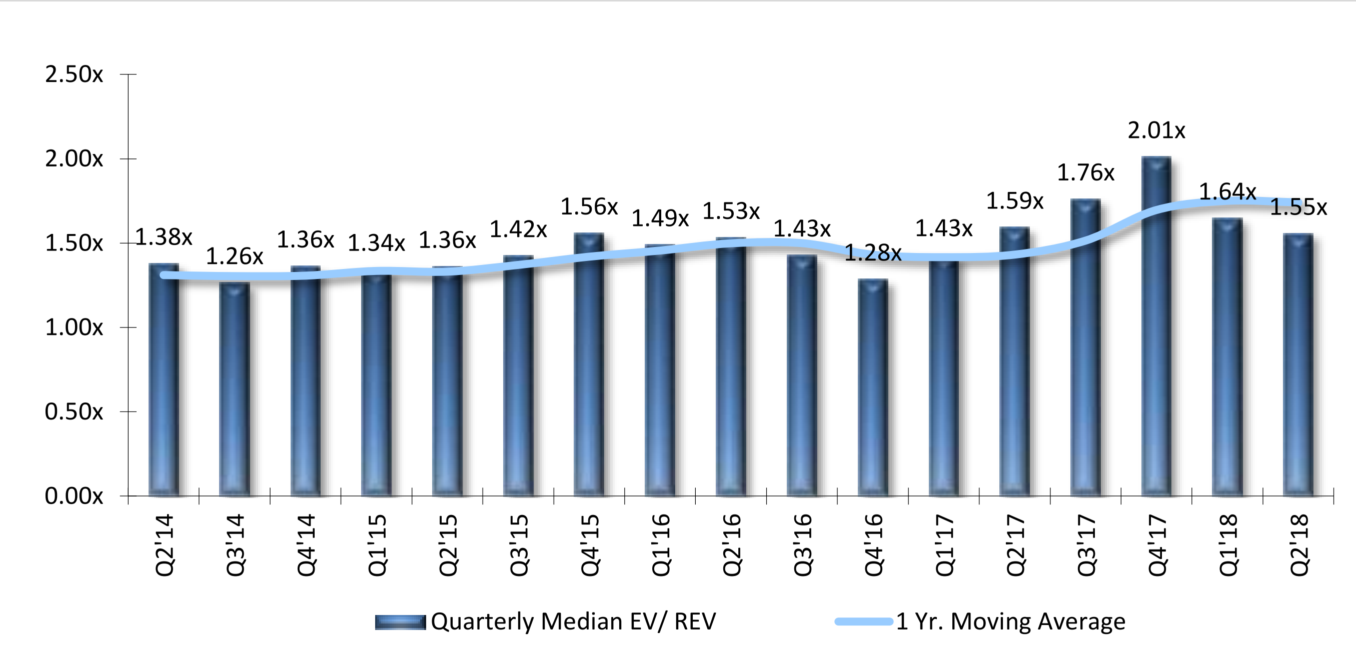

### Last Twelve Months



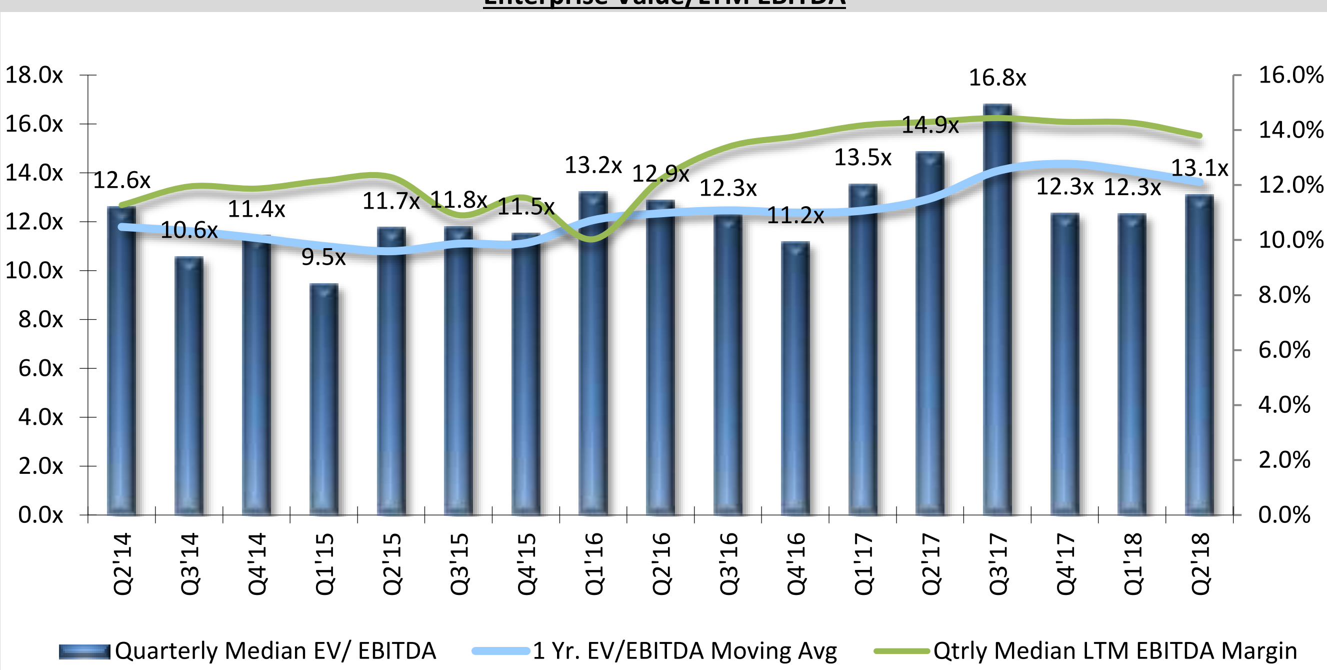

Source: CapitalIQ

**Valuation Trend**

**Enterprise Value/LTM Revenue**




**Enterprise Value/LTM EBITDA**

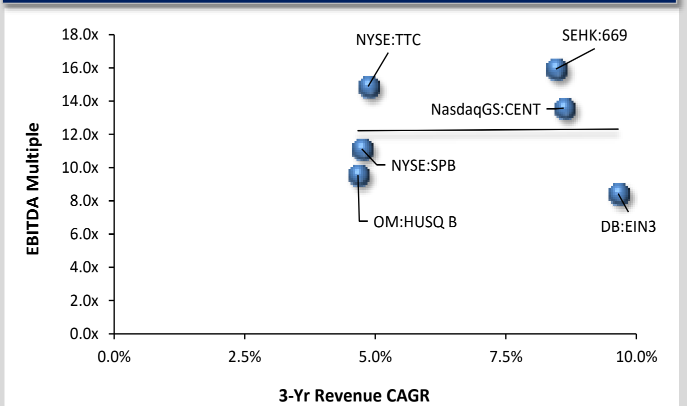



Source: CapitalIQ

## Valuation and Operating Performance Matrices

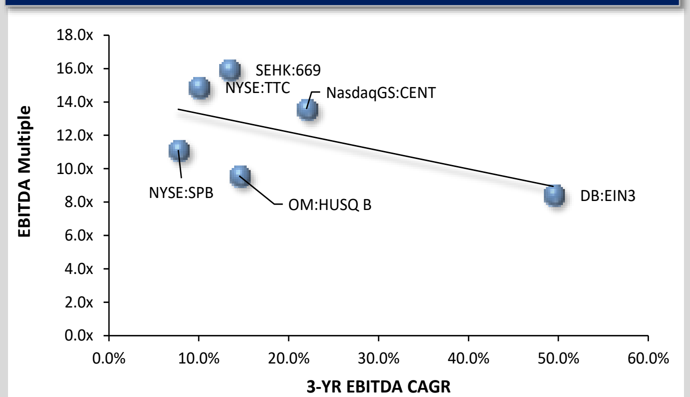
*Graphs adjusted to eliminate statistical outliers.*

