



# THE DEAL HOUND

Explore M&A Activity, Capital Market  
Conditions and Current Trends for the  
Pet Industry



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1H 2021

**SDR***Ventures*

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## THE DEAL HOUND 1H21: WHAT TO KNOW

- ❑ While some sectors suffered during the global lockdown, spending on pet food, products, and related services that were strong throughout 2020 maintained momentum through the first half of 2021, and we see no letup as the world continues to emerge from the veil of COVID.
- ❑ The trend toward the humanization of pets – prioritizing their health and wellness as we would for any family member – is catching on globally, opening the door for new opportunities in China and other parts of the world.
- ❑ Pet cloning, once the stuff of science fiction, is here and is attracting mainstream attention. While potentially controversial, this new market bears watching.

### The Wide World Of Pets – And Beyond

Pet ownership and related expenditures across the United States continued to boom during the COVID-19 pandemic. That should foretell opportunities across the pet services sector. Pet ownership last year was up 3%, meaning 70% of American households have some kind of pet, an all-time high. Spending on pet food was up 11% in 2020.

We continue to see an effect we call the “humanization” of pets, owners who increasingly see pets as family members worthy of human-grade food ingredients, along with the desire to provide nutritious, healthy food that is produced sustainably.<sup>1</sup> For the sector, those trends are encouraging. Even more intriguing is we’re seeing these trends spread globally. In China – which represents 18% of the world’s population at 1.4 billion<sup>2</sup> – we’ve seen pet ownership grow at a compound rate of nearly 33% from 2015 to 2020 with an anticipated growth of 14% over the next three years. Pet service spending in China is estimated to eclipse \$67 billion a year by 2023.<sup>3</sup> While pet ownership and spending in the U.S. builds, it’s no longer only a U.S. market. Think bigger.

We continue to watch the drivers behind pet ownership trends, the humanization of pets, and the growing global market. Additionally, we’re watching the pandemic-related spike in pet product e-commerce and pet telehealth visits.<sup>4</sup> But this is today’s news, the current forces propelling markets. Looking forward, there’s another force worth watching: animal cloning. If that sounds like something from a Schwarzenegger movie, it is. But it’s also really happening, with applications ranging from reuniting families with a beloved pet who has died to agribusiness, saving endangered species, or even reviving extinct species. A quarter-century ago, the first cloned sheep, Dolly, was worldwide news. Today a family of means can order up a genetic copy of Fido.<sup>5</sup> At \$40,000 to \$50,000, the price sounds exorbitant, but consider that a prize stud bull sold last year in North Dakota for \$1.5 million.<sup>6</sup> Suddenly, the potential for animal cloning – whether for a family grieving the loss of a pet or a breeder seeking to replicate a Westminster champion or prize bull – comes into focus.

The information contained herein is based on sources we believe reliable but is not guaranteed by us and is not to be considered all-inclusive. It is not to be construed as an offer or consultation of an offer to sell or buy any securities.

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## ABOUT SDR

Established in 2002, SDR Ventures has developed deep M&A and capital transaction knowledge and expertise. SDR offers transaction advisory, private capital formation and business consulting services across a wide range of industries. We serve business owners and operators of privately held companies and provide them with a professional-class experience.

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## Pet Ownership: The Next Generation(s)

Across the United States, Millennials have passed Baby Boomers as the largest group of pet owners.<sup>7</sup> This is the same generation that is starting families later, experiencing stagnant wages, creating less accumulated wealth than the preceding generations, and has more student debt. In 1968, the average American man was married by 23, today it's 30.<sup>8</sup> The government estimates it costs \$233,000 to raise a child to age 18. The adoption process itself averages \$43,000.<sup>9</sup>

But these younger generations can adopt a dog for as little as... free.<sup>10</sup>

Just because many of today's pet owners are less likely to spend on daycare and juice packs for children doesn't mean they're less likely to spend. This is creating opportunities for growth in pet-related services. It's estimated that the U.S. pet industry generated nearly \$100 billion last year, and one in five owners said they spent more during the pandemic's peak even as other sectors struggled. More than half gave their pets holiday gifts, and nearly 70% of Millennials opted for higher-end natural and organic pet food.<sup>11</sup> Nearly half of surveyed pet owners earned more than \$75,000 a year, and again nearly half said their pets were the primary concern in their lives, second only to "family" and ahead of finances, friends, spirituality, and career.<sup>12</sup> Pet owners have money and are willing to prioritize their pets. To us, that looks like opportunity.

## Pets Without Borders

While China eliminated its one-child policy in 2015 and recently announced a three-child policy to combat falling birth rates, many Chinese families simply shrugged: Who can afford three kids?<sup>13</sup> But pet ownership is on the rise. Not only are Chinese consumers adopting more pets, they are being accommodated by a steep rise in consumer pet outlets across China, including both brick and mortar pet stores as well as one-stop-shopping pet marts such as iPet Town and Jack Pet which offer nutritional products, grooming, and medical services.<sup>14</sup> And while mature American and European markets are highly competitive – Amazon's recent entry into white label pet products challenges smaller upstarts – Asian markets are primed for entry by international brands. As pet ownership – particularly dog ownership – trends upward in China and India, analysts predict growing demand for luxury products such as high-protein foods and mobile grooming services.<sup>15</sup>

## Pet Cloning: Pet Cloning

Maybe your neighbor hasn't cloned a departed pet yet, but what was once the subject of science fiction is now very real. Texas-based ViaGen is just one company already offering pet cloning services (\$50,000 for a dog, \$35,000 for a cat "paid in two equal installments ... may be subject to state sales tax"). The company recommends refrigerating, but not freezing, tissue samples of deceased pets. It also offers sample collection kits and tissue storage.<sup>16</sup> The emerging industry is certainly not without controversy, some say forcing dogs and cats to act as surrogates for cloned embryos is inhumane.<sup>17</sup> The Humane Society of the United States opposes all cloning of pets and agricultural animals.<sup>18</sup> But as an emerging technology, we believe this sector bears watching.

