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Mergers &
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Capital
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Apparel, Accessories & Footwear

Market Monitor

November 2024




Proven Track Record of Successful Transactions

We provided investment banking services for


BEYOND YOGA 

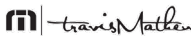
in its acquisition by






has raised capital from Private Investors to support

Simple 





has been acquired by




JOHNNY WAS

has been acquired by

 ENDEAVOUR



has been acquired by



Hurley 

has been acquired by



EXOFFICIO

has been acquired by




from




neff 

received an equity investment from

MARLIN  EQUITY PARTNERS



has been acquired by



RVCA


has been acquired by







received an investment from






has been acquired by






has been acquired by

Rays Group USA
a subsidiary of
Rays The Glorious Holdings Ltd.




has been acquired by

Private Investors



has been acquired by



EXPERIENCE

Proven Track Record of Successful Outcomes

- Deep expertise and strong relationships with relevant market participants
- Battle tested process that drives maximum valuation and enhanced terms
- Exclusive focus on private, middle market companies
- A life-cycle approach to client service



Industry Update

According to a recent CNBC/NRF Retail Monitor report, Clothing, Footwear & Accessory retail sales jumped 8.5% YoY from October 2023. “Healthy spending resumed in October as consumers continued to benefit from this year’s job gains and higher wages,” offered NRF President and CEO Matthew Shay. “Inflation is mostly limited to services at this point and prices for some retail goods are actually falling. October sales have set the stage for a good start to the holiday shopping season.”

Valuation metrics for publicly traded companies have now surpassed the average metrics for the previous three-year period (see page 5). Elevated valuations and strong industry tailwinds position the Apparel, Accessories and Footwear industry for robust transaction volume in 2025.

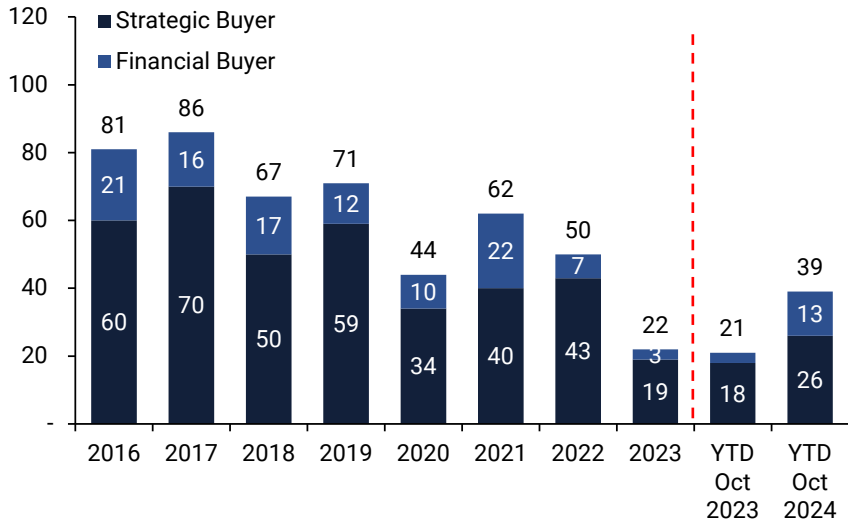
Brands will compete for the attention of buyers. We suggest entering the M&A playing field in Q1 to precede the wave of brands seeking an exit.



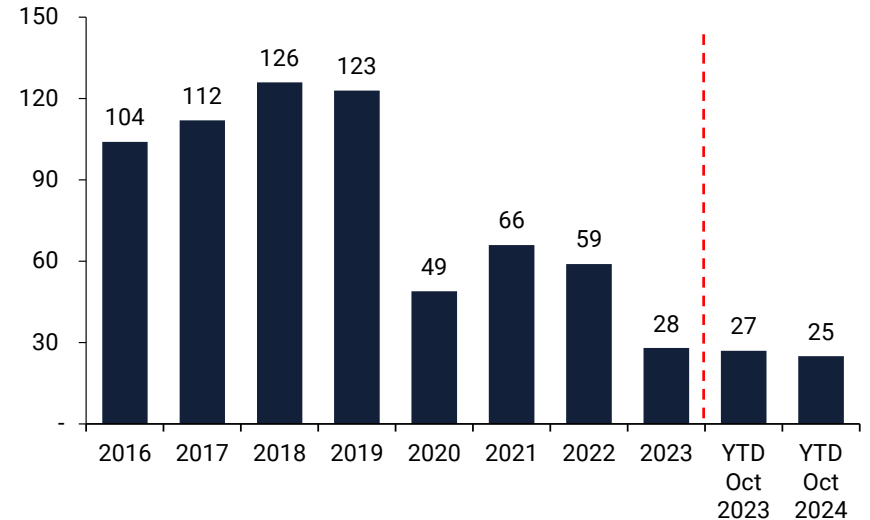
Apparel, Accessories & Footwear (AAF) Public Market Overview



