CONSUMER PRODUCTS TRENDS AND NUMBERS 2019 | Q1

CONSUMER M&A DEAL FLOW REMAINS SUBDUED IN Q1

Q1 2019 M&A volume fell for a fifth straight quarter, signifying pricing pressures. At 239 deals representing $30 billion in combined value, Europe secured its smallest share of overall activity since the start of 2013. North America accounted for an even greater share of all value, comprising roughly 80% of the $147 billion spent in aggregate in the first quarter.

RETAIL'S SHARE OF DEAL FLOW CONTINUES TO FALL

PE players only closed on $28 billion in aggregate deal value across 239 completed transactions. Capital invested fell to $8.7 billion across 41 completed transactions from $17 billion across 131 deals just a year ago. Sponsors in the consumer space failed to produce a public debut in the first quarter.

DEAL-MAKING ACTIVITY STILL ROBUST AMONG FINANCIAL SPONSORS

PE buyers utilized add-ons in over 40% of all buyouts for a third straight quarter to expand existing platforms. Growth investing volume remains healthy with financial sponsors supporting 141 deals in Q1. Although down slightly from last quarter, the median deal size overall still hit a historically elevated $32.8 million.