## Mergers & Acquisitions

While the pandemic challenged business across the globe, we saw some influential acquisitions in the pet services space as vaccinations return us to "normal" and the clouds begin to lift.

- ❑ In what proved to be a very big deal between global powerhouses, General Mills acquired Tyson Foods' pet treats division for \$1.2 billion as 1H21 wrapped up. The pet treats division generated \$240 million of revenue in the most recent fiscal year for Tyson Foods. General Mills Chairman and CEO Jeff Harmening said the deal fits with the company's existing pet product lines, noting, "We see a long runway of strong, profitable growth ahead for our combined pet food business."<sup>19</sup>





- ❑ Even before pandemic concerns began to lift, private equity group Sentinel Capital Partners flipped its two-year-old acquisition of Pet Supplies Plus in January, selling the pet supply and services franchiser in an all-cash deal for \$700 million to Franchise Group, capitalizing on an uptick in sales credited to the pandemic. Franchise Group (formerly Liberty Tax) operates several franchised businesses including Liberty Tax Service, Buddy's Home Furnishings, American Freight, and The Vitamin Shoppe. Pet Supplies Plus reports operating more than 460 outlets.<sup>20</sup>
- ❑ And speaking of the "humanization" of pets. The monthly subscription pet treat and toy company Barkbox merged with Northern Star Acquisition Corp. – a Special Purpose Acquisition Company also known as a "blank check company" – to go public on the New York Stock Exchange (symbol: BARK) with an estimated enterprise value of \$1.6 billion. At the end of 1H21, BARK was trading just above \$11 a share.<sup>21</sup>

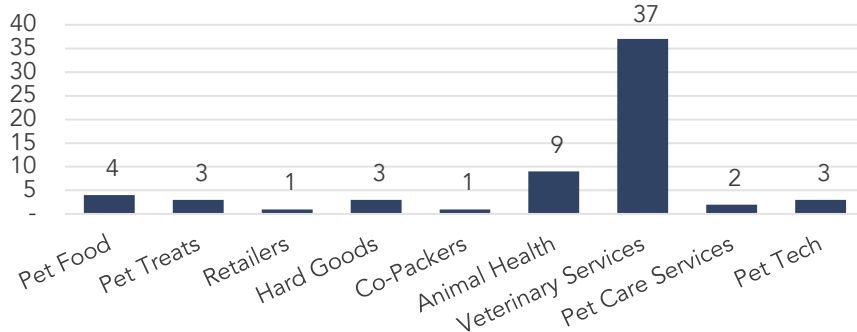
## Wagging Tails Ahead

Looking forward, we expect an active period of mergers and acquisitions activity. Pets adopted during the pandemic are not going away. Millennials are now the largest group of pet owners and if anything, with rising housing prices, an uncertain economy, and no clear direction on the outstanding student loan crisis, starting a "human" family remains challenging. We believe pets and the humanization of pets trend is here to stay. Emerging markets, including the behemoths of China and India, continue to present potential opportunities. We've seen giants such as Nestle Purina and Smucker's show an appetite for pet-related acquisitions, and research shows private equity investors are bullish going forward and eager to deploy capital that sat on the sidelines in 2020.<sup>22, 23, 24</sup>