U.S. AAF M&A Transaction Volume by Buyer Type



U.S. AAF Private Placement Transaction Volume



MARKET DATA

Public Company Valuations

\$ in millions, except per share data		11/20/24			TTM Data					NTM Est. Growth		EV Multiple	
Category	Company Name	Share Price	Market Cap	Enterprise Value	Sales	Gross Profit	Gross Margin	EBITDA	EBITDA Margin	Sales	TTM Sales	TTM EBITDA	
Accessories	EssilorLuxottica Société anonyme	\$245.85	\$112,001	\$122,896	\$27,680	\$17,299	62.5%	\$5,860	21.2%	5.3%	4.44x	21.0x	
	Tapestry, Inc.	55.30	12,887	14,387	6,666	4,927	73.9%	1,440	21.6%	2.1%	2.16x	10.0x	
	Pandora A/S	152.21	12,052	14,095	4,566	3,637	79.7%	1,271	27.8%	3.0%	3.09x	11.1x	
	The Swatch Group AG	182.12	9,414	7,861	8,139	6,873	84.4%	1,191	14.6%	(0.5%)	0.97x	6.6x	
	Movado Group, Inc.	18.75	417	316	663	361	54.4%	48	7.2%	2.2%	0.48x	6.6x	
	Vera Bradley, Inc.	5.07	143	175	440	231	52.5%	12	2.8%	(3.1%)	0.40x	14.3x	
	Fossil Group, Inc.	1.20	64	292	1,224	612	50.0%	(46)	NA	NA	0.24x	NA	
	Median Average		\$9,414	\$20,997	\$7,861	\$4,566	\$3,637	62.5%	\$1,191	17.9%	2.2%	0.97x	10.5x
		\$20,997	\$22,860	\$7,054	\$4,848	65.3%	\$1,396	15.9%	1.5%	1.68x	11.6x		
Activewear	NIKE, Inc.	\$73.36	\$109,196	\$111,028	\$50,012	\$22,488	45.0%	\$7,201	14.4%	(4.3%)	2.22x	15.4x	
	adidas AG	224.50	40,084	44,485	25,127	12,494	49.7%	1,547	6.2%	3.6%	1.77x	NM	
	Lululemon Athletica Inc.	308.31	37,853	37,702	9,989	5,847	58.5%	2,700	27.0%	8.5%	3.77x	14.0x	
	PUMA SE	47.59	7,102	9,142	9,491	4,491	47.3%	837	8.8%	0.8%	0.96x	10.9x	
	Columbia Sportswear Company	80.10	4,581	4,629	3,332	1,667	50.0%	398	12.0%	3.5%	1.39x	11.6x	
	Under Armour, Inc.	9.12	3,776	4,577	5,401	2,529	46.8%	350	6.5%	(6.0%)	0.85x	13.1x	