### 3-Yr Revenue CAGR vs. EBITDA Multiple



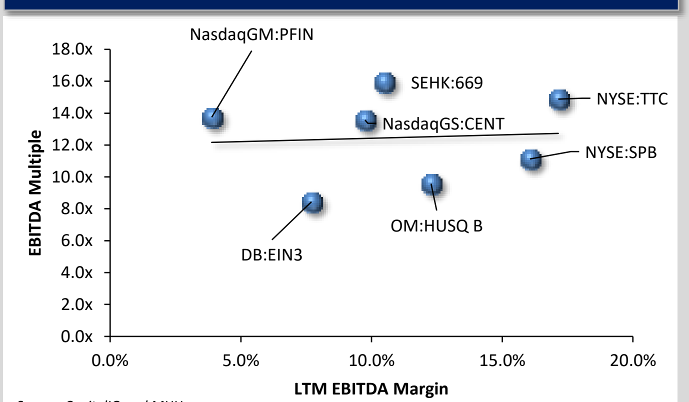

*Source: CapitalIQ and MHH*

### 3-Yr EBITDA CAGR vs. EBITDA Multiple



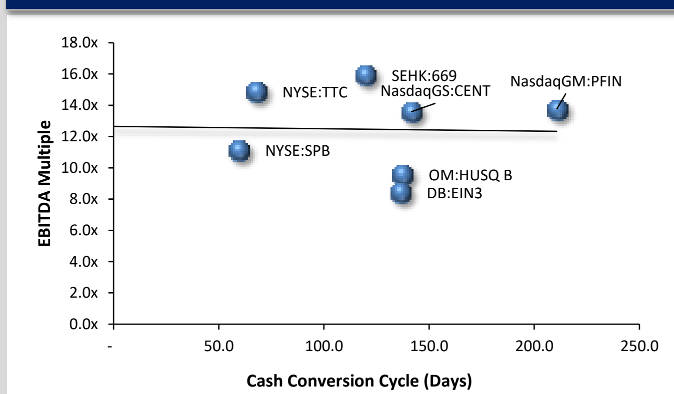

*Source: CapitalIQ and MHH*

### EBITDA Margin vs. EBITDA Multiple




*Source: CapitalIQ and MHH*

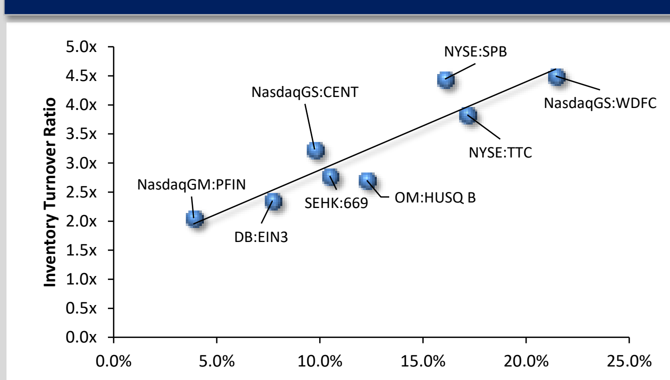
### Cash Conversion Cycle vs. EBITDA Multiple




*Source: CapitalIQ and MHH*

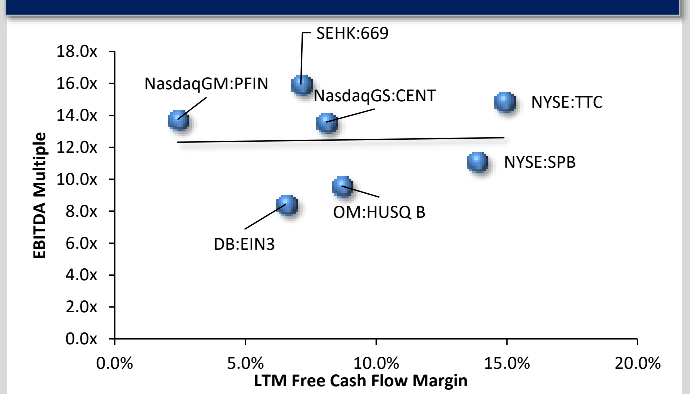
*CCC = DIO + DRO + DPO*

### EBITDA Margin vs. Inventory Turn Ratio




*Source: CapitalIQ and MHH*

### Free Cash Flow Margin vs. EBITDA Multiple



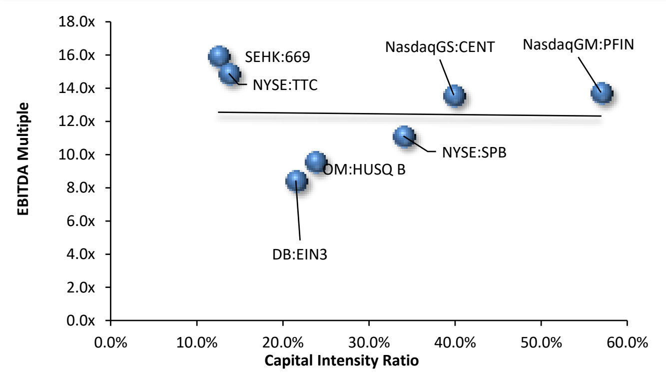

*Source: CapitalIQ and MHH*

*FCF Margin = (EBITDA - Capex) / Rev*

## Valuation and Operating Performance Matrices (cont.)

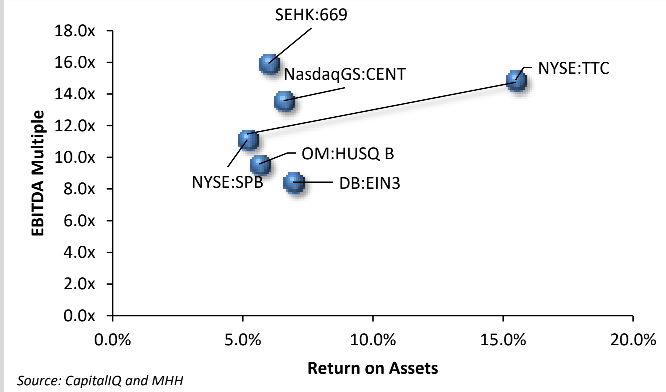
*Graphs adjusted to eliminate statistical outliers.*

