



**CAPITAL
ALLIANCE**

EST. 1999

Mergers &
Acquisitions

Capital
Raise

Strategic
Advisory

Apparel, Accessories & Footwear Market Monitor

2024 Review




Proven Track Record of Successful Transactions

We provided investment banking services for


BEYOND YOGA 

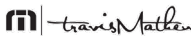
in its acquisition by






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

Apparel, Accessories & Footwear M&A activity has gained momentum, with transaction volume in 2024 doubling from 2023, primarily driven by PE add-on acquisitions. In the back half of 2024, Strategic buyers picked up their pace of acquisitions.

Footwear along with Casual Fashion & Retail brands showed strong performance during the year, with market capitalizations soaring approximately 55% and 25%, respectively.

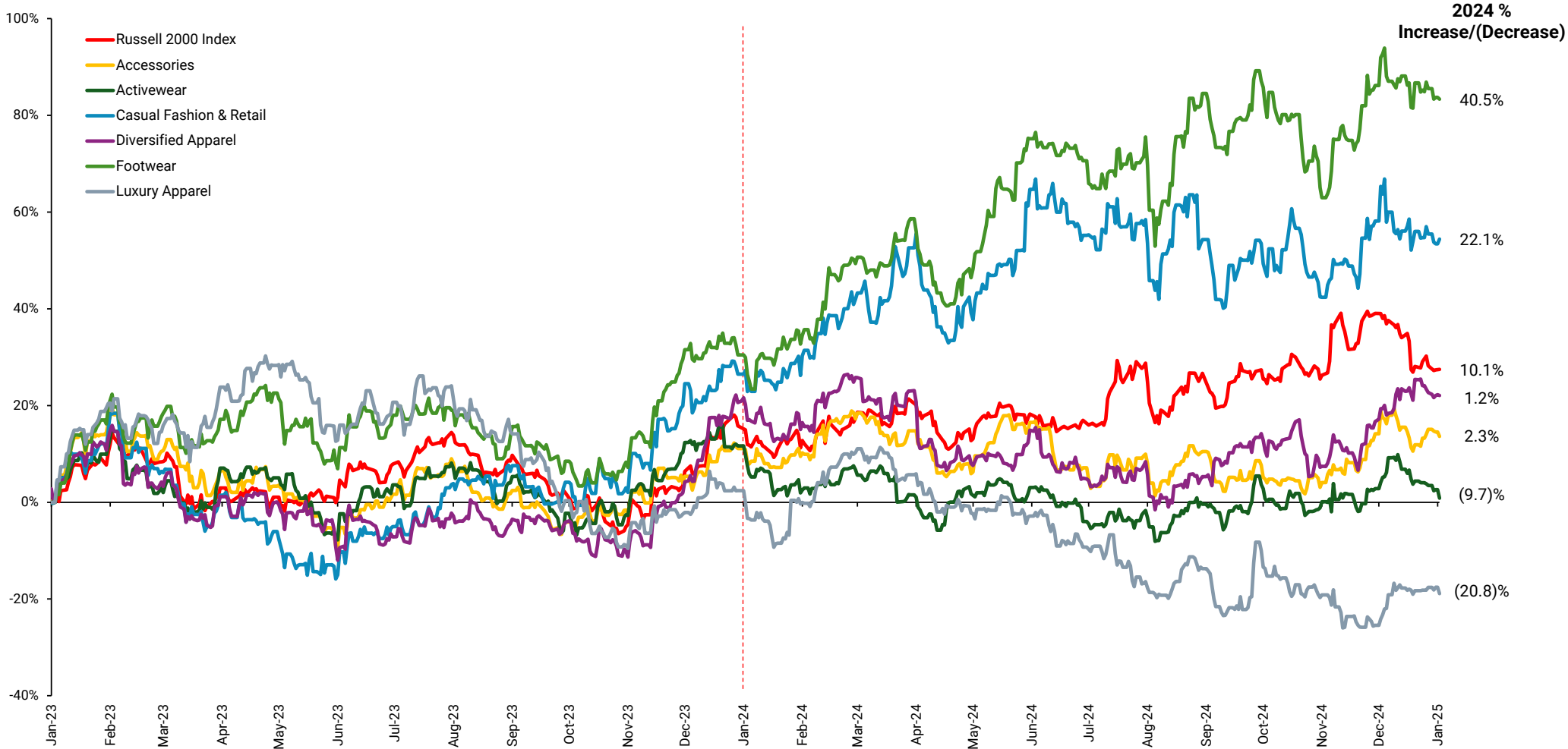
Hexagon sees strong signals for M&A activity in 2025, based on several factors, including:

