

Notable Consumer Electronics M&A Transactions

18-Apr-2018: **Z-Wave Business of Sigma Designs (NASDAQ: SIGM)**, an operator of Z-Wave devices intended to offer remote control and management of an ever-growing variety of connected devices, was acquired by **Silicon Labs (NASDAQ: SLAB)** for \$240 million, or approximately 4.8x sales.

12-Apr-2018: **Ring**, a developer of wireless frequency enabled smart security devices created to reduce crime in communities, was acquired by **Amazon.com (NASDAQ: AMZN)** for \$1.2 billion. The deal supports Amazon's initiatives in the emerging in-home delivery and in-home services market. The deal could also support the spread of Alexa to more smart home devices.

12-Apr-2018: **Monster Cable**, a manufacturer of consumer-friendly headphones, speakers and HDMI cables created to serve music lovers and sound professionals, was acquired **Atlantic Acquisition** through a reverse merger.

11-Apr-2018: **Sleep.ai**, a developer of a wearable device and application created to diagnose and monitor sleeping disorders, was acquired by **Consumer Sleep Solutions**, via its financial sponsor **Pegasus Capital Advisors**, through an LBO for an undisclosed sum.

05-Apr-2018: **ConnectedYard**, a developer of a smart pool-water monitoring device, was acquired by **Hayward Industries**, via its financial sponsors **Alberta Investment Management, CCMP Capital Advisors and MSD Private Capital**, through an LBO for an undisclosed amount.

05-Apr-2018: **Digital Products International**, a provider of shelf music systems, personal CD players, home theater systems, televisions, AM/FM radios, and digital audio devices, received \$35.2 million of development capital from **Main Street Capital Holdings**, its management and another undisclosed investor. The company was recapitalized as part of the transaction. Main Street Capital Holdings provided an undisclosed amount of first lien and senior secured debt as part of the transaction.

04-Apr-2018: **Beijing Ledongli Network Technology Company**, a developer of an online fitness application software in China, was acquired by Alisports, a subsidiary of **Alibaba Group (NYSE: BABA)**, for an undisclosed amount.

30-Mar-2018: **Maxicoffee**, a provider of an online platform which engages in the sale of coffee and tea machines and their parts to their customers, was acquired by **Daltys**, via its financial sponsors **21 Partners, Céréa Partenaire, Cobalt Capital and Unigrains** through an LBO, for an undisclosed sum.

26-Mar-2018: **Belkin International**, a manufacturer of networking devices and computer accessories intended to assist people realize the power of technology, reached a definitive agreement to be acquired by **Foxconn Technology Group (TAI: 2317)**, a subsidiary of Hon Hai Precision Industry Co., for \$866 million, or approximately 1.1x sales. Foxconn Technology Group will fund the acquisition through its internal resources, equity or debt financing through capital markets or a combination. This acquisition will enable Foxconn Technology Group to enrich their portfolio of premium consumer products and accelerate their penetration into the smart home.

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Stanton Park Capital provides capital raising, business valuation, and merger & acquisition advisory services. Our professionals have advised more than 100 businesses and raised over \$2 billion in capital.

CONTACT

Jon Taylor
Managing Partner
jon@stantonparkllc.com
(781) 228-3523
www.stantonparkllc.com

Consumer Electronics Insights

Analysis of M&A, Financing, and Market Trends

Public Consumer Electronics Company Statistics as of April 21, 2018 (\$ in 000s)