### Capital Intensity vs. EBITDA Multiple




*Source: CapitalIQ and MHH* *Capital Intensity = (NWC - Cash + PP&E) / Revenues*

### Return on Assets vs. EBITDA Multiple




*Source: CapitalIQ and MHH*

## Selected M&A Transactions: 9/1/18 - 9/30/18

| Announced | Target | Target Description | Acquirer | Value |
|---|---|---|---|---|
| 9/4/18 | Reguitti SPA | Manufactures handles and assorted accessories for doors and windows. | Giesse Gruppo Industriale S.p.A | ND |
| 9/5/18 | Kimal Lumber Company | Produces and supplies building materials. | GULFSIDE SUPPLY, INC. | ND |
| 9/18/18 | U.S. Blades, LLC | Manufactures industrial knives, blades and saws. | Simonds International Corporation | ND |

*ND – Not disclosed. Transaction values in millions.*

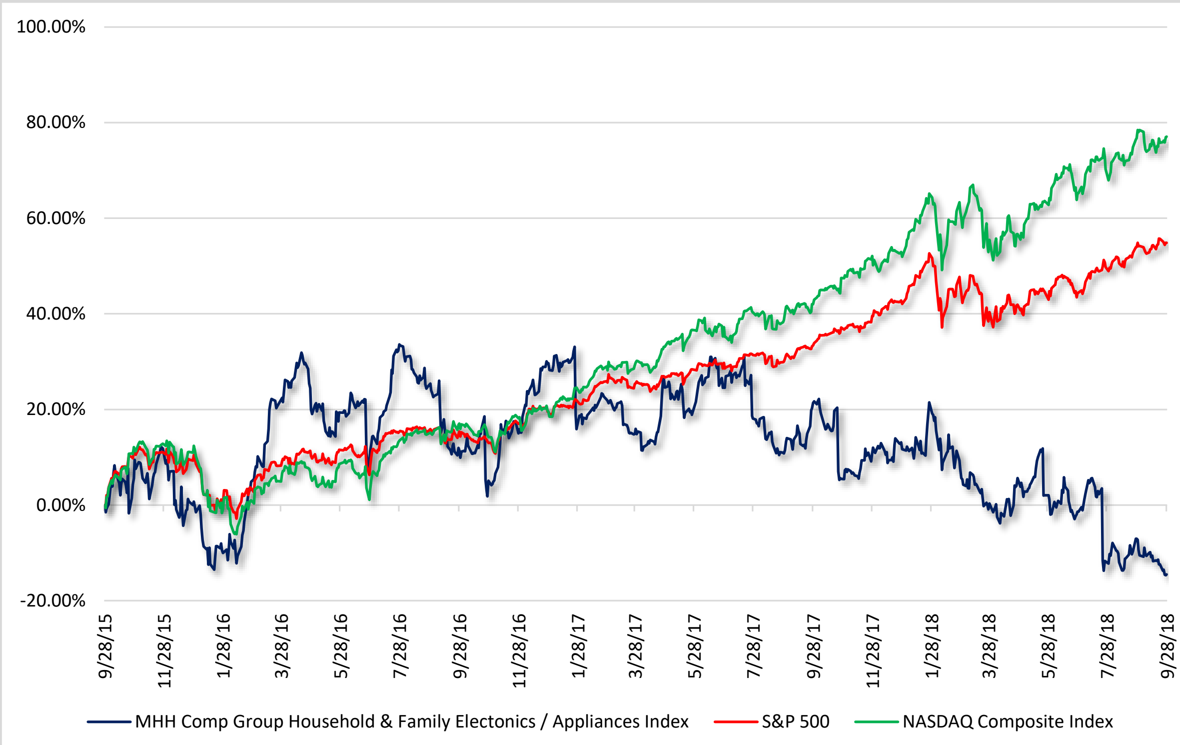
## Selected News Announcements

**P&F Industries, Inc. (NasdaqGM: PFIN)** announced a share buyback program of **100,000 shares.**

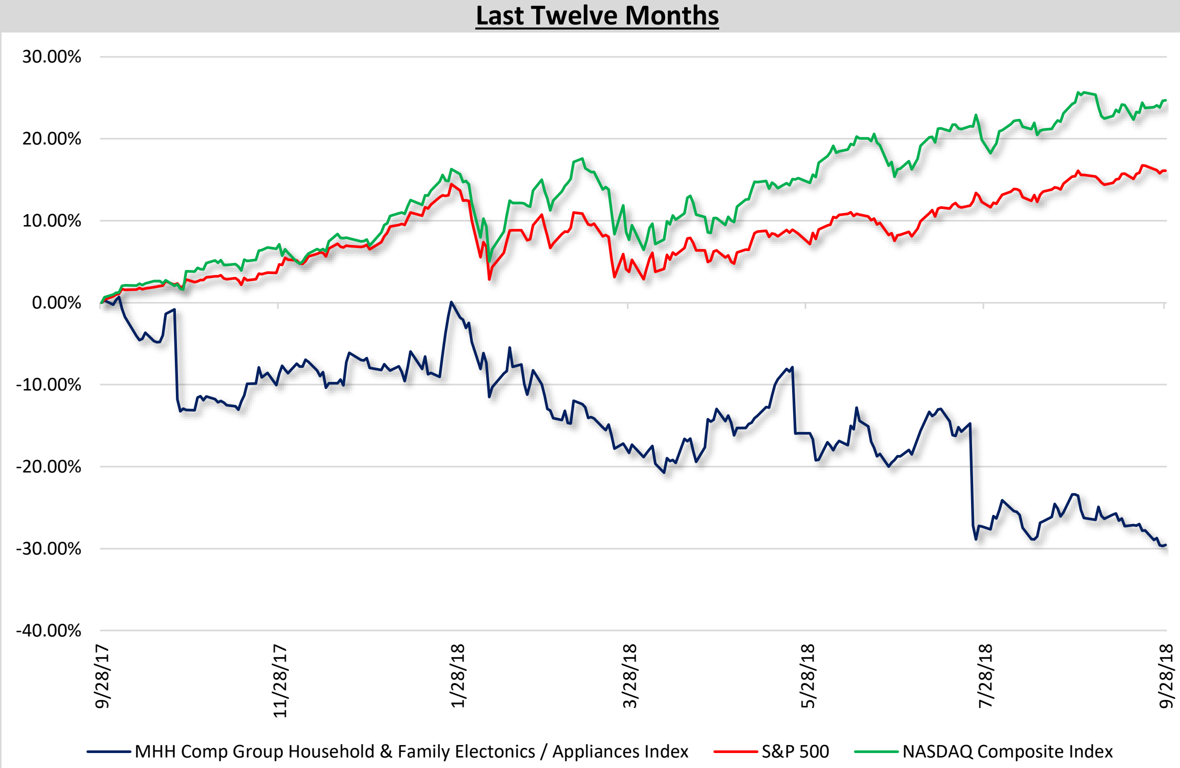
**The Toro Company (NYSE:TTC)** announced a quarterly dividend payable **October 17, 2018**.