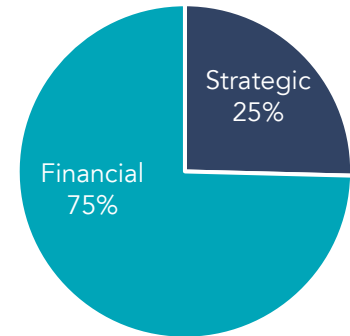




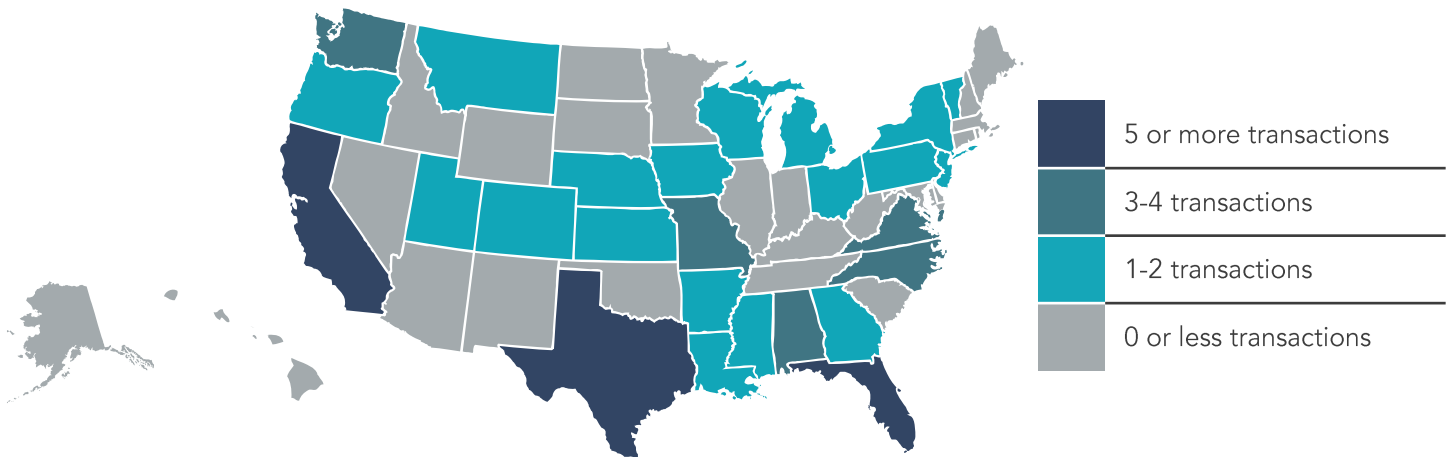
## TRANSACTIONS BY SEGMENT



## TRANSACTIONS BY TYPE



## TRANSACTIONS BY LOCATION



## TRANSACTION ACTIVITY

Date	Target	Buyer(s)	Segment	Amount (\$ in Mil)	TEV/ Rev	TEV/ EBITDA
6/28/2021	Vetio Animal Health	Swedencare	Co-Packers	18150	5.6x	27.92
6/16/2021	Kindred Biosciences	Elanco	Animal Health	376.85	8.6x	-
6/2/2021	BarkBox	Northern Star Acquisition	Hard Goods	-	-	-
5/14/2021	Tyson Foods	General Mills	Pet Treats	1200.00	5.0x	-
4/5/2021	Wedgewood Pharmacy	Partners Group	Animal Health	700.00	-	-
4/5/2021	Best Friends By Sheri	Fidus Investment , Outward Hound, Prospect Hill Growth Partners	Hard Goods	-	-	-
4/1/2021	Garden State Veterinary Specialists	Percheron Capital	Veterinary Services	-	-	-
3/10/2021	Pet Supplies Plus	Franchise Group	Retailers	700.00	0.8x	8.75
3/9/2021	Caldwell Mill Animal Clinic	Shore Capital Partners, Southern Veterinary Partners, Golub Capital BDC	Veterinary Services	-	-	-

**FULL LIST ON PAGE 11**

Source: PitchBook Financial Data and Analytics

Note: This data represents recorded transactions only, and is not all-inclusive. Nevertheless, they are typically representative of the industry.



## ACTIVE BUYERS

### MOST ACTIVE STRATEGIC BUYERS

Strategic Buyer	Inv. Date	Select Corporate Acquisitions
National Veterinary Associates	6/22/2021	▪ SAGE Veterinary Centers
	4/2/2021	▪ Kingsburg Veterinary Clinic
	4/1/2021	▪ White Pine Veterinary Clinic
	2/14/2021	▪ I-20 Animal Hospital
	10/30/2020	▪ PetWell Partners
	9/10/2020	▪ Mechanicsville Animal Hospital
Swedencare	6/28/2021	▪ Vetio Animal Health
	12/16/2020	▪ Holden2
	10/1/2020	▪ Animal Pharmaceuticals
BluePearl Operations	11/17/2020	▪ PetHospice
	8/26/2020	▪ Vet Imaging Partners
	8/26/2020	▪ Veterinary Cyberknife

### SELECT SPONSORS WITH ACTIVE PORTFOLIO HOLDINGS

Financial Buyer	Inv. Date	Select Corporate Acquisitions
Shore Capital Partners via Mission Veterinary Partners	4/7/2021	▪ Ark Animal Hospital
	4/7/2021	▪ Bethel Animal Hospital
	4/7/2021	▪ Eastgate Veterinary Clinic
	4/7/2021	▪ Willamette Veterinary Hospital
	3/31/2021	▪ Animal Medical Center of Wentzville
	3/30/2021	▪ Riverside Veterinary Hospital
	3/24/2021	▪ American Veterinary Hospital
	3/24/2021	▪ Central Animal Hospital
	3/3/2021	▪ Country View Animal Hospital
	2/18/2021	▪ Excelsior Springs Animal Clinic
Shore Capital Partners via Southern Veterinary Partners	4/6/2021	▪ Holt Veterinary Clinic
	4/6/2021	▪ Towne Animal Clinic
	3/23/2021	▪ Avery Creek Pet Hospital
	3/9/2021	▪ Caldwell Mill Animal Clinic
	3/2/2021	▪ Parkside Animal Hospital
	3/2/2021	▪ Sun City Center Veterinary Clinic
	2/23/2021	▪ East Beach Veterinary Care and Housecalls