	FILA Holdings Corporation	27.92	1,669	2,079	3,174	1,663	52.4%	383	12.1%	NA	0.65x	5.4x	
	Median Average		\$7,102	\$9,142	\$9,491	\$4,491	49.7%	\$837	12.0%	2.2%	1.39x	12.4x	
		\$29,180	\$30,520	\$15,218	\$7,311	50.0%	\$1,917	12.4%	1.0%	1.66x	11.7x		
Casual Fashion & Retail	Burlington Stores, Inc.	\$269.02	\$16,943	\$21,095	\$10,234	\$4,409	43.1%	\$961	9.4%	9.2%	2.06x	21.9x	
	The Gap, Inc.	20.62	7,760	11,073	15,173	7,478	49.3%	1,463	9.6%	(0.9%)	0.73x	7.6x	
	Gildan Activewear Inc.	48.94	7,540	8,963	3,232	990	30.6%	787	24.3%	3.7%	2.77x	11.4x	
	Abercrombie & Fitch Co.	136.81	6,988	7,155	4,664	3,013	64.6%	817	17.5%	7.5%	1.53x	8.8x	
	Levi Strauss & Co.	15.80	6,268	7,943	6,158	3,639	59.1%	758	12.3%	5.1%	1.29x	10.5x	
	Urban Outfitters, Inc.	36.91	3,405	3,755	5,320	1,807	34.0%	525	9.9%	5.4%	0.71x	7.2x	
	American Eagle Outfitters, Inc.	17.27	3,317	4,448	5,415	2,132	39.4%	675	12.5%	0.9%	0.82x	6.6x	
	Hanesbrands Inc.	8.46	2,982	6,238	5,467	2,073	37.9%	600	11.0%	(33.4%)	1.14x	10.4x	
	Victoria's Secret & Co.	36.05	2,831	5,492	6,125	2,736	44.7%	521	8.5%	0.1%	0.90x	10.5x	
	Carter's, Inc.	50.97	1,837	2,756	2,842	1,372	48.3%	367	12.9%	(1.6%)	0.97x	7.5x	
	Guess?, Inc.	16.20	839	2,066	2,867	1,264	44.1%	298	10.4%	8.6%	0.72x	6.9x	
	Lands' End, Inc.	14.77	461	724	1,442	639	44.3%	65	4.5%	(2.1%)	0.50x	11.1x	
	Zumiez Inc.	21.47	411	508	886	295	33.3%	13	1.5%	1.6%	0.57x	NM	
	J.Jill, Inc.	24.48	369	549	615	434	70.6%	108	17.7%	1.2%	0.89x	5.1x	
	Designer Brands Inc.	4.66	259	1,499	3,059	962	31.4%	89	2.9%	2.2%	0.49x	16.9x	
Duluth Holdings Inc.	3.65	128	283	642	323	50.4%	21	3.2%	0.9%	0.44x	13.7x		
Median Average		\$2,906	\$4,102	\$3,948	\$1,590	\$523	44.2%	\$504	10.1%	1.4%	0.86x	10.4x	
		\$3,896	\$5,284	\$4,634	\$2,098	\$504	45.3%	\$504	10.5%	0.5%	1.03x	10.4x	