**Comparative Index Performance (Three-year and One-year)**

**Last Three Years**



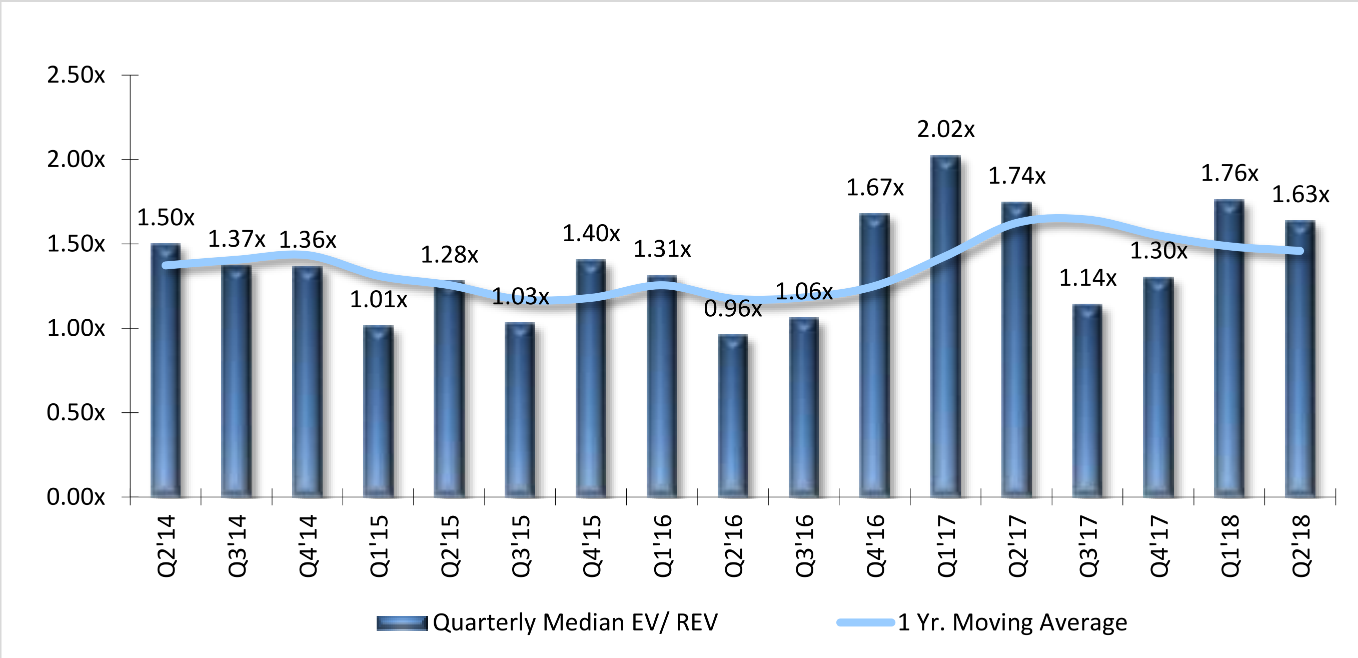

**Last Twelve Months**



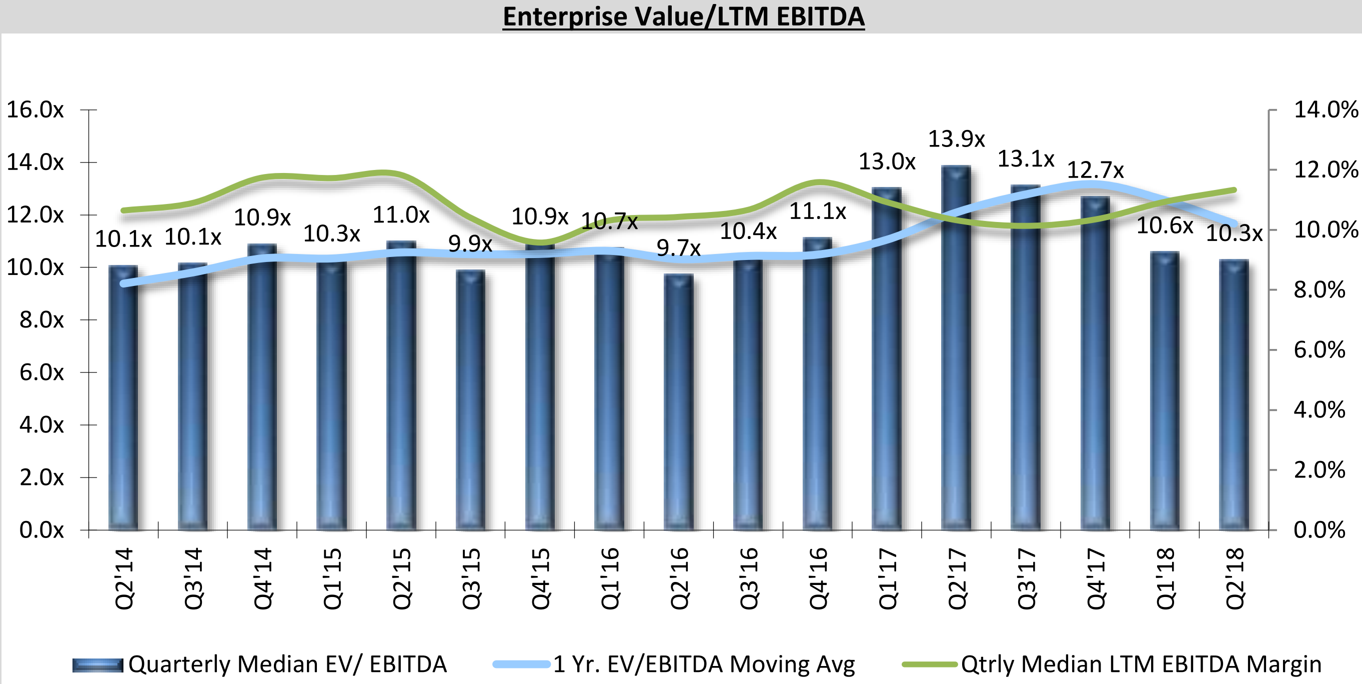

Source: CapitalIQ

**Valuation Trend**

**Enterprise Value/LTM Revenue**




**Enterprise Value/LTM EBITDA**

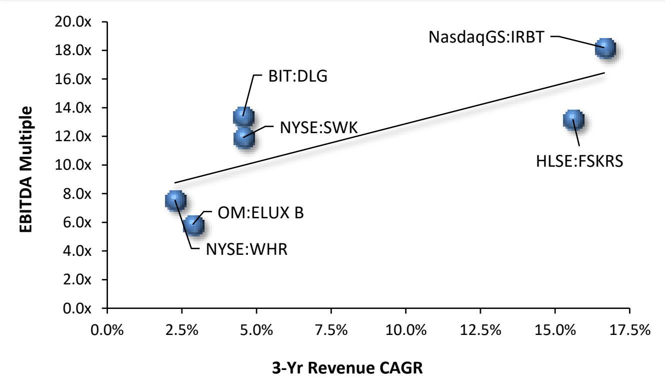



Source: CapitalIQ

## Valuation and Operating Performance Matrices

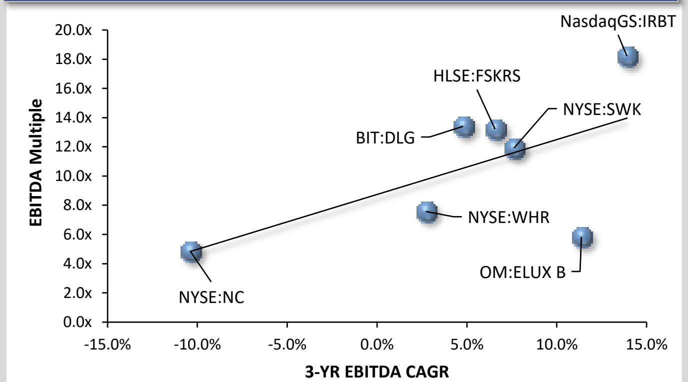
*Graphs adjusted to eliminate statistical outliers.*