Source: PitchBook Financial Data and Analytics

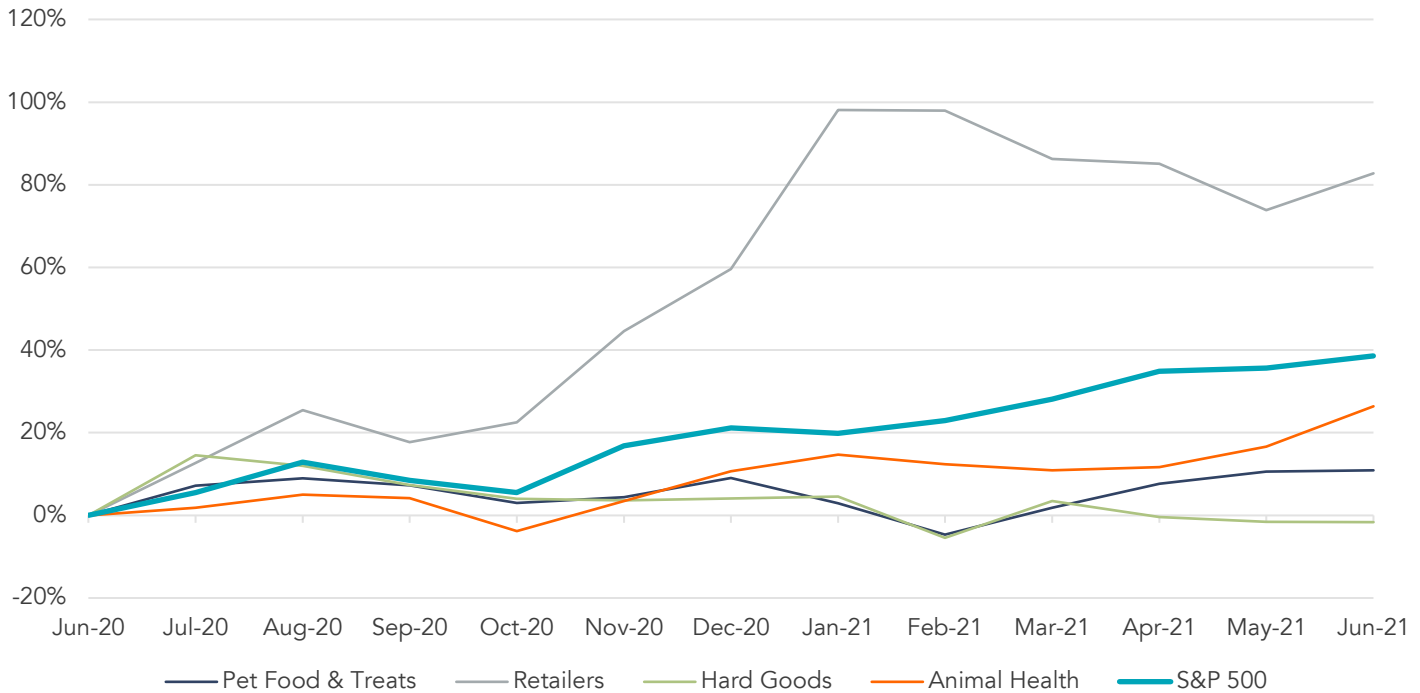
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## PUBLIC BASKET

### PET SEGMENTS VS. S&P 500

Segment Market Cap Performance – Running 12 Months



### PET FOOD AND TREATS

Company Name	Symbol	Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Nestlé	NESN	\$ 352,351	\$ 125.10	11.9%	6.1%	97.6%	7.8%	216%	4.3x	20.0x	27.4x	4.0x	18.3x
Colgate-Palmolive	CL	68,820	81.35	3.2%	(4.9%)	94.1%	6.9%	26.4%	4.5x	17.3x	26.2x	4.3x	16.0x
General Mills	GIS	36,997	60.93	(0.6%)	3.6%	92.1%	(15%)	214%	2.7x	12.6x	16.1x	2.7x	13.5x
The J.M. Smucker Co.	SJM	14,038	129.57	2.4%	12.1%	92.1%	(3.2%)	22.5%	2.3x	10.3x	16.6x	2.4x	11.2x
Freshpet	FRPT	7,051	162.96	2.6%	14.8%	87.2%	46.7%	4.4%	19.6x	NM	NM	NM	NM
Central Garden & Pet	CENT	2,747	52.93	(8.8%)	37.1%	84.1%	7.6%	10.5%	13x	12.0x	17.9x	12x	12.2x
<b>Segment Average</b>				<b>1.8%</b>	<b>11.5%</b>	<b>91.2%</b>	<b>10.7%</b>	<b>17.8%</b>	<b>5.8x</b>	<b>14.4x</b>	<b>20.8x</b>	<b>2.9x</b>	<b>14.2x</b>
<b>Segment Median</b>				<b>2.5%</b>	<b>9.1%</b>	<b>92.1%</b>	<b>7.3%</b>	<b>21.5%</b>	<b>3.5x</b>	<b>12.6x</b>	<b>17.9x</b>	<b>2.7x</b>	<b>13.5x</b>

