



Consumer Products & Retail Services

Sector Practice Overview

Strong Dedication to the Consumer Industry

- BGL’s Consumer Products & Retail Services Practice has extensive history and transaction expertise across the entire consumer and retail spectrum
- Our broad consumer domain experience enables us to provide market participants with expert insights into the trends influencing their businesses
- BGL has developed substantial buyer / investor intelligence through its ongoing dialogue with industry thought leaders and investors
- BGL is a published contributor of expert opinions and insights about the trends and critical drivers influencing consumer products businesses

Expert Opinions & Insights



HEALTH & WELLNESS, OUTDOOR & ACTIVE LIFESTYLE, PET



FITNESS



OUTDOOR



PET

Sectors of Focus

Outdoor & Active Lifestyle

- Outdoor
- Recreation
- Sporting Goods
- Fitness & Functional

Health & Wellness

- OTC / Cold & Flu
- Nutraceuticals
- Active Ingredients
- Efficacious Food & Beverage
- Personal & Household Care

Pet

- Food & Treats
- Toys
- Supplies & Consumables
- Supplements

Home Environment

- Furniture & Home Décor
- Decorative Lighting
- Kitchen & Bath
- Outdoor

Team Leaders



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Consumer Products & Retail Services

Representative Transactions

| | | | |
|---|--|---|---|
| <p>Pending Sale</p> <p>Home Furnishings Retailer</p> <p> BROWN GIBBONS LANG & COMPANY</p> | <p>Pending Sale</p> <p>Direct-to-Consumer Home Goods Designer and Supplier</p> <p> BROWN GIBBONS LANG & COMPANY</p> | <p>Pending Sale</p> <p>Innovative Home Products Designer and Supplier</p> <p> BROWN GIBBONS LANG & COMPANY</p> | <p></p> <p>— recapitalized by —</p> <p></p> <p> BROWN GIBBONS LANG & COMPANY</p> |
| <p>emanuel gervaldo</p> <p>— acquired by —</p> <p> JACOB ASH HOLDINGS, INC.</p> <p> BROWN GIBBONS LANG & COMPANY</p> <p> MERIDIAN CAPITAL INVESTMENT BANKERS</p> | <p> Ganeden Improving Quality of Life™</p> <p>— acquired by —</p> <p> Schiff NUTRITION INTERNATIONAL</p> <p> BROWN GIBBONS LANG & COMPANY</p> | <p> GRANDE</p> <p>acquired the Wisconsin whey processing operations of</p> <p> PGP INTERNATIONAL</p> <p>a wholly owned subsidiary of</p> <p>Associated British Foods plc</p> <p> BROWN GIBBONS LANG & COMPANY</p> | <p>~H₂O+™</p> <p>— acquired by —</p> <p> CSW Private Equity Investments</p> <p>and</p> <p>Goldman Sachs</p> <p> BROWN GIBBONS LANG & COMPANY</p> |
| <p> BOARDS & MORE</p> <p>— acquired by —</p> <p> EMERAM CAPITAL PARTNERS</p> <p> GLOBALM&A PARTNERS</p> | <p>me&i</p> <p>— acquired by —</p> <p>volat1.</p> <p> GLOBALM&A PARTNERS</p> | <p> nen national ENTERTAINMENT network</p> <p>— recapitalized by —</p> <p> MONITOR CLIPPER PARTNERS</p> <p> BROWN GIBBONS LANG & COMPANY</p> | <p>Senior Management of</p> <p> DIVISIONS MAINTENANCE GROUP</p> <p>acquired the outstanding stock controlled by non-management shareholders</p> <p>with financing provided by</p> <p> Caltius Mezzanine and  PNC BANK</p> <p> BROWN GIBBONS LANG & COMPANY</p> |

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