- Heighted public valuations (Footwear & Casual Apparel)
- Massive levels of dry power among buyers
- Increasing CEO confidence
- Decreasing interest rates
- Decreasing regulatory burdens

Companies that prepare to enter the market early 2025 will be best-positioned to garner attention of buyers over competitors that are also pursuing a sale / raise.



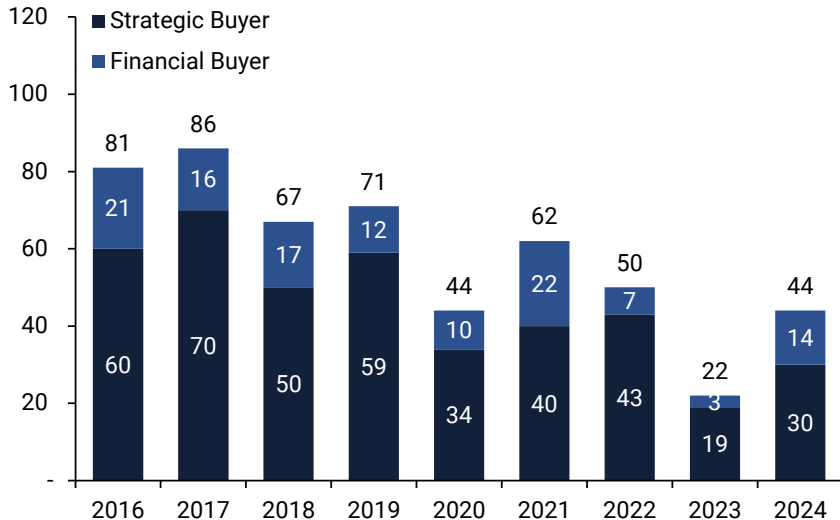
Apparel, Accessories & Footwear (AAF) Public Equity Values



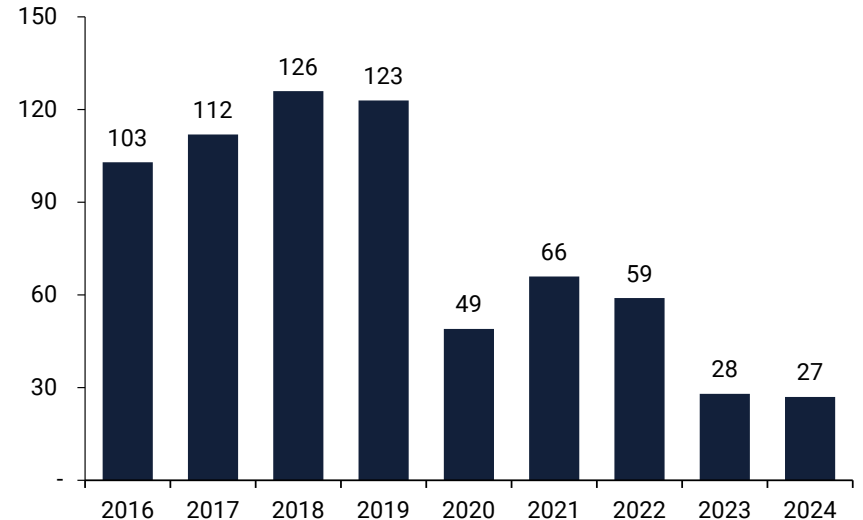
Apparel, Accessories & Footwear (AAF) Public Market Overview