### RETAILERS

Company Name	Symbol	Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Chewy	CHWY	\$ 33,113	\$ 79.71	(5.9%)	(11.3%)	66.4%	22.6%	0.2%	4.3x	NM	NM	3.5x	NM
Tractor Supply	TSCO	21,445	186.06	5.1%	32.4%	92.7%	9.2%	11.7%	2.1x	17.9x	25.8x	19x	16.1x
Petco Animal Supplies	WOOF	6,769	22.41	1.1%	(23.8%)	72.1%	6.2%	6.9%	18x	26.6x	NM	17x	22.4x
Petmed Express	PETS	646	31.85	(9.5%)	(0.7%)	55.9%	-3.0%	13.4%	17x	12.7x	21.0x	18x	14.1x
<b>Segment Average</b>				<b>(2.3%)</b>	<b>(0.9%)</b>	<b>71.8%</b>	<b>8.7%</b>	<b>8.0%</b>	<b>2.5x</b>	<b>19.1x</b>	<b>23.4x</b>	<b>2.2x</b>	<b>17.6x</b>
<b>Segment Median</b>				<b>(2.4%)</b>	<b>(6.0%)</b>	<b>69.3%</b>	<b>7.7%</b>	<b>9.3%</b>	<b>2.0x</b>	<b>17.9x</b>	<b>23.4x</b>	<b>1.8x</b>	<b>16.1x</b>

Source: PitchBook Financial Data and Analytics



## PUBLIC BASKET (CONTINUED)

### HARD GOODS

Company Name	Symbol	Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
The Clorox	CLX	\$ 22,376	\$ 179.91	(6.7%)	(10.9%)	75.0%	-2.2%	19.9%	3.4x	16.9x	25.0x	3.4x	16.8x
Church & Dwight Company	CHD	20,900	85.22	(2.4%)	(2.3%)	86.1%	6.0%	22.2%	4.6x	215x	27.7x	4.3x	18.0x
Spectrum Brands	SPB	3,625	85.04	0.0%	7.7%	87.4%	2.0%	16.6%	13x	8.1x	12.6x	13x	8.8x
Central Garden & Pet	CENT	2,747	52.93	(8.8%)	37.1%	84.1%	7.6%	10.5%	13x	12.0x	17.9x	12x	12.2x
Oil Dri Corporation Of America	ODC	253	34.18	(0.8%)	0.3%	88.8%	NM	11.8%	0.8x	7.0x	14.4x	NM	NM
Jewett Cameron Trading Company	JCTCF	34	9.80	(2.7%)	115%	84.0%	NM	9.4%	0.6x	6.6x	10.2x	NM	NM
Segment Average				(3.6%)	7.2%	84.3%	3.4%	15.1%	2.0x	12.0x	18.0x	2.6x	14.0x
Segment Median				(2.6%)	4.0%	85.1%	4.0%	14.2%	1.3x	10.0x	16.2x	2.4x	14.5x

### ANIMAL HEALTH

Company Name	Symbol	Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Eli Lilly	LLY	\$ 220,116	\$ 229.52	22.9%	35.9%	95.9%	7.6%	34.4%	9.2x	26.7x	34.3x	8.5x	26.8x
Merck & Co.	MRK	196,918	77.77	5.8%	(0.3%)	92.9%	12%	26.9%	4.6x	17.1x	28.2x	4.6x	10.8x
Zoetis	ZTS	88,478	186.36	18.3%	12.6%	98.8%	12.5%	40.7%	13.2x	32.3x	50.2x	11.7x	27.4x
Idexx Laboratories	IDXX	53,859	631.55	29.1%	26.3%	98.7%	15.3%	31.3%	19.1x	60.9x	NM	16.5x	NM
Henry Schein	HSIC	10,438	74.19	7.1%	110%	88.9%	11.2%	7.1%	12x	16.3x	24.2x	10x	12.2x
Neogen	NEOG	4,948	46.04	3.6%	16.1%	94.2%	14.6%	20.7%	10.2x	49.4x	NM	8.9x	NM
Trupanion	TRUP	4,611	115.10	51.0%	(3.9%)	91.0%	40.5%	(1.4%)	8.0x	NM	NM	5.7x	NM
Heska	HSKA	2,395	229.73	36.4%	57.7%	97.6%	13.6%	5.0%	9.9x	NM	NM	8.7x	NM
Phibro Animal Health	PAHC	1,170	28.88	18.4%	48.7%	94.5%	6.7%	13.7%	19x	13.6x	27.2x	17x	13.0x
PetIQ	PETQ	1,125	38.60	9.5%	0.4%	83.9%	18.5%	3.2%	19x	NM	NM	16x	14.3x
Jaguar Health	JAGX	217	1.58	(12.2%)	93.9%	35.3%	NM	NM	216x	NM	NM	9.7x	NM
RiceBran Technologies	RIBT	51	1.13	14.1%	85.2%	61.7%	32.6%	(19.1%)	2.0x	NM	NM	15x	18.4x
Sonoma Pharmaceuticals	SNOA	15	7.34	(12%)	11%	48.3%	88.1%	(12.3%)	0.6x	NM	NM	0.3x	NM
Segment Average				15.6%	29.6%	83.2%	21.9%	12.5%	7.9x	30.9x	32.8x	6.2x	17.6x
Segment Median				14.1%	16.1%	92.9%	14.1%	10.4%	8.0x	26.7x	28.2x	5.7x	14.3x