### 3-Yr Revenue CAGR vs. EBITDA Multiple



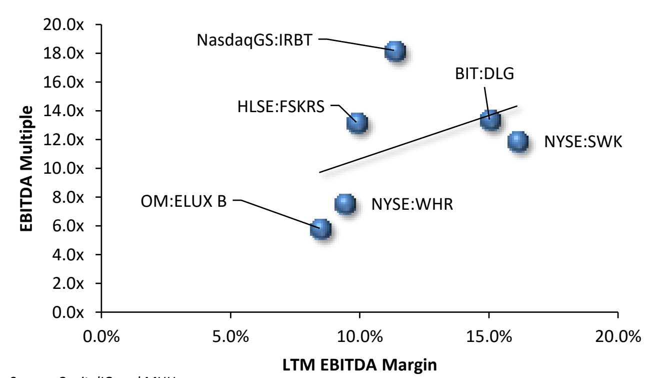

*Source: CapitalIQ and MHH*

### 3-Yr EBITDA CAGR vs. EBITDA Multiple



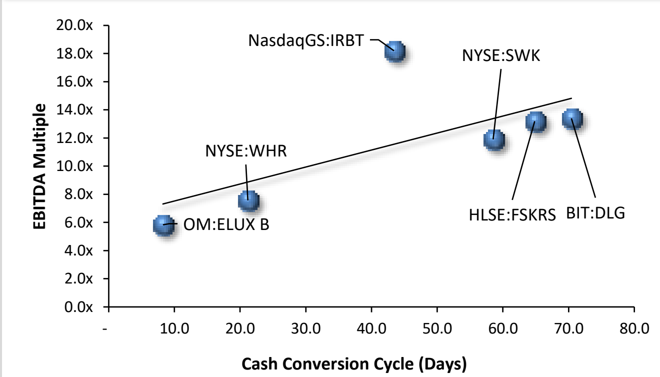

*Source: CapitalIQ and MHH*

### EBITDA Margin vs. EBITDA Multiple



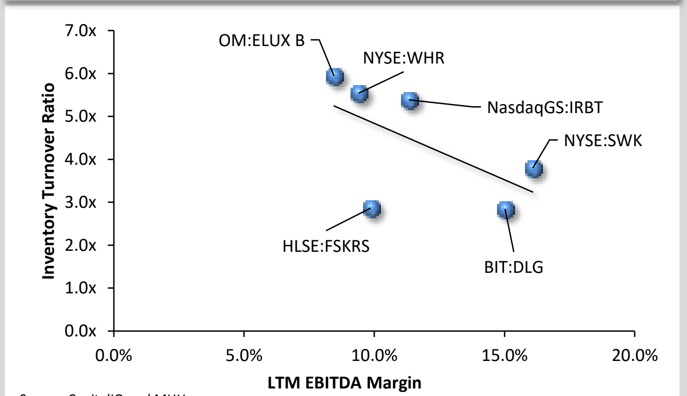

*Source: CapitalIQ and MHH*

### Cash Conversion Cycle vs. EBITDA Multiple



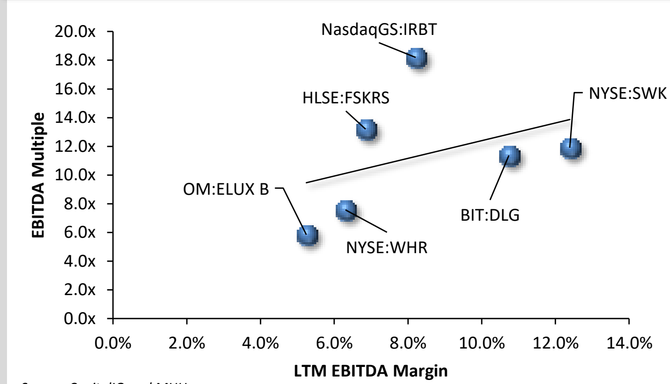

*Source: CapitalIQ and MHH* *CCC = DIO + DRO + DPO*

### EBITDA Margin vs. Inventory Turn Ratio




*Source: CapitalIQ and MHH*

### Free Cash Flow Margin vs. EBITDA Multiple

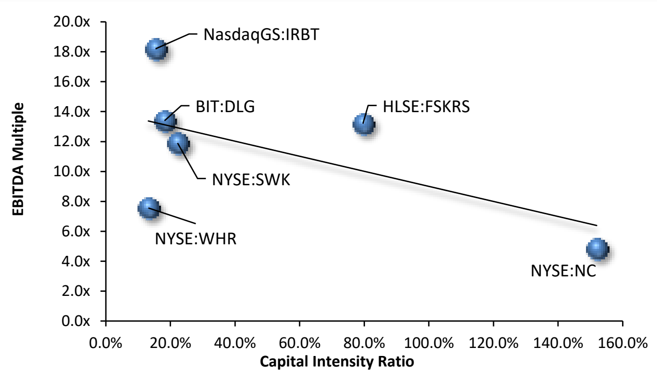



*Source: CapitalIQ and MHH*

## Valuation and Operating Performance Matrices (cont.)

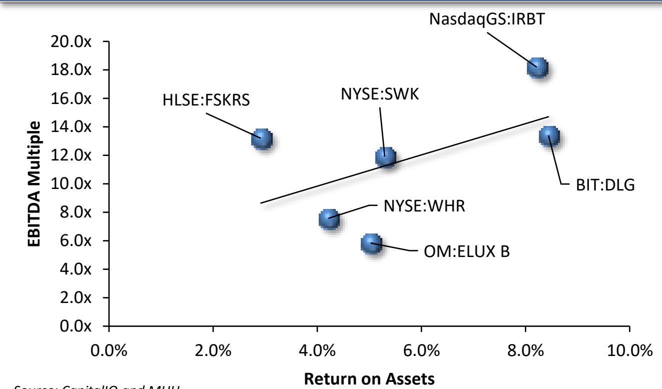
*Graphs adjusted to eliminate statistical outliers.*