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		12/31/24			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	\$243.92	\$111,168	\$121,894	\$27,680	\$17,299	62.5%	\$5,860	21.2%	3.9%	4.40x	20.8x	
	Tapestry, Inc.	65.33	14,973	16,473	6,666	4,927	73.9%	1,440	21.6%	2.1%	2.47x	11.4x	
	Pandora A/S	182.83	14,412	16,425	4,566	3,637	79.7%	1,271	27.8%	1.6%	3.60x	12.9x	
	The Swatch Group AG	182.08	9,331	7,814	8,139	6,873	84.4%	1,191	14.6%	(3.5%)	0.96x	6.6x	
	Movado Group, Inc.	19.68	436	355	658	357	54.2%	36	5.5%	4.4%	0.54x	9.7x	
	Vera Bradley, Inc.	3.93	109	190	405	212	52.2%	(3)	NA	(2.8%)	0.47x	NA	
	Fossil Group, Inc.	1.67	89	317	1,224	612	50.0%	(46)	NA	NA	0.26x	NA	
	Median Average		\$9,331	\$21,503	\$7,814	\$4,566	\$3,637	62.5%	\$1,191	21.2%	1.9%	0.96x	11.4x
Activewear	NIKE, Inc.	\$75.67	\$112,634	\$114,938	\$48,978	\$21,906	44.7%	\$6,761	13.8%	(6.8%)	2.35x	17.0x	
	Lululemon Athletica Inc.	382.41	46,571	46,897	10,182	5,992	58.9%	2,796	27.5%	9.4%	4.61x	16.8x	
	adidas AG	245.16	43,773	48,106	25,127	12,494	49.7%	1,547	6.2%	2.0%	1.91x	NM	
	PUMA SE	45.93	6,782	8,790	9,491	4,491	47.3%	837	8.8%	(0.7%)	0.93x	10.5x	
	Columbia Sportswear Company	83.93	4,800	4,848	3,332	1,667	50.0%	398	12.0%	3.1%	1.46x	12.2x	
	Under Armour, Inc.	8.28	3,409	4,210	5,401	2,529	46.8%	361	6.7%	(6.0%)	0.78x	11.7x	
	FILA Holdings Corporation	27.28	1,606	2,392	3,174	1,659	52.3%	382	12.0%	(6.9%)	0.75x	6.3x	
Median Average		\$6,782	\$31,368	\$8,790	\$9,491	\$4,491	49.7%	\$837	12.0%	(0.7%)	1.46x	11.9x	
Casual Fashion & Retail	Burlington Stores, Inc.	\$285.06	\$17,904	\$22,286	\$10,475	\$4,530	43.2%	\$1,015	9.7%	8.6%	2.13x	22.0x	
	The Gap, Inc.	23.63	8,911	12,158	15,235	7,557	49.6%	1,583	10.4%	(0.6%)	0.80x	7.7x	
	Abercrombie & Fitch Co.	149.47	7,529	7,749	4,817	3,114	64.7%	867	18.0%	6.5%	1.61x	8.9x	
	Gildan Activewear Inc.	47.02	7,243	8,628	3,232	990	30.6%	787	24.3%	3.7%	2.67x	11.0x	
	Levi Strauss & Co.	17.30	6,863	8,538	6,158	3,639	59.1%	758	12.3%	5.1%	1.39x	11.3x	
	Urban Outfitters, Inc.	54.88	5,064	5,427	5,401	1,848	34.2%	545	10.1%	6.1%	1.00x	10.0x	
	Victoria's Secret & Co.	41.42	3,257	6,218	6,207	2,766	44.6%	544	8.8%	NA	1.00x	11.4x	
	American Eagle Outfitters, Inc.	16.67	3,202	4,433	5,403	2,115	39.2%	667	12.4%	1.0%	0.82x	6.6x	
	Hanesbrands Inc.	8.14	2,869	6,125	5,467	2,073	37.9%	597	10.9%	(33.2%)	1.12x	10.3x	
	Carter's, Inc.	54.19	1,953	2,872	2,842	1,372	48.3%	367	12.9%	(1.6%)	1.01x	7.8x	
	Guess?, Inc.	14.06	723	2,095	2,954	1,295	43.8%	286	9.7%	3.2%	0.71x	7.3x	
	J.Jill, Inc.	27.62	424	596	615	433	70.4%	105	17.1%	1.8%	0.97x	5.7x	
	Lands' End, Inc.	13.14	406	703	1,436	647	45.1%	71	5.0%	(2.7%)	0.49x	9.9x	
	Zumiez Inc.	19.17	368	479	892	300	33.6%	16	1.8%	1.1%	0.54x	NM	
	Designer Brands Inc.	5.34	256	1,559	3,050	953	31.2%	99	3.3%	1.1%	0.51x	15.7x	
Duluth Holdings Inc.	3.09	109	303	631	320	50.8%	14	2.2%	2.3%	0.48x	21.6x		
Median Average		\$3,036	\$4,930	\$4,024	\$1,610	\$2,122	44.2%	\$544	10.2%	1.8%	0.99x	10.0x	