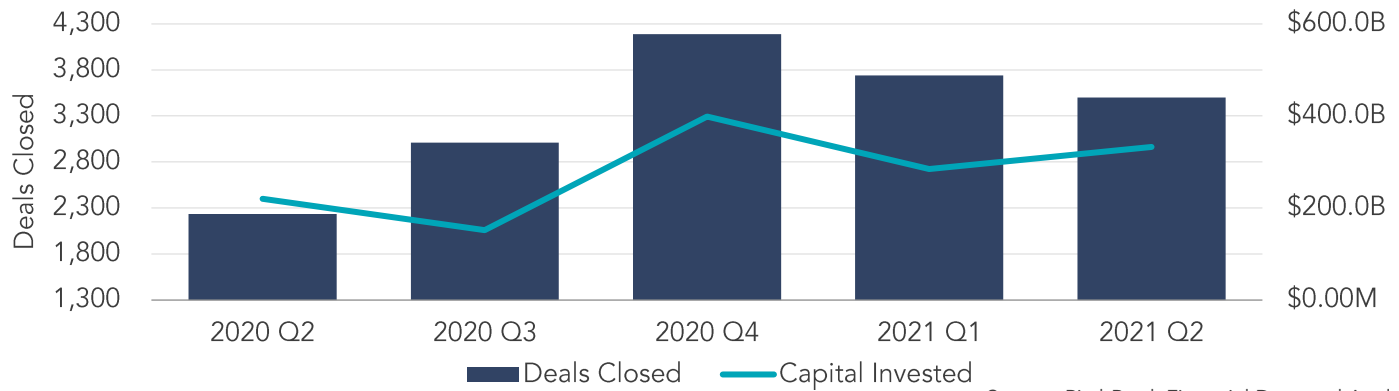
Source: PitchBook Financial Data and Analytics





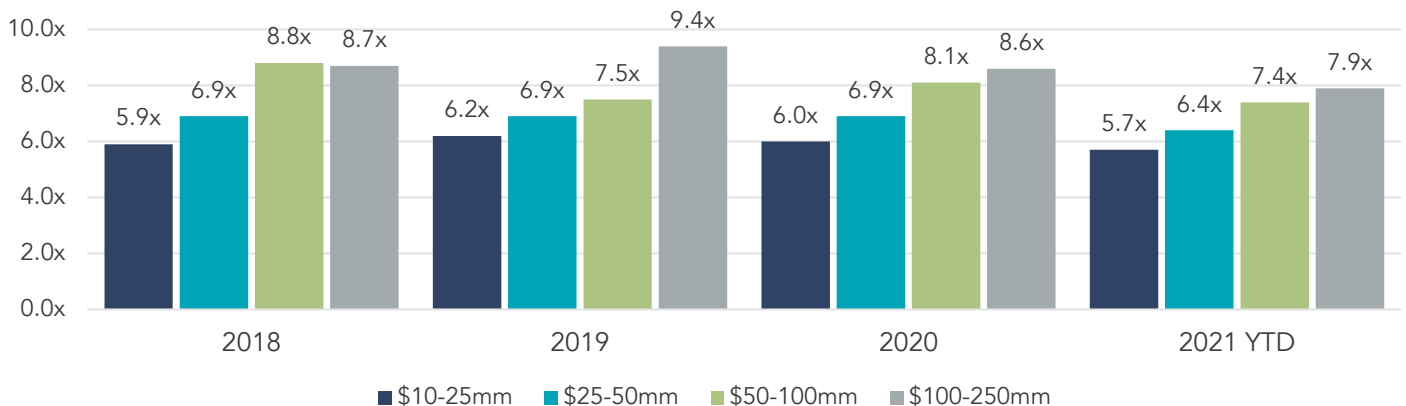
## U.S. M&A ACTIVITY SNAPSHOT

### OVERALL U.S. M&A ACTIVITY

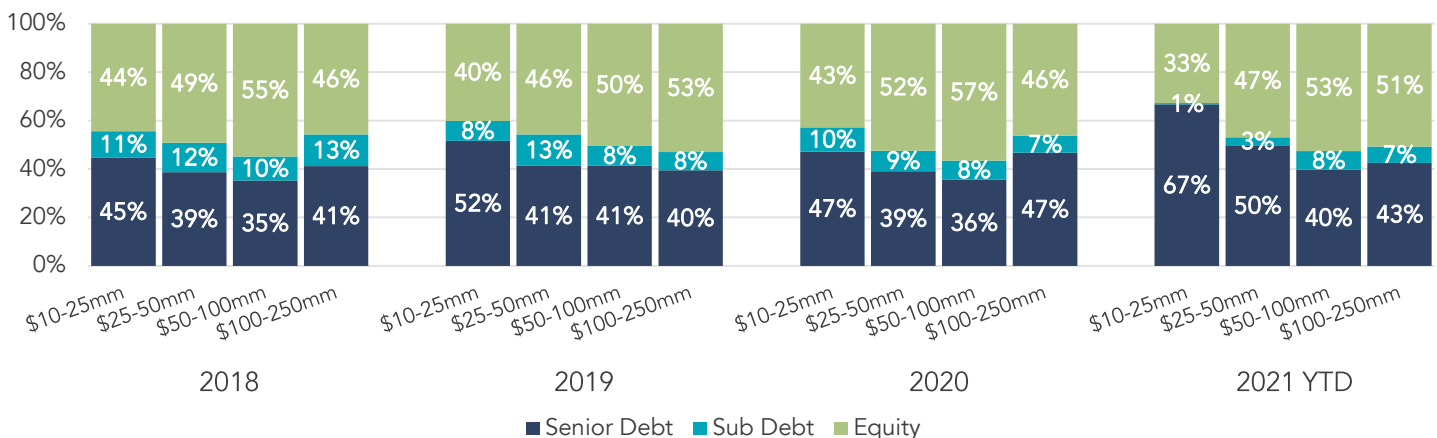


### LOWER MIDDLE MARKET PRIVATE EQUITY TRANSACTION MULTIPLES

EBITDA Multiples By Transaction Size



### CAPITAL BREAKDOWN – LOWER MIDDLE MARKET PRIVATE EQUITY TRANSACTIONS



Note: The most current source of GF Data is as of May 2021.