Data as of: 21-Apr-2018

Financial figures in USD, thousands

Company Name	Stock Price	% of 52 Week High	Price % Change 4 Week	Price % Change 52 Week	Enterprise Value (TTM)	Market Cap	Total Debt (TTM)	Cash & Equivalents	Enterprise Value (Daily)	Revenue (TTM)	Revenue % Growth (TTM)	Revenue % Growth, 3 Year CAGR (TTM)	Adjusted EBITDA (TTM)	EV / Revenue	EV / EBITDA	Gross Margin % (TTM)
Diversified																
Apple	165.72	91.20%	0.5%	16.5%	906,129,487	876,789,446	122,400,000	27,491,000	922,036,446	239,176,000	9.7%	6.2%	73,957,000	3.9x	12.5x	38.4%
Samsung Electronics	2,415.56	94.15%	5.2%	35.1%	300,548,212	321,442,789	16,087,734	26,684,155	277,964,975	197,822,798	14.2%	-0.8%	59,500,239	1.4x	4.6x	45.2%
Sony	50.12	97.04%	3.2%	52.7%	52,465,806	63,268,314	12,216,509	11,787,565	58,848,624	75,747,876	9.5%	-0.5%	8,716,195	0.8x	6.0x	27.3%
Hewlett-Packard	21.53	87.34%	-1.5%	17.7%	39,404,836	35,467,516	7,869,000	5,475,000	36,595,516	53,889,000	10.7%	8.4%	4,601,000	0.7x	8.9x	18.4%
Philips	40.65	96.50%	6.9%	24.4%	37,885,719	37,799,183	4,907,983	2,326,223	40,409,736	20,051,557	4.0%	-10.9%	2,637,829	2.0x	14.1x	46.0%
Panasonic	14.72	92.45%	-3.0%	27.2%	35,653,390	34,052,397	10,270,928	8,939,097	35,630,237	69,836,466	3.0%	-1.7%	5,882,908	0.5x	6.6x	29.8%
Toshiba	2.65	86.28%	-11.6%	40.0%	18,172,633	17,540,734	9,959,227	5,666,529	23,827,285	43,687,633	24.7%	-12.0%	3,423,922	0.5x	6.5x	26.7%
LG Electronics	17.90	100.00%	0.0%	70.5%	17,772,205	16,865,400	7,798,418	3,208,473	22,664,219	49,979,375	5.2%	-1.8%	3,693,611	0.5x	6.8x	24.6%
ASUS	9.49	94.91%	2.4%	-2.0%	4,572,753	7,083,364	227,787	2,432,181	4,699,391	14,235,184	-1.2%	-3.3%	785,701	0.3x	6.6x	13.7%
HTC	2.13	79.21%	-2.9%	-8.6%	1,377,979	1,722,371	0	351,832	1,089,695	2,037,683	-15.5%	-31.0%	(272,100)	0.5x		2.2%
Pioneer	1.69	74.70%	2.8%	-10.0%	929,108	637,768	459,120	335,561	802,918	3,287,459	-10.3%	-11.8%	184,935	0.2x	5.2x	18.2%
Mean	90.34%	0.2%	23.9%	128,628,375	128,424,480	17,472,428	8,608,874	129,506,277	69,977,366	4.9%	-5.4%	14,828,294	1.0x	7.8x	26.4%	
Median	92.45%	0.5%	24.4%	35,653,390	34,052,397	7,869,000	5,475,000	35,630,237	49,979,375	5.2%	-1.8%	3,693,611	0.5x	6.6x	26.7%	
Audio, Video & Accessories																
Logitech	37.78	88.08%	0.6%	22.3%	4,955,339	6,202,550	0	564,888	5,637,662	2,484,989	16.0%	8.7%	276,199	2.3x	20.2x	36.0%
Hisense Electric Company	2.36	88.32%	-0.4%	-11.0%	3,245,073	3,138,615	581,296	427,976	3,375,345	4,884,417	2.2%	1.3%	220,368	0.7x	16.2x	13.6%
JVCKenwood	3.56	92.07%	7.8%	43.9%	752,802	486,609	596,383	350,933	763,140	2,684,654	-0.5%	-1.0%	154,971	0.3x	3.6x	26.8%
Kimball Electronics	16.65	75.00%	2.1%	-2.6%	465,171	447,135	11,000	35,638	422,497	985,553	10.6%	7.4%	66,410	0.4x	6.4x	7.8%
VOXX International	4.75	53.37%	-6.9%	-12.0%	138,944	118,575	17,032	37,514	94,175	676,262	20.9%	-4.4%	(24,007)	0.1x	13.0x	28.6%
Koss	1.89	61.17%	5.0%	-8.3%	22,353	14,027	0	460	13,567	22,968	-12.6%	-0.0%	(483)	0.6x		27.5%
Mean	76.33%	1.4%	5.4%	1,596,614	1,734,585	200,952	236,235	1,717,731	1,956,474	6.1%	2.0%	115,576	0.7x	11.9x	23.4%	
Median	81.54%	1.4%	-5.4%	608,986	466,872	14,016	194,223	592,819	1,735,271	6.4%	0.6%	110,691	0.5x	13.0x	27.1%	
Home Automation																
Energizer Holdings	57.80	96.62%	11.4%	-1.5%	3,511,294	3,548,913	1,092,400	454,300	4,187,013	1,769,400	4.9%	-0.1%	367,000	2.4x	11.5x	46.2%
iRobot	63.88	59.56%	-4.3%	-5.5%	1,972,118	1,789,326		128,635	1,623,466	883,911	33.8%	16.7%	100,753	1.8x	15.9x	49.0%
Control4	21.55	60.26%	-3.7%	32.6%	678,113	564,393	0	29,761	490,575	244,725	17.2%	18.0%	23,006	2.0x	21.4x	50.9%
Hamilton Beach Brands	22.81	57.18%	0.4%	-26.4%	391,710	317,429	51,346	10,906	357,869	740,749	-0.6%		43,519	0.5x	8.2x	26.2%
Turtle Beach	4.34	99.31%	105.5%	20.6%	87,390	51,979	70,265	5,247	116,997	149,135	-14.3%	-7.1%	9,771	0.8x	12.1x	34.2%
Mean	74.59%	21.9%	3.9%	1,328,125	1,254,408	303,503	125,770	1,355,184	757,584	8.2%	6.9%	108,810	1.5x	13.8x	41.3%	
Median	60.26%	0.4%	-1.5%	678,113	564,393	60,806	29,761	490,575	740,749	4.9%	8.3%	43,519	1.8x	12.1x	46.2%	



