



OBJECTIVE | CAPITAL

# Health & Beauty Active Acquirer Report

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**JUNE 2019**

# ACTIVE ACQUIRER REPORT | HEALTH & BEAUTY

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Objective Capital Partners is pleased to present its Health and Beauty Active Acquirer Report for Q2 2019.

Whether preparing for sale or strategizing for future exit options, knowing the active acquirers and investors within your industry niche is an important factor to achieving your transaction goals. Decades of experience and tenacious advocacy for our clients has allowed us to create and maintain relationships with active acquirers and investors in our industries of focus.

We have included recent acquirer trends, strategic insights including key investment drivers, and transaction information, to help you stay ahead in this dynamic and constantly evolving industry. Within the following summary report, we highlight a larger strategic acquirer, a smaller strategic acquirer, and a private equity firm that have been active in the space. We hope you will find this report to be informative and that it serves as a valuable resource to you in staying abreast of the market. If there is additional content you would find useful for future updates, please don't hesitate to call or email us with your suggestions. We look forward to staying in touch with you.

Regards,



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## Consumer Industry Sectors

Apparel & Retail | Food & Beverage | Health & Beauty | Pet Products & Services | Recreation



# ACTIVE ACQUIRERS | HEALTH & BEAUTY

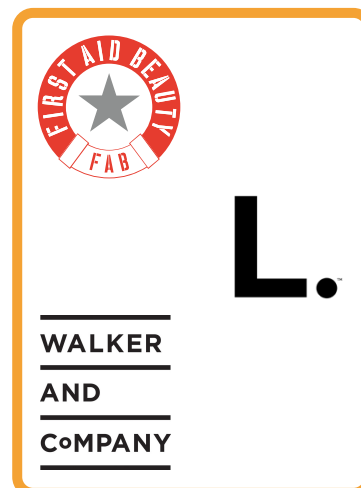
## Proctor & Gamble (NYSE: PG)

Since its founding in 1837, Proctor & Gamble has become the world's largest consumer product manufacturer. It operates with a lineup of leading brands, including 21 that generate more than \$1 billion in annual global sales.

### Strategic Focus

P&G sold off its last remaining food brand, and is now focused more on personal care products, hence a string of recent acquisitions in health, beauty, and a mix of the two. P&G has a global focus, with about 1/3 of its sales coming from emerging markets.

[Recent Acquisitions: First Aid Beauty, This is L., Walker and Company Brands](#)



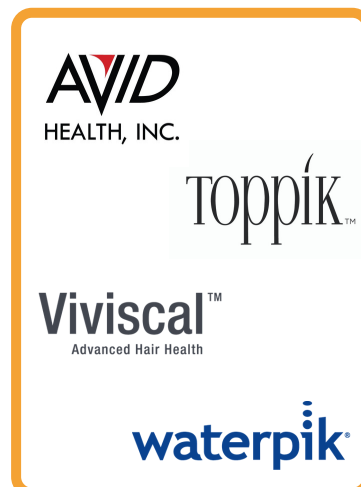
## Church and Dwight (NYSE: CHD)

Church and Dwight is a leading producer of baking soda in the world and has been active in diversifying its product portfolio to include various health and beauty companies and brands.

### Strategic Focus

CHD has been active acquiring dominant or rapidly growing personal care/health care brands and leveraging its their market position to drive expansion. CHDThey actively seeks companies selling the right product, at the right time with the right valuation.

[Recent Acquisitions: Avid Health, Toppik, Viviscal, WaterPik](#)



## Tengram Capital Partners

Tengram Capital Partners is a private equity firm that was formed to invest in companies in the branded consumer products and retail space.

### Strategic Focus

Tengram Capital Partners actively seeks investments in companies with underdeveloped or growing brands in strong segments within health and beauty. TCP's experience allows them to support growing brands with a proven track record and experienced operating partners.

[Recent Acquisitions: Algenist, Cos Bar USA, Lime Crime, ReVive Skincare](#)



Report data sourced from Pitchbook



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