Source: GF Data®



## COMPREHENSIVE PET EXPERTISE

The pet industry has become a hot space in recent years, but we have been involved in the industry for over a decade. Our experience and drive have placed us at the leading edge of information in the market, giving you an advantage when the time comes to buy, sell or seek investments to grow your pet-related business.

Our pet industry investment banking expertise includes the following segments:

- ☐ Pet Food
- ☐ Retailers
- ☐ Hard Goods
- ☐ Animal Health
- ☐ Veterinary Services
- ☐ Pet Care Services
- ☐ Co-Packers
- ☐ Pet Treats
- ☐ Pet Tech

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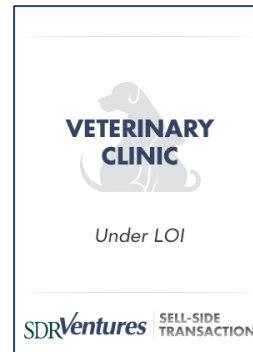
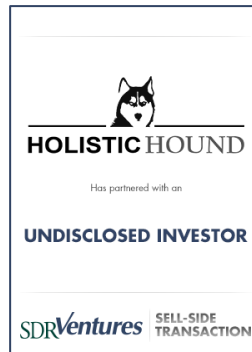
## SELECT TRANSACTION EXPERIENCE

SDR has completed numerous transactions types throughout the pet industry, including:

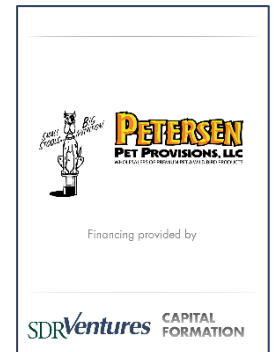
### BUY-SIDE



### STRATEGIC SALE



### CAPITAL FORMATION



## SDR SERVICE OFFERINGS



**SELL-SIDE ADVISORY**



**PRIVATE CAPITAL FORMATION**



**BUY-SIDE ADVISORY**



**STRATEGIC CONSULTING**



## 1H 2021 TRANSACTION ACTIVITY

Date	Target	Buyer(s)	Segment	Amount (\$ in Mil)	TEV/ Rev	TEV/ EBITDA
6/30/21	VCP	Covetrus	Pet Tech	-	-	-
6/28/21	Vetio Animal Health	Swedencare	Co-Packers	181.50	5.62x	27.92x
6/22/21	SAGE Veterinary Centers	National Veterinary Associates	Veterinary Services	-	-	-
6/16/21	Kindred Biosciences	Elanco	Animal Health	376.85	8.57x	-
6/15/21	All American Pet Proteins	3D Corporate Solutions, AGR Partners, Olympus Partners	Pet Food	-	-	-
6/15/21	Marsh Dog	Chasing Our Tails	Pet Treats	-	-	-
6/14/21	Miller Veterinary Supply	Patterson Veterinary Supply	Animal Health	-	-	-
6/2/21	BarkBox (NYS: BARK)	Northern Star Acquisition	Hard Goods	-	-	-
5/17/21	PetPartners	Iguana Healthcare Partners	Animal Health	-	-	-
5/14/21	Tyson Foods (Pet Treats Business)	General Mills	Pet Treats	1,200.00	5.00x	-
5/13/21	Ramard	Acumen Health Holdings	Animal Health	-	-	-
5/5/21	United Pacific Pet	Pet Food Experts	Pet Food	-	-	-
5/4/21	Bucks Mercer Mobile Vet	BetterVet	Veterinary Services	-	-	-
4/23/21	United Veterinary Care	Nordic Capital	Veterinary Services	-	-	-
4/21/21	Himalayan Pet Supply	Kinderhook Industries, Prairie Dog Pet Products	Pet Treats	-	-	-
4/13/21	Revival Animal Health	Incline Equity Partners	Animal Health	-	-	-
4/13/21	Vetspire	Pathway Vet Alliance, TSG Consumer	Pet Tech	-	-	-
4/7/21	Ark Animal Hospital	Shore Capital Partners	Veterinary Services	-	-	-
4/7/21	Bethel Animal Hospital	Shore Capital Partners	Veterinary Services	-	-	-
4/7/21	Eastgate Veterinary Clinic	Shore Capital Partners	Veterinary Services	-	-	-
4/7/21	Willamette Veterinary Hospital	Shore Capital Partners	Veterinary Services	-	-	-
4/6/21	Chelsea Animal Hospital	Golub Capital BDC, Southern Veterinary Partners	Veterinary Services	-	-	-
4/6/21	Holt Veterinary Clinic	Shore Capital Partners, Southern Veterinary Partners	Veterinary Services	-	-	-
4/6/21	Leesburg Veterinary Hospital	Golub Capital BDC, Southern Veterinary Partners	Veterinary Services	-	-	-
4/6/21	Towne Animal Clinic	Shore Capital Partners, Southern Veterinary Partners	Veterinary Services	-	-	-
4/6/21	ZuPreem	Manna Pro Products, The Carlyle Group	Pet Food	-	-	-
4/5/21	Best Friends By Sheri	Fidus Investment, Outward Hound, Prospect Hill Growth Partners	Hard Goods	-	-	-
4/5/21	Wedgewood Pharmacy	Partners Group	Animal Health	700.00	-	-
4/2/21	Kingsburg Veterinary Clinic	National Veterinary Associates	Veterinary Services	-	-	-
4/1/21	Garden State Veterinary Specialists	Percheron Capital	Veterinary Services	-	-	-
4/1/21	White Pine Veterinary Clinic	National Veterinary Associates	Veterinary Services	-	-	-
3/31/21	Animal Medical Center of Wentzville	Shore Capital Partners	Veterinary Services	-	-	-
3/31/21	Custom Veterinary Services	Align Capital Partners	Animal Health	-	-	-
3/30/21	Riverside Veterinary Hospital	Shore Capital Partners	Veterinary Services	-	-	-
3/20/21	Zoot Pets Hospital and Luxury Boarding	Shore Capital Partners, Southern Veterinary Partners	Veterinary Services	-	-	-
3/29/21	FoodScience	Wind Point Partners	Animal Health	-	-	-
3/29/21	Allen Animal Hospital	O'Brien Veterinary Group, The Cambria Group	Veterinary Services	-	-	-
3/24/21	American Veterinary Hospital	Shore Capital Partners	Veterinary Services	-	-	-
3/24/21	Central Animal Hospital	Shore Capital Partners	Veterinary Services	-	-	-
3/23/21	Avery Creek Pet Hospital	Shore Capital Partners, Southern Veterinary Partners	Veterinary Services	-	-	-
3/16/21	Flowood Pet Hospital and Resort	Golub Capital BDC, Southern Veterinary Partners	Veterinary Services	-	-	-
3/10/21	Pet Supplies Plus	Franchise Group	Retailers	700.00	0.85x	8.75x