Consumer Electronics Insights

Analysis of M&A, Financing, and Market Trends

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Imaging																
Canon	36.13	90.08%	-0.2%	13.6%	40,470,908	38,919,990	4,723,860	6,402,490	39,224,515	36,373,813	16.4%	1.1%	5,922,892	1.1x	7.1x	48.8%
Olympus	37.23	90.47%	0.2%	-0.9%	13,702,684	12,757,048	2,331,160	1,656,144	13,364,280	7,028,153	2.8%	-0.2%	1,328,968	1.9x	10.3x	65.7%
Nikon	17.96	85.76%	-1.0%	26.2%	5,658,335	6,978,238	1,213,407	3,429,630	4,670,752	6,315,558	-13.1%	-8.2%	545,677	0.7x	9.7x	42.2%
Eastman Kodak	4.90	42.42%	-2.0%	-53.3%	354,971	208,948	403,000	344,000	431,948	1,531,000	-6.8%	-9.2%	169,000	0.3x	4.4x	23.2%
Mean	77.18%	-0.7%	-3.6%	15,046,725	14,716,056	2,167,857	2,958,066	14,422,874	12,812,131	-0.2%	-4.1%	1,991,634	1.0x	7.9x	45.0%	
Median	87.92%	-0.6%	6.3%	9,680,510	9,867,643	1,772,284	2,542,887	9,017,516	6,671,856	-2.0%	-4.2%	937,322	0.9x	8.4x	45.5%	
Wearables																
Garmin	58.94	90.38%	2.2%	18.0%	10,128,318	11,146,459	0	891,488	10,093,284	3,087,004	2.3%	2.5%	753,188	3.3x	13.8x	57.8%
Fitbit	5.11	71.57%	3.4%	-8.9%	672,713	1,250,405	0	341,966	571,105	1,615,519	-25.5%	29.4%	(147,348)	0.4x		42.8%
GoPro	5.07	43.37%	10.7%	-42.8%	987,568	749,928	130,048	202,504	632,586	1,179,741		-5.4%	(121,249)	0.5x		32.6%
Huami	9.53	80.56%	-10.8%	-15.3%	572,351		7,733	75,673	503,729	279,671			22,867	1.8x	20.9x	23.7%
Vuzix	6.95	64.35%	7.8%	17.8%	136,798	180,188	0	14,890	165,298	5,538	160.3%	22.2%	(17,054)	29.8x		-12.2%
Mean	70.05%	2.7%	-6.2%	2,981,349	2,779,866	27,556	305,304	2,393,201	1,233,494	45.7%	12.2%	98,081	7.2x	17.3x	28.9%	
Median	71.57%	3.4%	-8.9%	830,140	749,928	0	202,504	571,105	1,179,741	2.3%	12.3%	(17,054)	1.8x	17.3x	32.6%	
Retail & Wholesale																
Amazon.com	1,527.49	95.56%	2.1%	70.0%	570,475,052	755,054,244	37,926,000	20,522,000	761,994,244	177,866,000	30.8%	26.0%	15,930,000	4.3x	47.8x	22.9%
Gamestop	12.88	51.62%	-4.6%	-44.5%	1,656,427	1,373,406	817,900	864,400	1,326,906	9,224,600	7.2%	-0.3%	1,051,200	0.1x	4.6x	33.0%
Universal Electronics	49.30	68.05%	-1.1%	-29.1%	751,509	697,971	138,000	62,438	773,533	695,790	6.8%	7.4%	52,227	1.1x	18.8x	23.8%
Zagg	12.00	51.61%	-2.0%	70.2%	528,551	340,100	37,397	24,989	352,508	519,495	29.3%	25.7%	61,684	0.7x	5.2x	32.5%
Infonotics	4.80	25.89%	-45.3%	-60.8%	4,243	11,675	0	612	11,063	23,386	-40.3%	-21.4%	(4,319)	0.5x		8.5%
Mean	58.55%	-10.2%	1.2%	114,683,156	151,495,479	7,783,859	4,294,888	152,891,651	37,665,854	6.8%	7.5%	3,418,158	1.3x	19.1x	24.1%	
Median	51.62%	-2.0%	-29.1%	751,509	697,971	138,000	62,438	773,533	695,790	7.2%	7.4%	61,684	0.7x	12.0x	23.8%	



