## **Quarterly Industry Update**

As of December 31, 2015

Industry: Specialty Bags/Luggage

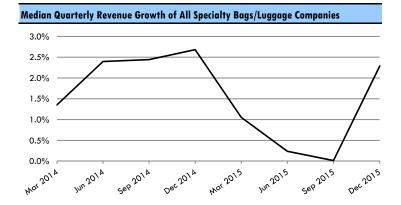


### **Industry Summary**

Cogent Valuation identified Specialty Bags/Luggage publicly traded companies, IPOs, and recent M&A transactions within the Specialty Bags/Luggage industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Over the last year since December 31, 2014, the median 52-week share price return of the Specialty Bags/Luggage industry was -14.9%. Between December 31, 2013 and December 31, 2015, the median EV/EBITDA multiple decreased from 15.5 to 9.4. Furthermore, the median price-to-earnings multiple decreased from 21.4 to 20.5 over the same period.

Comparable Public Company Key Statistics											
Median 52-Week Return	-14.9%	Median EV/Revenue Multiple			1.2x	Median Price/Earnings Multiple				20.5x	
Median 3-Year CAGR Return	-8.3%	Median EV/EBITDA Multiple				9.4x	Median EV/Gross CF Multiple				12.7x
Comparable Public Company Market Price Returns As of December 31, 2015											
	YTD	3 Month	1 Year	2 Year	3 Year	5 Year	2015	2014	2013	2012	2011
Black Diamond, Inc.	-49.5%	-29.6%	-49.5%	-42.4%	-18.6%	-11.0%	-49.5%	-34.4%	62.6%	9.8%	-5.6%
Callaway Golf Co.	22.3%	12.8%	22.3%	5.7%	13.2%	3.1%	22.3%	-8.7%	29.7%	17.5%	-31.5%
Coach, Inc.	-12.9%	13.1%	-12.9%	-23.6%	-16.1%	-10.0%	-12.9%	-33.1%	1.1%	-9.1%	10.4%
Gaiam Inc.	-12.5%	1.5%	-12.5%	-2.9%	25.5%	-4.1%	-12.5%	7.7%	109.5%	-2.5%	-57.9%
G-III Apparel Group, Ltd.	-12.4%	-28.2%	-12.4%	9.4%	37.3%	20.3%	-12.4%	36.6%	116.1%	37.4%	-29.1%
Lululemon Athletica Inc.	-6.0%	3.6%	-6.0%	-5.7%	-11.7%	8.9%	-6.0%	-5.5%	-22.6%	63.4%	36.4%
Ralph Lauren Corporation	-39.8%	-5.7%	-39.8%	-20.5%	-9.4%	0.1%	-39.8%	4.9%	17.8%	8.6%	24.5%
Tumi Holdings, Inc.	-29.9%	-5.6%	-29.9%	-14.1%	-7.3%	N/A	-29.9%	5.2%	8.2%	N/A	N/A
V.F. Corporation	-16.9%	-8.7%	-16.9%	-0.1%	18.2%	23.6%	-16.9%	20.1%	65.2%	18.9%	47.4%
Vera Bradley, Inc.	-22.7%	25.0%	-22.7%	-19.0%	-14.4%	-13.7%	-22.7%	-15.2%	-4.2%	-22.2%	-2.3%
Median of Industry Public Companies	-14.9%	-2.1%	-14.9%	-9.9%	-8.3%	0.1%	-14.9%	-0.3%	23.7%	9.8%	-2.3%

(Multiple year periods are calculated as the average annual return.)



Median Gross Profit, EBITDA, Net Income and Gross Cash Flow Margins
60.0%
50.0%
40.0%
30.0%
20.0%
10.0%
0.0%
Dec 2013 Not 2014 Not 2014 Sep 2014 Dec 2014 Not 2015 Not 2015 Sep 2015 Dec 2015
Gross Profit EBITDA Net Income Gross Cash Flow

Median Public Company Multiples of the Specialty Bags/Luggage Industry										
Date:	12/31/2013	3/31/2014	6/30/2014	9/30/2014	12/31/2014	3/31/2015	6/30/2015	9/30/2015	12/31/2015	
EV/Revenues Multiple	2.3x	2.0x	1.8x	1.6x	1.7x	1.5x	1.4x	1.3x	1.2x	
EV/EBITDA Multiple	15.5x	12.5x	11.7x	12.1x	14.0x	13.7x	13.6x	14.1x	9.4x	
Price/Earnings Multiple	21.4x	19.2x	21.6x	22.6x	22.4x	22.9x	23.4x	19.8x	20.5x	
EV/Gross Cash Flows Multiple	18.4x	16.9x	18.2x	19.0x	14.9x	18.7x	17.7x	13.9x	12.7x	