MARKET DATA

Public Company Valuations

\$ in millions, except per share data		11/20/24			TTM Data					NTM Est. Growth		EV Multiple	
Category	Company Name	Share Price	Market Cap	Enterprise Value	Sales	Gross Profit	Gross Margin	EBITDA	EBITDA Margin	Sales	TTM Sales	TTM EBITDA	
Diversified Apparel	Ralph Lauren Corporation	\$202.15	\$12,553	\$13,531	\$6,740	\$4,550	67.5%	\$1,060	15.7%	4.0%	2.01x	12.8x	
	V.F. Corporation	18.65	7,261	14,147	10,093	5,270	52.2%	787	7.8%	(4.3%)	1.40x	18.0x	
	PVH Corp.	96.47	5,384	8,342	8,879	5,285	59.5%	1,211	13.6%	(2.4%)	0.94x	6.9x	
	Capri Holdings Limited	20.04	2,363	5,655	4,796	3,078	64.2%	390	8.1%	(5.5%)	1.18x	14.5x	
	Delta Galil Industries Ltd.	49.58	1,289	1,731	1,955	825	42.2%	259	13.2%	NA	0.89x	6.7x	
	G-III Apparel Group, Ltd.	28.56	1,253	1,471	3,086	1,250	40.5%	327	10.6%	4.5%	0.48x	4.5x	
	Oxford Industries, Inc.	74.67	1,172	1,519	1,549	969	62.6%	218	14.1%	0.2%	0.98x	7.0x	
	Vince Holding Corp.	1.70	21	166	293	136	46.6%	5	1.6%	1.3%	0.57x	NM	
	Xcel Brands, Inc.	0.00	17	26	10	10	95.4%	(9)	NA	16.7%	2.54x	NA	
		Median Average	\$1,289	\$3,479	\$1,731	\$3,086	\$2,375	59.5%	\$327	11.9%	0.7%	0.98x	7.0x
Footwear	Deckers Outdoor Corporation	\$176.36	\$26,793	\$25,826	\$4,657	\$2,659	57.1%	\$1,145	24.6%	10.9%	NM	22.5x	
	ASICS Corporation	18.68	13,367	13,400	4,522	2,500	55.3%	751	16.6%	3.4%	2.96x	17.8x	
	Skechers U.S.A., Inc.	59.77	9,024	10,203	8,718	4,631	53.1%	1,073	12.3%	11.0%	1.17x	9.5x	
	Crocs, Inc.	98.59	5,746	7,334	4,072	2,368	58.1%	1,131	27.8%	2.1%	1.80x	6.5x	
	Steven Madden, Ltd.	41.59	3,002	3,041	2,220	916	41.3%	264	11.9%	5.6%	1.37x	11.5x	
	Wolverine World Wide, Inc.	22.16	1,774	2,501	1,787	757	42.4%	24	1.3%	2.8%	1.40x	NM	
	Caleres, Inc.	29.75	1,047	1,775	2,802	1,266	45.2%	240	8.6%	(1.3%)	0.63x	7.4x	
	Weyco Group, Inc.	35.28	334	264	290	134	46.0%	39	13.5%	NA	0.91x	6.7x	
	Rocky Brands, Inc.	20.96	156	310	452	178	39.4%	52	11.5%	2.6%	0.69x	5.9x	
		Median Average	\$3,002	\$6,805	\$3,041	\$2,802	\$1,266	46.0%	\$264	12.3%	3.1%	1.27x	8.4x
Luxury Apparel	LVMH Moët Hennessy - Louis Vuitton	\$605.05	\$302,248	\$335,296	\$91,707	\$62,845	68.5%	\$26,043	28.4%	(0.6%)	3.66x	12.9x	
	Hermès International Société	2,082.02	218,051	210,405	15,250	10,897	71.5%	6,652	43.6%	10.8%	NM	NM	
	Christian Dior SE	570.45	102,916	177,149	91,707	62,845	68.5%	25,679	28.0%	NA	1.93x	6.9x	
	Kering SA	226.03	27,708	44,824	19,767	14,899	75.4%	4,843	24.5%	(7.5%)	2.27x	9.3x	
	Moncler S.p.A.	49.63	13,431	13,408	3,298	2,564	77.7%	999	30.3%	(0.0%)	4.07x	13.4x	
	Burberry Group plc	10.78	3,850	5,646	3,562	2,309	64.8%	355	10.0%	(14.0%)	1.59x	15.9x	
	Hugo Boss AG	42.06	2,903	4,176	4,723	2,904	61.5%	537	11.4%	(2.4%)	0.88x	7.8x	
	Canada Goose Holdings Inc.	9.30	901	1,498	981	667	67.9%	143	14.6%	(2.0%)	1.53x	10.4x	
		Median Average	\$20,569	\$84,001	\$29,116	\$9,986	\$6,900	68.5%	\$2,921	26.3%	(2.0%)	1.93x	10.4x
Overall Apparel, Accessories & Footwear		Median Average	\$3,591	\$5,569	\$4,544	\$2,338	52.3%	\$531	12.2%	1.6%	1.06x	10.4x	
			\$21,038	\$24,319	\$9,428	\$5,632	54.6%	\$1,884	14.0%	1.2%	1.44x	10.8x	