### Capital Intensity vs. EBITDA Multiple




*Source: CapitalIQ and MHH* *Capital Intensity = (NWC - Cash + PP&E) / Revenues*

### Return on Assets vs. EBITDA Multiple




*Source: CapitalIQ and MHH*

## Selected M&A Transactions: 9/1/18 - 9/30/18

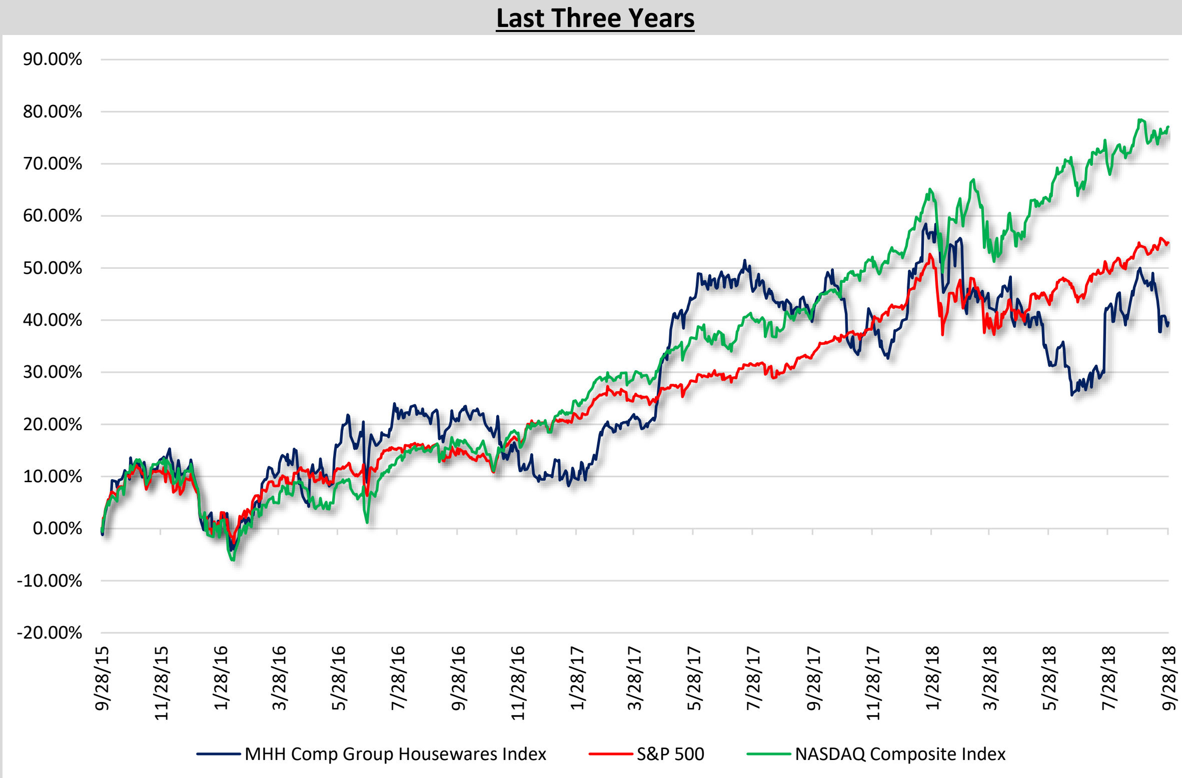
| Announced | Target | Target Description | Acquirer | Value |
|---|---|---|---|---|
| 9/10/18 | Wilton Brands LLC | Designs, produces, markets and sells food crafting and consumer products. | Dr. August Oetker KG | ND |

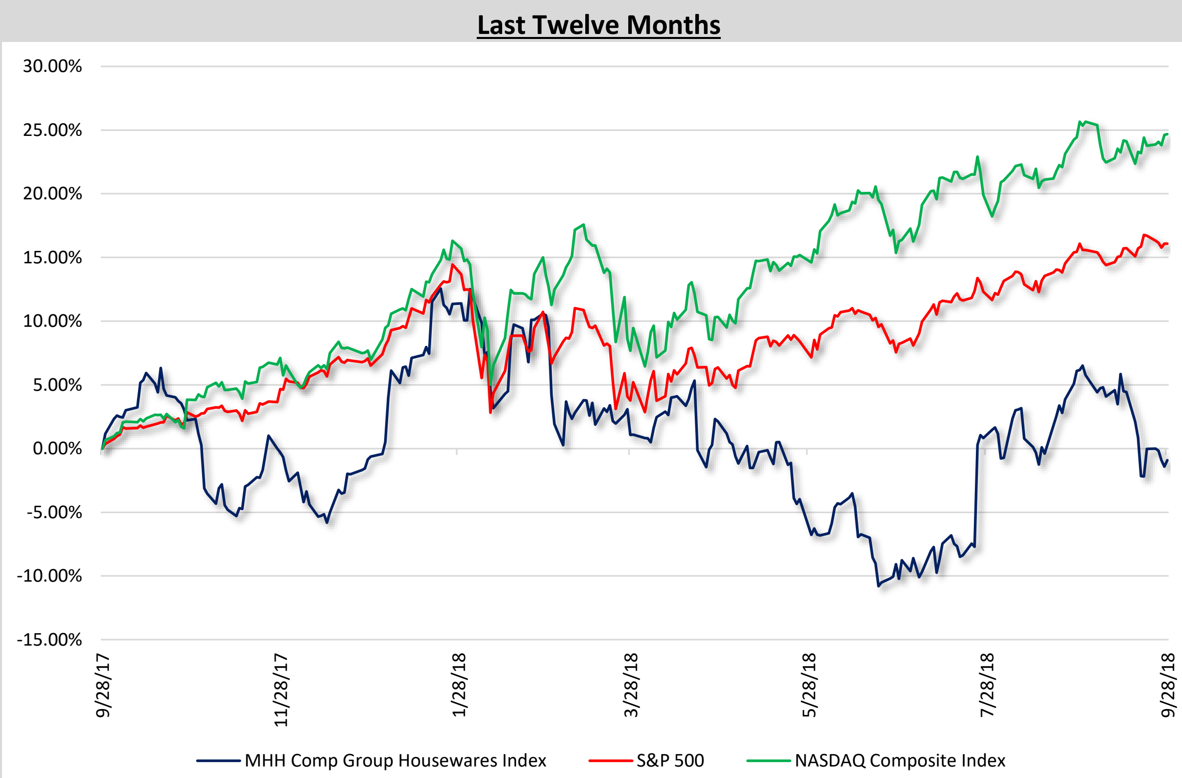
*ND – Not disclosed. Transaction values in millions.*