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As of December 31, 2015

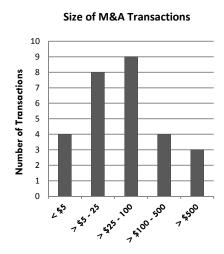
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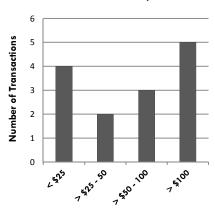
Industry Initial Public Offerings (dollars in millions, except share prices)										
Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	<u>Total Assets</u>	<u>Debt</u>	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
4/18/2012	Tumi Holdings, Inc.	\$18.00	18.8	\$338.0	\$446.3	\$315.4	\$330.0	\$70.5	\$16.6	\$80.3
10/20/2010	Vera Bradley, Inc.	\$16.00	11.0	\$176.0	\$169.2	\$33.2	\$322.9	\$67.6	\$56.0	\$75.7
7/26/2007	Lululemon Athletica Inc.	\$18.00	18.2	\$327.6	\$69.0	\$1.5	\$165.5	\$29.4	\$8.0	\$34.1
Median of All IPOs		nm	nm	\$327.6	\$169.2	\$33.2	\$322.9	\$67.6	\$16.6	\$75.7

nm: not meaningful

<u>Transaction Date</u>	<u>Target</u>	<u>Acquirer</u>	<u>Transaction Size</u>	% Bought	LTM Revenues	EV/Revenues
12/30/2015	Sergio Rossi S.p.A.	InvestIndustrial	\$65.9	100%	\$90.1	0.7x
10/12/2015	MD Inc. Limited	Silver Summit Investments	\$5.4	100%	\$3.9	1.4x
9/30/2015	Chic Accent	Samsonite S.p.A.	\$9.6	100%	\$17.1	0.6x
7/1/2015	Newton Manufacturing	<b>HALO Branded Solutions</b>	\$3.5	100%	N/A	N/A
6/30/2015	Sino Golf Holdings Ltd.	N/A	\$54.6	61%	\$38.2	2.0x
6/1/2015	Karmaloop, Inc.	CapX Partners	\$13.0	100%	N/A	N/A
5/31/2015	Roberto Cavalli S.p.A.	Pantheon Ventures	\$437.0	90%	\$254.5	1. <b>9</b> x
5/20/2015	Calzaturificio Valleverde	Silver 1 srl	\$10.0	100%	N/A	N/A
5/15/2015	Fresh Produce Sportswear	Fresh Produce Holdings	\$7.1	100%	N/A	N/A
3/26/2015	A.S.Adventure n.v.	PAI Partners	\$448.7	100%	\$456.6	1.0x
3/12/2015	BHS Limited	Retail Acquisitions Limited	\$104.3	100%	N/A	N/A
3/6/2015	LogoSportswear, Inc.	Gladstone Investment Corp.	\$9.7	100%	N/A	N/A
2/16/2015	The Rolling Luggage Co.	Samsonite GmbH	\$24.2	100%	\$41.0	0.6x
12/8/2014	Character World Ltd.	Palatine Private Equity	\$56.3	100%	N/A	N/A
11/25/2014	Bank Fashion Limited	Hilco UK Limited	\$28.5	100%	N/A	N/A
9/12/2014	Roberto Cavalli S.p.A.	VTB Bank	\$323.7	60%	N/A	N/A
8/1/2014	David Jones Limited	Vela Investments Pty	\$2,054.1	100%	\$1,787.4	1.1x
4/1/2014	Distri Bagages Sarl	Samsonite Europe N.V.	\$27.6	100%	\$9.0	3.1x
3/5/2014	Altrec Inc.	TruSnow.com	\$3.3	100%	N/A	N/A
12/5/2013	Loro Piana S.p.A.	LVMH Moët Hennessy	\$2,573.8	80%	\$810.8	4.0x
8/12/2013	Pro Hockey Life	FGL Sports Ltd.	\$85.6	100%	\$95.7	0.9x
8/6/2013	JA Apparel Corp.	The Men's Wearhouse	\$97.5	100%	N/A	N/A
7/31/2013	PRINTEMPS SAS	Divine Investments SA	\$2,123.6	100%	\$1,924.5	1.1x
7/19/2013	Da Kine Hawaii, Inc.	Altamont Capital Partners	\$64.6	100%	N/A	N/A
6/29/2013	Long Island National GC	N/A	\$6.0	100%	N/A	N/A
5/3/2013	Combat Sports Inc.	Bauer Performance Sports	\$4.0	100%	N/A	N/A
3/31/2013	Torpedo7 Limited	The Warehouse Group	\$27.2	51%	\$57.6	0.7x
2/13/2013	Fashion Case Oy	Bjorn Borg AB	\$1.4	100%	\$5.0	0.3x
Median of the	28 M&A Transaction Targ	\$28.1	100%	\$73.8	1.0x	



#### **LTM Revenues Reported**



### Definitions of Financial Terms Used in this Quarterly Industry Update:

Enterprise Value (EV): Market Value of Equity + Market Value of Debt - Cash

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA): Profitability metric sometimes also referred to as operating profit or operating earnings.

Gross Cash Flows: Net Income + Depreciation and Amortization Expense

Latest Twelve Months (LTM): Financial information is as of the latest twelve months through the date of this Quarterly Industry Update.

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