TRANSACTION DATA

Select, Recent M&A Activity

\$ in millions

Close Date	Target	Investor	Short Description	Implied EV	EV/ Revenue	EV/ EBITDA
Announced	Peak Achievement Athletics Inc.	Fairfax Financial Holdings Limited	Manufactures sports equipment and apparel	-	-	-
Oct-24	UNLESS Collective, LLC	Under Armour, Inc.	Manufactures streetwear made from zero plastic	-	-	-
Oct-24	Hatch Collection LLC	Janie and Jack LLC	Manufactures and markets maternity wear clothes	-	-	-
Oct-24	Topshop and Topman brands business of ASOS Holdings Limited	HEARTLAND A/S	Sells women's clothing, shoes, and accessories	\$236.8	-	-
Oct-24	Supreme Holdings, Inc.	EssilorLuxottica Société anonyme	Manufactures and retails skateboarding products, accessories, and clothing	\$1,500.0	2.79x	9.0x
Sep-24	Off White LLC	Bluestar Alliance, LLC	Manufactures luxury streetwear	-	-	-
Sep-24	Global Champion Business of Hanesbrands Inc.	Authentic Brands Group, LLC	Manufactures innerwear apparel	\$1,500.0	-	-
Sep-24	Quenvold's Safety Shoes	Saf-Gard Safety Shoe Company Inc.	Provides protective footwear and safety shoes	-	-	-
Sep-24	M.J. Soffe, LLC	Renfro Corporation	Manufactures activewear and other apparel	-	-	-
Sep-24	Certain assets related to marketing, sourcing, licensing of Salt Life, LLC	Iconix Brand Group, Inc.; Hilco Merchant Resources LLC	Manufactures fishing-oriented clothing and accessories	\$38.7	-	-
Sep-24	Backcountry.com, LLC	CSC Generation Holdings, Inc.	Retails outdoor gear and clothing apparel	-	-	-
Sep-24	Foundation Wellness	Bansk Group LLC	Manufactures insoles, cushions, and foot care products	-	-	-
Aug-24	Varsity Brands, Inc.	KKR & Co. Inc.; KKR North America Fund XIII SCSp	Provides customizable products and apparel for students	\$4,750.0	-	11.9x
Aug-24	Substantially all assets of Greats Brand, LLC	Unified Commerce Group	Manufactures sneakers for men and women	-	-	-
Aug-24	College Thread LLC	University Tees, Inc.	Manufactures college apparel	-	-	-
Aug-24	Sanuk U.S.A. LLC	Lolë Brands USA ULC	Designs footwear for the outdoor community	-	-	-

Select, Recent Private Placement Activity

\$ in millions

Close Date	Target	Investor	Short Description	Transaction Value
Nov-24	PLBY Group, Inc.	Byborg Enterprises S.A.	Offers adult accessories and apparel	\$22.4
Oct-24	SQAIRZ, LLC	Thirty-5 Capital	Manufactures golf footwear	-
Oct-24	HOMAGE, LLC	MoreBetter Ltd.; Thirty Five Ventures; Wheelhouse 360; Haslam Sports Group, LLC; Winnie Capital	Manufactures and retails vintage-style apparel	-
Oct-24	MUEV BRANDS, Inc	Thirty-5 Capital	Manufactures pickleball apparel	-
Sep-24	Kendra Scott Design, Inc.	Belzberg & Co.; HPS Investment Partners, LLC; 65 Equity Partners Holdings Pte. Ltd.	Designs and manufactures jewelry	-
Sep-24	Vuzix Corporation	Quanta Computer Inc.	Designs and manufactures smart glasses	\$20.0
Aug-24	Demon Child Clothing	NuOrion Capital, LLC	Manufactures streetwear apparel	-
Aug-24	Miliecrescent Inc.	Woori Financial Capital Co., Ltd.; Shinhan Venture Investment Co, Ltd.; Korea Omega Investment Corp	Manufactures and produces jewelry	-
Aug-24	Snaps Ventures Inc.	Private Investor	Sells hat clips for golfers	\$1.7
Aug-24	Vortic, Inc.	Private Investor	Manufactures, designs, and sells watches	\$1.0
Aug-24	Volee, Inc.	Private Investor	Manufactures volleyball footwear, apparel, and equipment for women	\$2.1
Jul-24	Stylest LLC	Private Investor	Manufactures sculpting swimwear	\$0.3
Jul-24	Clearweather, LLC	Private Investor	Manufactures footwear	-
Jun-24	Bombas LLC	Private Investor	Manufactures socks and apparel	\$70.6

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Real-time pulse of sector activity, corporate, family office & private equity participants and enterprise valuation metrics

The Right Capital

Capital is a commodity ... the investor behind the capital is targeted based on our clients' objectives