MARKET DATA

Public Company Valuations

\$ in millions, except per share data		12/31/24			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	\$230.98	\$14,343	\$15,322	\$6,740	\$4,550	67.5%	\$1,060	15.7%	4.0%	2.27x	14.5x	
	V.F. Corporation	21.46	8,355	15,241	10,093	5,270	52.2%	787	7.8%	(4.4%)	1.51x	19.4x	
	PVH Corp.	105.75	5,883	8,841	8,771	5,262	60.0%	1,134	12.9%	(0.9%)	1.01x	7.8x	
	Capri Holdings Limited	21.06	2,483	5,775	4,796	3,078	64.2%	390	8.1%	(5.6%)	1.20x	14.8x	
	Delta Galil Industries Ltd.	55.18	1,438	1,892	1,955	825	42.2%	259	13.2%	NA	0.97x	7.3x	
	G-III Apparel Group, Ltd.	32.62	1,432	1,853	3,106	1,249	40.2%	303	9.8%	3.1%	0.60x	6.1x	
	Oxford Industries, Inc.	78.78	1,237	1,664	1,531	958	62.6%	200	13.1%	1.5%	1.09x	8.3x	
	Vince Holding Corp.	3.64	46	195	289	139	48.2%	7	2.6%	3.5%	0.68x	NM	
	Xcel Brands, Inc.	0.00	12	21	9	9	93.1%	(7)	NA	46.0%	2.29x	NA	
		Median Average	\$1,438	\$3,914	\$1,892	\$3,106	\$2,371	60.0%	\$303	11.3%	2.3%	1.09x	8.3x
							58.9%	\$459	10.4%	5.9%	1.29x	11.2x	
Footwear	Deckers Outdoor Corporation	\$203.09	\$30,854	\$29,887	\$4,657	\$2,659	57.1%	\$1,145	24.6%	10.9%	NM	26.1x	
	ASICS Corporation	19.78	14,158	14,191	4,522	2,500	55.3%	751	16.6%	2.2%	3.14x	18.9x	
	Skechers U.S.A., Inc.	67.24	10,151	11,331	8,718	4,631	53.1%	1,073	12.3%	10.8%	1.30x	10.6x	
	Crocs, Inc.	109.53	6,384	7,972	4,072	2,368	58.1%	1,131	27.8%	1.9%	1.96x	7.0x	
	Steven Madden, Ltd.	42.52	3,070	3,108	2,220	916	41.3%	264	11.9%	5.6%	1.40x	11.8x	
	Wolverine World Wide, Inc.	22.20	1,777	2,505	1,787	757	42.4%	24	1.3%	2.8%	1.40x	NM	
	Caleres, Inc.	23.16	779	1,616	2,781	1,253	45.1%	232	8.4%	(1.3%)	0.58x	6.9x	
	Weyco Group, Inc.	37.55	355	286	290	134	46.0%	39	13.5%	NA	0.98x	7.3x	
	Rocky Brands, Inc.	22.80	170	324	452	178	39.4%	52	11.5%	2.6%	0.72x	6.2x	
		Median Average	\$3,070	\$7,522	\$3,108	\$2,781	\$1,253	46.0%	\$264	12.3%	2.7%	1.35x	8.9x
							48.6%	\$524	14.2%	4.4%	1.43x	11.9x	
Luxury Apparel	LVMH Moët Hennessy - Louis Vuitton	\$657.94	\$328,800	\$361,338	\$91,707	\$62,845	68.5%	\$26,043	28.4%	(1.8%)	3.94x	13.9x	
	Hermès International Société	2,403.98	251,770	244,242	15,250	10,897	71.5%	6,652	43.6%	9.7%	NM	NM	
	Christian Dior SE	626.36	113,002	186,090	91,707	62,845	68.5%	25,679	28.0%	NA	2.03x	7.2x	
	Kering SA	246.66	30,237	47,090	19,767	14,899	75.4%	4,843	24.5%	(9.2%)	2.38x	9.7x	
	Moncler S.p.A.	52.78	14,283	14,261	3,298	2,564	77.7%	999	30.3%	(1.7%)	4.32x	14.3x	
	Burberry Group plc	12.27	4,383	6,162	3,562	2,309	64.8%	355	10.0%	(14.1%)	1.73x	17.4x	
	Hugo Boss AG	46.36	3,200	4,453	4,723	2,904	61.5%	537	11.4%	(3.8%)	0.94x	8.3x	
	Canada Goose Holdings Inc.	10.04	972	1,553	981	667	67.9%	143	14.6%	(4.6%)	1.58x	10.8x	
		Median Average	\$22,260	\$93,331	\$30,675	\$9,986	\$6,900	68.5%	\$2,921	26.3%	(3.8%)	2.03x	10.8x
								69.5%	\$8,156	23.8%	(3.7%)	2.42x	11.7x
Overall Apparel, Accessories & Footwear		Median Average	\$3,896	\$5,950	\$4,544	\$2,338	52.2%	\$544	12.3%	1.8%	1.10x	10.5x	
			\$22,978	\$26,268	\$9,422	\$5,630	54.6%	\$1,879	14.1%	1.2%	1.53x	11.6x	