Recent Consumer Electronics Merger & Acquisition Transactions

Deal Date	Company Name	Description	Deal Size	Valuation/ Revenue	Valuation/ EBITDA
20-Apr-2018	Rotimatic	Manufacturer and developer of robotic kitchen appliances designed to make healthy eating easy.	30.00		
19-Apr-2018	Sketchfab	Operator of an online platform designed to help 3D creators to showcase their work.	2.50		
18-Apr-2018	Sigma Designs (Z-Wave Business)	Operator of Z-Wave devices intended to offer remote control and management of an ever-growing variety of connected devices.	240.00	4.80x	
18-Apr-2018	IoT Group (IOT)	Manufacturer of drones and robotic products created to enrich people's lives through providing affordable, fun and interactive products.	0.12		
17-Apr-2018	Huitongda Network	Provider of an online merchandising and marketing services to retail outlets across rural China.	720.00		
17-Apr-2018	eyevis	Developer, producer and distributor of large-screen systems for the display of video and graphics signals.			
17-Apr-2018	Abode Systems (Other Consumer Products ar	Provider of a home security and automation system to help people stay connected with their homes whether they are at home or not.	18.75	3.57x	
16-Apr-2018	QingKe	Provider of an online platform intended to offer life services that focus on the real estate industry.	100.00		
16-Apr-2018	Blink (Watch)	Developer and manufacturer of voice-enabled wearable smart devices in the home and lifestyle space.			
13-Apr-2018	Neisha	Provider of an online platform intended to offer rental services for electronic equipment.			
12-Apr-2018	Ring	Developer of wireless frequency enabled smart security devices created to reduce crime in communities.	1,200.00		
12-Apr-2018	Monster Cable	Manufacturer of consumer-friendly headphones, speakers and HDMI cables created to serve music lovers and sound professionals.			
11-Apr-2018	Xianghuanji	Provider of an online platform intended to offer cell phone rental services.	23.80		
11-Apr-2018	Trigence Semiconductor	Developer of an audio technology designed to deliver enhanced audio quality to consumer electronics.			
11-Apr-2018	Sleep.ai	Developer of a wearable device and application created to diagnose and monitor sleeping disorders.			
10-Apr-2018	Chargii	Developer of a wireless power charging network designed to offer wireless charging for hotels, coffee shops and offices.	7.00		
09-Apr-2018	Shenzhen Infinova (002528)	Manufacturer of security products such as fixed cameras, speed dome cameras, PTZ cameras, and video matrix switching controllers.	309.96	2.63x	-20.70x
09-Apr-2018	DFW Security	Manufacturer of alarm monitoring systems, wireless alarms and doorbell cameras, fire protection and home automation services.			
05-Apr-2018	Digital Products International	Provider of shelf music systems, personal CD players, home theater systems, televisions, AM/FM radios, and digital audio devices	35.20		
05-Apr-2018	ConnectedYard	Developer of a smart pool-water monitoring device.			
04-Apr-2018	Tespo	Developer of a high-tech vitamin dispenser providing a better way to take vitamins at home and on-the-go.	3.50		
04-Apr-2018	Beijing Ledongji Network Technology Compar	Developer of an online fitness application software in China.			
04-Apr-2018	Ainemo	Provider of smart home robotic products designed to build smart home hardware terminals and services.			
03-Apr-2018	Franklin Robotics	Developer of a robot designed to remove plant weeds.	1.00		
03-Apr-2018	Formlabs	Developer of 3D printing platform designed to print parts with complex geometries.	30.00		
03-Apr-2018	Catapult Sports (CAT)	Developer of wearable technology products designed to advance athlete performances.	19.40		
30-Mar-2018	Maxicoffee	Provides an online platform which engages in the sale of coffee and tea machines and their parts to their customers.			
28-Mar-2018	3vija	Developer and provider of a 3D home design and furnishing portal employing virtual reality technology.	47.44		