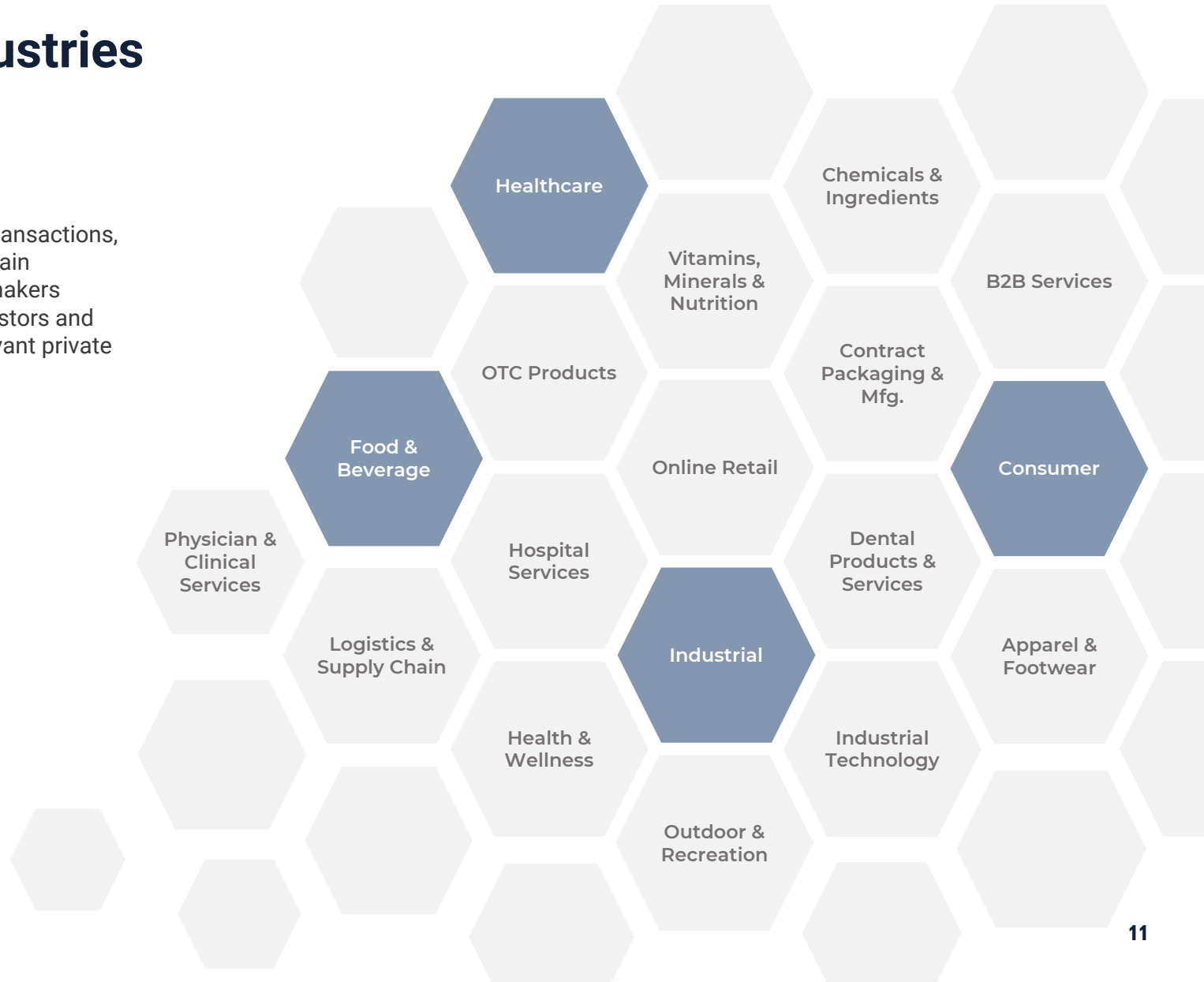
Senior Banker Immersion

From engagement inception through post-closing transaction functions, our senior bankers are front and center