TRANSACTION DATA

Select, Recent M&A Activity

\$ in millions

Close Date	Target	Investor	Short Description	Implied EV	EV/ Revenue	EV/ EBITDA
Dec-24	The Neiman Marcus Group LLC	Hudson's Bay Company	Provides luxury fashion products	\$2,650.0	-	-
Dec-24	Peak Achievement Athletics Inc.	Fairfax Financial Holdings Limited	Manufactures sports equipment and apparel	-	-	-
Dec-24	Veridian Limited	Lakeland Industries, Inc.	Manufactures fire protective apparel	\$25.0	1.19x	-
Dec-24	Dare to Fly Fashion	Banyan Pilot Shop	Manufactures apparel for the aviation market	-	-	-
Nov-24	Croton Watch Co., Inc.	The Digital Artistry	Manufactures and distributes luxury watches	-	-	-
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	-	-	-

Select, Recent Private Placement Activity

<i>\$ in millions</i>					Transaction Value
Close Date	Target	Investor	Short Description		
Dec-24	Hurdle Apparel	Private Investor	Manufactures and retails socks		\$0.8
Nov-24	Vuori, Inc.	Stripes, LLC; General Atlantic Ltd.	Manufactures activewear for women and men		-
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	Milie crescent 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

What We're About

Results Driven

Meticulously craft a transaction blueprint with steadfast commitment to achieve our clients' goals

Experienced Investment Banking Professionals

A 26-year firm with professionals with more than 120 years combined experience in middle market mergers & acquisitions and corporate finance advisory services

Objective Advice

We provide frank advice, backed with analysis and perspective, to map out and execute a process to reach our clients' transaction objectives

