



ALANTRA

EUROPEAN PRIVATE
MARKETS OPEN DAY

CONSUMER



About our Consumer Practice



Key Figures

34+

Deals completed in the last 24 months

€192mn

Average M&A deal size

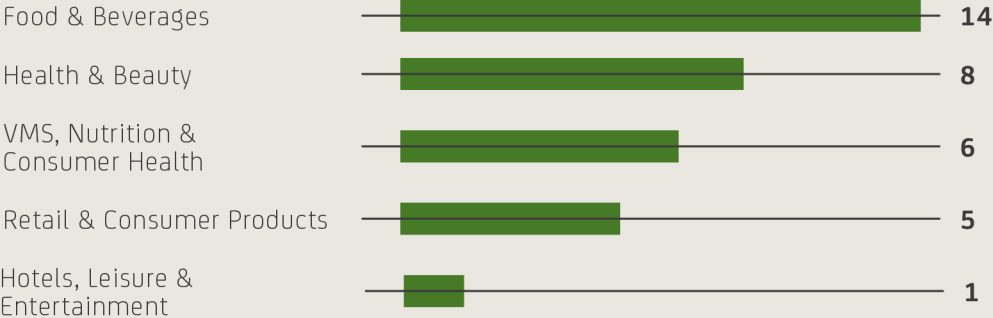
47%

Involving financial sponsors

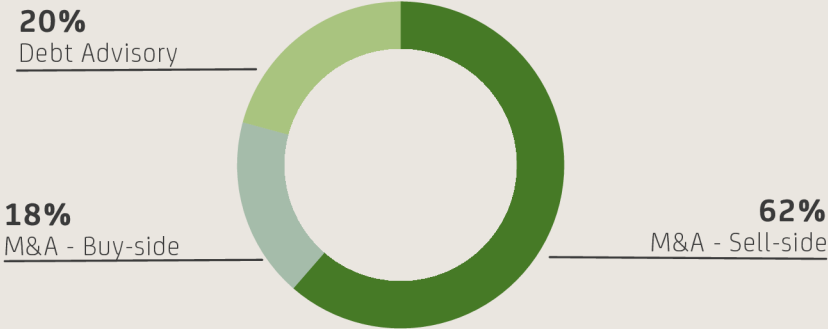
56%

Cross-border

Sub-sector activity by deal volume



Deal type by volume



Recent Consumer Deals



Sell-side advisory
Debt advisory

BASSAC



Sell-side advisory

GRANT AVENUE



Debt advisory
Sole Advisor



Sell-side advisory

L'ORÉAL



Buy-side advisory



BYOMA



Sell-side advisory

L'ORÉAL



Sell-side advisory




Buy-side advisory
Debt advisory -LBO




Sell-side advisory




Sell-side advisory



SWANER PACE CAPITAL



Sell-side advisory




Sell-side advisory



Mrs. Gerry's



Sell-side advisory




Sell-side advisory




Sell-side advisory




Buy-side advisory

ZOKA
| PHARMA |

Key Trends We're Seeing



Health-driven consumer segments

VMS, Health & Beauty and outsourced manufacturing (CDMO exposure)



Private label and value segments

Growth driven by both premiumisation and cost-conscious consumers



Premium and differentiated brands

Pricing power in niche categories driven by independent upstart brands



B2B ingredients and value chains

Defensible positioning across international markets



Fragmented categories with consolidation potential

Cross-border opportunities across the U.S. and Europe



Operational value creation situations

Margin optimisation and supply chain efficiency

Consumer Team

Senior Dedicated Sector Team



Matthew Wiseman
Managing Director



Charles Lanceley
Managing Director



Jeff Robards
Managing Director



Michael Poerschke
Managing Director



Josh Garver
Managing Director



Joe Downing
Managing Director



Daniel O'Brien
Director



Allegra Wilde
Director



Ignasi Portals
Managing Director



Borja Vega-Penichet
Director



Alexander Matthes
Managing Director



Oriane Durvy
Managing Director

ABOUT ALANTRA

Alantra is an independent global financial services firm providing investment banking and asset management services to mid-market companies, families and investors. The Group has over 550 professionals across Europe, the U.S., Latin America, Asia and the Middle East.

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GLOBAL OFFICES

35+

NATIONALITIES

550+

PROFESSIONALS



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Argentina · Colombia · Mexico · Portugal · China

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