Services & Industries

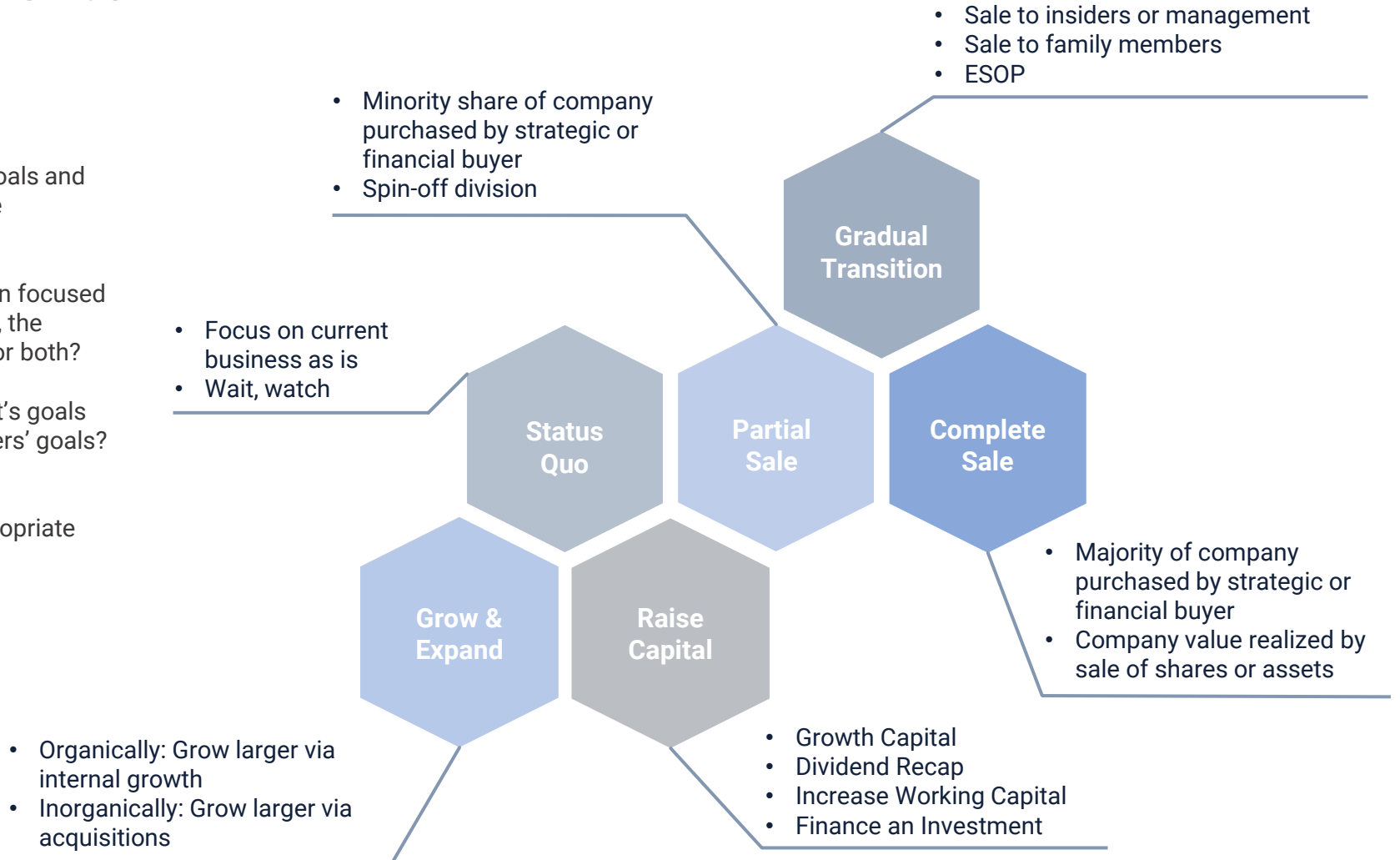
With more than 300 completed transactions, HCA's investment bankers maintain relationships with key decision-makers among strategic buyers and investors and comprehensive coverage of relevant private equity groups and family offices

- Merger and Acquisition Advisory
- Equity and Debt Capital Placement
- Strategic Alternatives Assessment
- Exclusive Sales and Divestitures
- Strategic Planning
- Management Buy-outs
- Recapitalizations



Our Clients

- What are your goals and objectives of the transaction?
- Is the transaction focused on the company, the shareholder(s), or both?
- Do management's goals differ from owners' goals? How so?
- What is the appropriate timing?



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