## Selected News Announcements

**Fiskars Oyj Abp (HLSE:FSKRS)** announced a plan to lower dividend payable for FY 2018.

## Comparative Index Performance (Three-year and One-year)

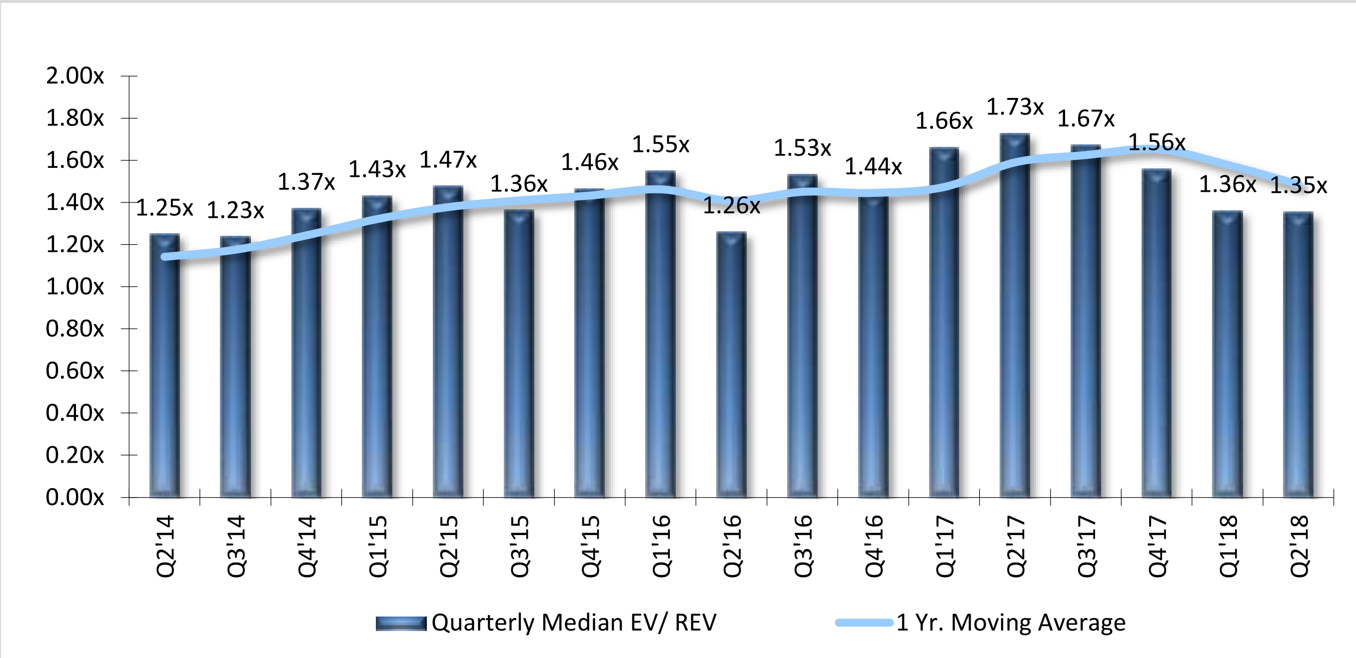


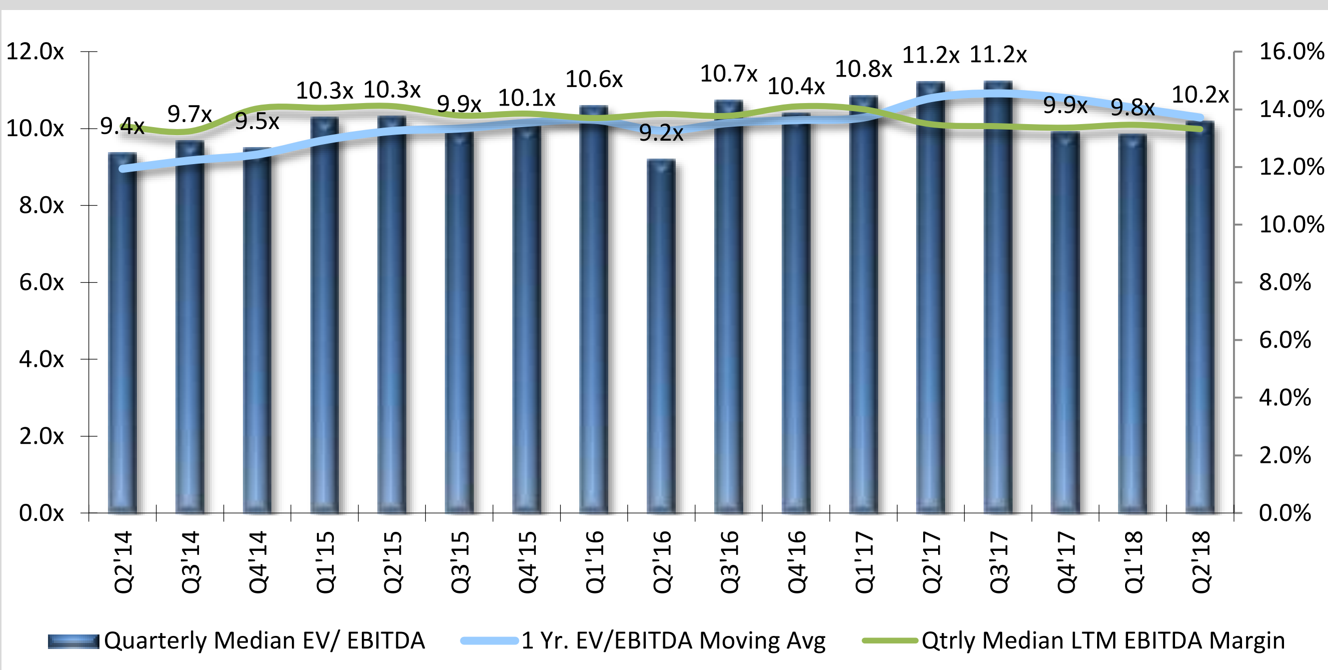

Source: CapitalIQ

**Valuation Trend**

**Enterprise Value/LTM Revenue**




**Enterprise Value/LTM EBITDA**

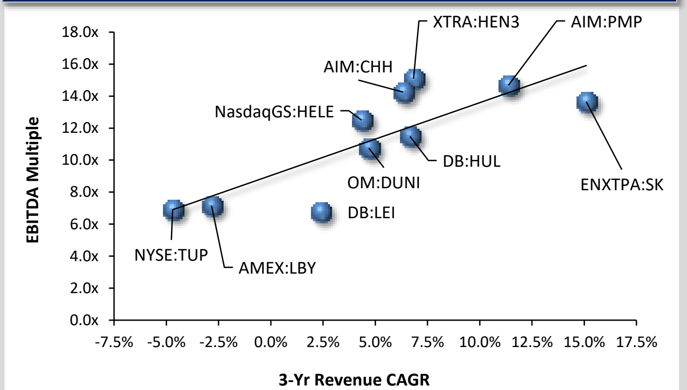



Source: CapitalIQ

## Valuation and Operating Performance Matrices

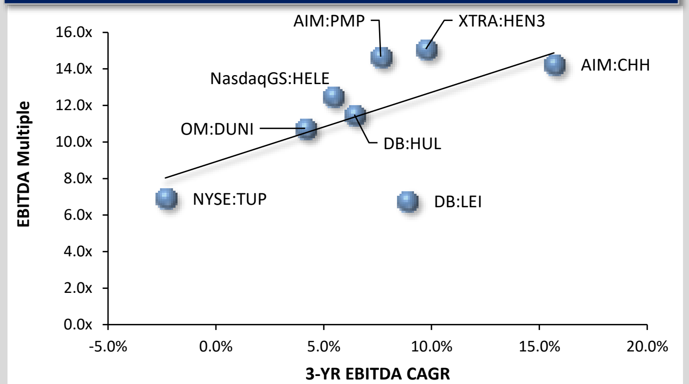
*Graphs adjusted to eliminate statistical outliers.*