26-Mar-2018	Belkin International	Manufacturer of networking devices and computer accessories intended to assist people realize the power of technology	866.00	1.08x	
22-Mar-2018	Harvia (HARVIA)	Manufacturer of sauna heaters and sauna benches intended to offer a unique sauna and spa experience.	63.44		
22-Mar-2018	Ember (electronics)	Producer of patented temperature adjustable dishware and drinkware designed to revolutionize the way the world eats and drinks.	2.87		
21-Mar-2018	Wileyfox	Manufactures premium and entry-level smartphones with an Android operating system and smartphone accessories.			
21-Mar-2018	iball	Developer of diverse computing products created to offer the latest technology-powered devices in every home and office.	8.50		
20-Mar-2018	Lytro	Developer of Light Field imaging platform technologies designed to produce small images.	40.00		
19-Mar-2018	Simx	Manufacturer of home ventilation products, lighting products and commercial ventilation products.	52.67	1.48x	
19-Mar-2018	Mpb.com	Operator of an online marketplace for buying and selling photography and film equipment.	7.00		
18-Mar-2018	Coccaa	Operator of an official e-commerce platform intended to provide smart TV and consumer electronics hardware.	159.82		
15-Mar-2018	AKW Medi-Care	Bathroom and kitchen based products with a focus on the development of elderly and disable friendly appliances.			
14-Mar-2018	Tech Will Save Us	Provider of make-it-yourself kits and digital tools intended to spark the creative imagination of young people.	4.20		
14-Mar-2018	Finally	Manufacturer of light bulbs designed to improve energy efficient lighting.	50.00		
14-Mar-2018	Bygghemma Sverige (BGH)	Online retailer of building materials, lawn mowers, fencing, garden furniture, heaters and home furnishing products	177.67		
14-Mar-2018	Airxcel	Manufacturer of air-conditioners, heat-pumps, cooking appliances, furnaces, powered vents and water heaters	640.00		
13-Mar-2018	Soxyz Electronics	Provider of electronics assembling services.			
12-Mar-2018	Immersive VR Education (6VR)	Developer of a virtual reality based education platform designed to transform how educational content is delivered to students.	8.34		
09-Mar-2018	RapidSOS	Provider of transformative technology platform created to enhance the data available to 9-1-1 and first responders, at no cost to PSAPs.	8.58		
09-Mar-2018	Avegant	Developer of light field display technology designed for mixed reality applications.	4.50		
07-Mar-2018	Saline Generating Systems	Manufacturer of commercial and residential salt chlorine generators and sanitizer systems that use milder and safer type of free chlorine.			
07-Mar-2018	RaliFac Dimmers	Manufacturer of lighting control and power distribution products designed for performance enhancement and aesthetic appeal.			
07-Mar-2018	Magic Leap	Human computing interfaces and software designed to superimpose 3D computer-generated imagery over real world objects.	963.00		
07-Mar-2018	Labrador (London)	Developer of a home energy monitoring device	0.70		
07-Mar-2018	Ecobee	Developer of Wi-Fi enabled thermostats	61.00		
07-Mar-2018	C-Slide	Manufacturer of web camera covers designed to add an additional layer of security to electronic devices.			
06-Mar-2018	Whoop	Developer of performance optimization systems designed to understand human performance.	25.00		
05-Mar-2018	reBuy reCommerce	Provider of an online marketplace designed for the retail used electronics and media.	25.96		
05-Mar-2018	Hypertec	Manufacturer of memory cards, hard drives, keyboards, mouse, privacy filters, tablet security and portable data storage devices			
02-Mar-2018	Stop Alarms	Wholesaler of home security monitoring, business security monitoring, ip hosted video surveillance, and office security systems.			
02-Mar-2018	Filament Brands	Manufacturer of kitchen scales, thermometers, timers, outdoor weather measurement devices.	313.00	1.76x	



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