Industry Expertise

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

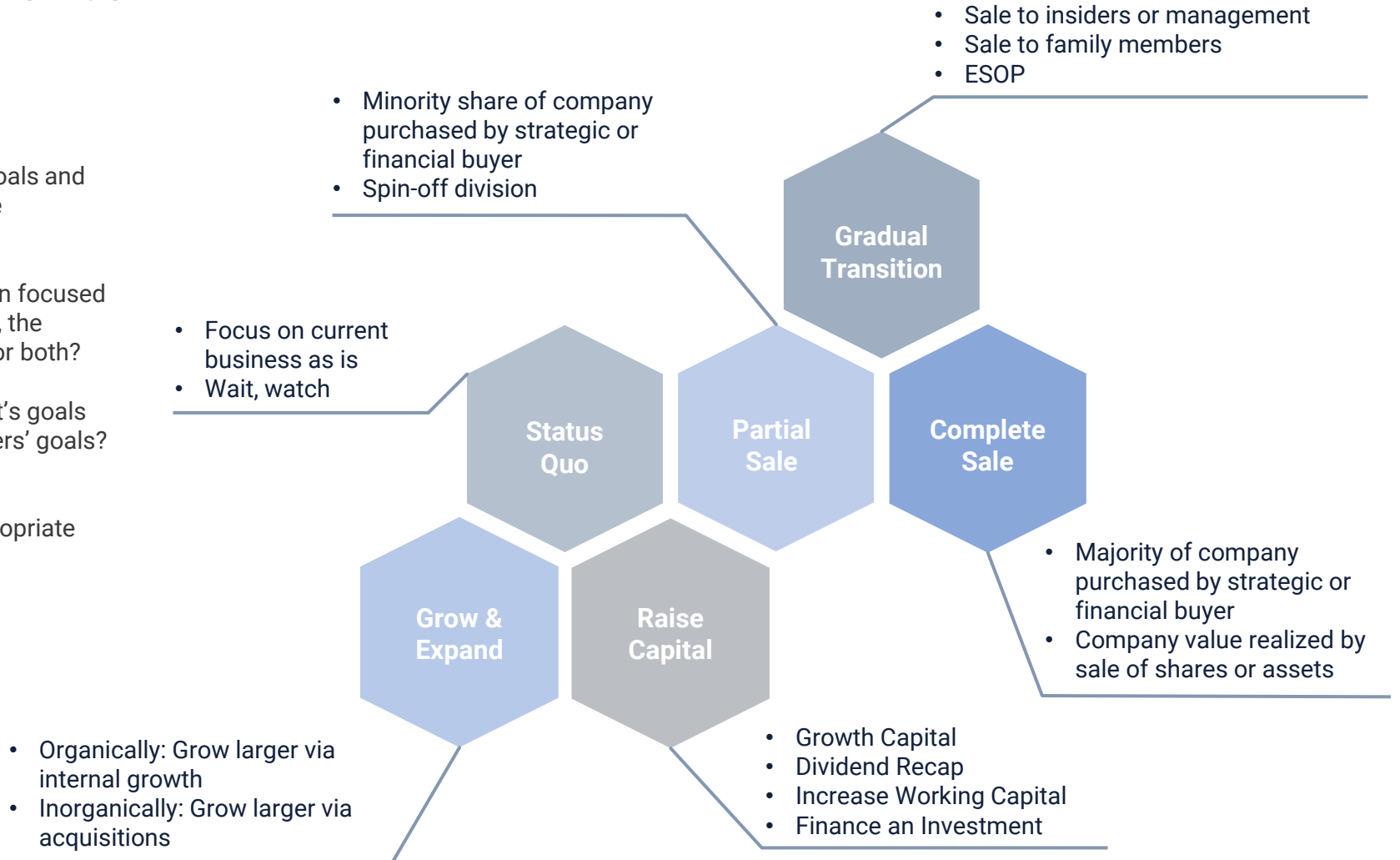
With more than 300 completed transactions, HCA's investment bankers maintain relationships with key decision-makers among strategic buyers and investors and comprehensive coverage of relevant private equity groups and family offices

- 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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