### 3-Yr Revenue CAGR vs. EBITDA Multiple



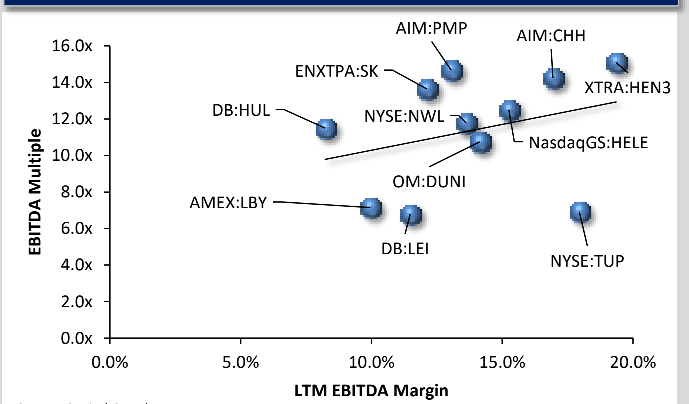

*Source: CapitalIQ and MHH*

### 3-Yr EBITDA CAGR vs. EBITDA Multiple



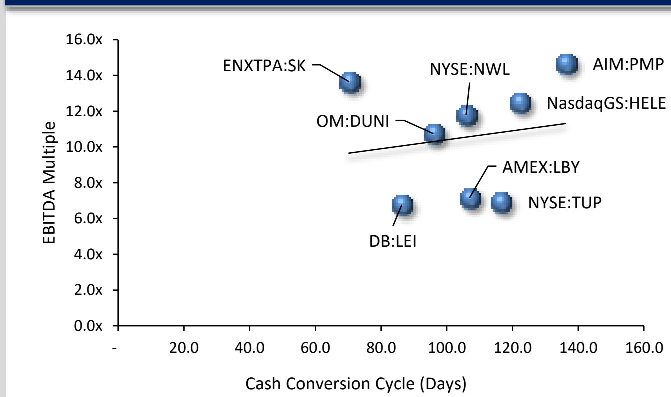

*Source: CapitalIQ and MHH*

### EBITDA Margin vs. EBITDA Multiple



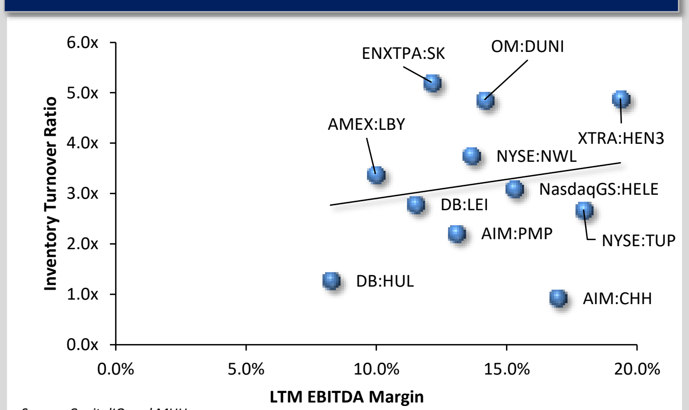

*Source: CapitalIQ and MHH*

### Cash Conversion Cycle vs. EBITDA Multiple



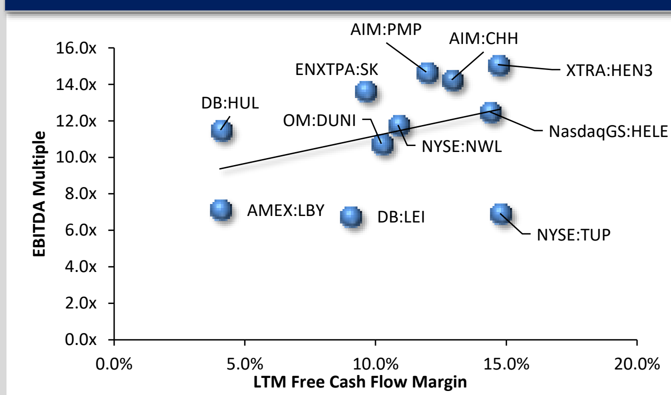

*Source: CapitalIQ and MHH* *CCC = DIO + DRO + DPO*

### EBITDA Margin vs. Inventory Turn Ratio




*Source: CapitalIQ and MHH*

### Free Cash Flow Margin vs. EBITDA Multiple

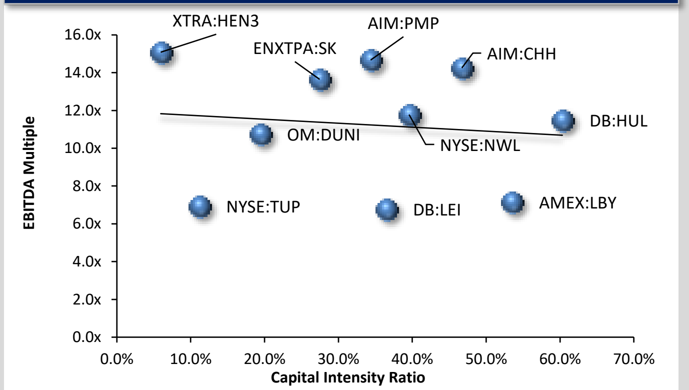



*Source: CapitalIQ and MHH* *FCF Margin = (EBITDA - Capex) / Rev*

## Valuation and Operating Performance Matrices (cont.)

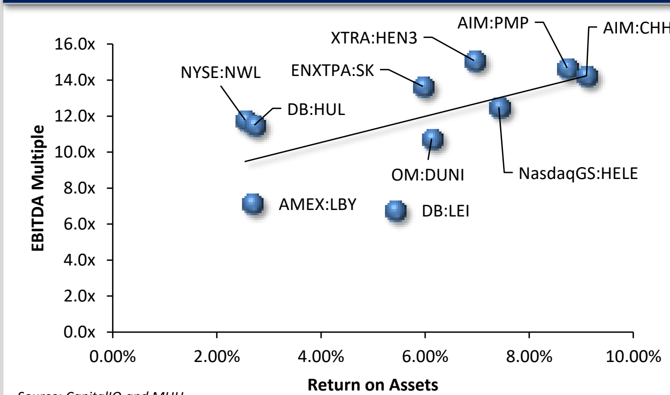
*Graphs adjusted to eliminate statistical outliers.*

### Capital Intensity vs. EBITDA Multiple




*Source: CapitalIQ and MHH* *Capital Intensity = (NWC - Cash + PP&E) / Revenues*

### Return on Assets vs. EBITDA Multiple




*Source: CapitalIQ and MHH*

## Selected M&A Transactions: 9/1/18 - 9/30/18

*No Houseware Selected Transactions for the month of September.*

## Selected News Announcements

*No Houseware Selected News Announcement for the month of September.*

**Mufson Howe Hunter** is an independent investment bank for middle-market companies. We focus on selling businesses, buy-outs, acquisitions and raising capital. Unique to the middle market, our senior bankers have extensive corporate finance experience and deep knowledge of the capital markets.

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## Raise Capital

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