Source: PitchBook Financial Data and Analytics

Note: This data represents recorded transactions only, and is not all-inclusive. Nevertheless, they are typically representative of the industry.



## 1H 2021 TRANSACTION ACTIVITY (CONTINUED)

Date	Target	Buyer(s)	Segment	Amount (\$ in Mil)	TEV/ Rev	TEV/ EBITDA
3/9/21	Caldwell Mill Animal Clinic	Shore Capital Partners, Southern Veterinary Partners, Golub Capital BDC	Veterinary Services	-	-	-
3/3/21	Country View Animal Hospital	Shore Capital Partners	Veterinary Services	-	-	-
3/3/21	Grizzly Pet Products	Avante Capital Partners, Cloud Star, Frontenac Company	Animal Health	-	-	-
3/2/21	Bonds Ranch Animal Medical Center	Golub Capital BDC, Southern Veterinary Partners	Veterinary Services	-	-	-
3/2/21	Parkside Animal Hospital	Shore Capital Partners, Southern Veterinary Partners	Veterinary Services	-	-	-
3/2/21	Sun City Center Veterinary Clinic	Shore Capital Partners, Southern Veterinary Partners	Veterinary Services	-	-	-
2/23/21	East Beach Veterinary Care and Housecalls	Shore Capital Partners, Southern Veterinary Partners	Veterinary Services	-	-	-
2/22/21	American Veterinary Group	Oak Hill Capital	Veterinary Services	-	-	-
2/19/21	DoodyCalls	Altamir, Apax Partners, Authority Brands	Pet Care Services	-	-	-
2/18/21	Excelsior Springs Animal Clinic	Shore Capital Partners	Veterinary Services	-	-	-
2/14/21	I-20 Animal Hospital	National Veterinary Associates	Veterinary Services	-	-	-
2/12/21	Advanced Veterinary Specialists	Chicago Pacific Founders, SAGE Veterinary Centers	Veterinary Services	-	-	-
2/10/21	Rover	Nebula Caravel Acquisition	Pet Tech	1,350.00	2.70x	-
2/9/21	Bethany Pet Hospital	Golub Capital BDC, Southern Veterinary Partners	Veterinary Services	-	-	-
2/9/21	Fountains of Boynton Animal Hospital	Golub Capital BDC, Southern Veterinary Partners	Veterinary Services	-	-	-
2/3/21	Wagly	Pet Vet Clinic	Pet Care Services	-	-	-
2/2/21	Betsie River Veterinary Clinic	O'Brien Veterinary Group, The Cambria Group	Veterinary Services	-	-	-
1/29/21	Natural Balance Pet Foods	Nexus Capital Management	Pet Food	50.00	-	-
1/12/21	Academy East Veterinary	Southern Veterinary Partners, Golub Capital BDC, Shore Capital Partners	Veterinary Services	-	-	-
1/11/21	Homestead Veterinary Center	Heart + Paw, Waud Capital Partners	Veterinary Services	-	-	-
1/5/21	Miraclecorp	A&M Capital, BrightPet Nutrition Group	Hard Goods	-	-	-

Source: PitchBook Financial Data and Analytics

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