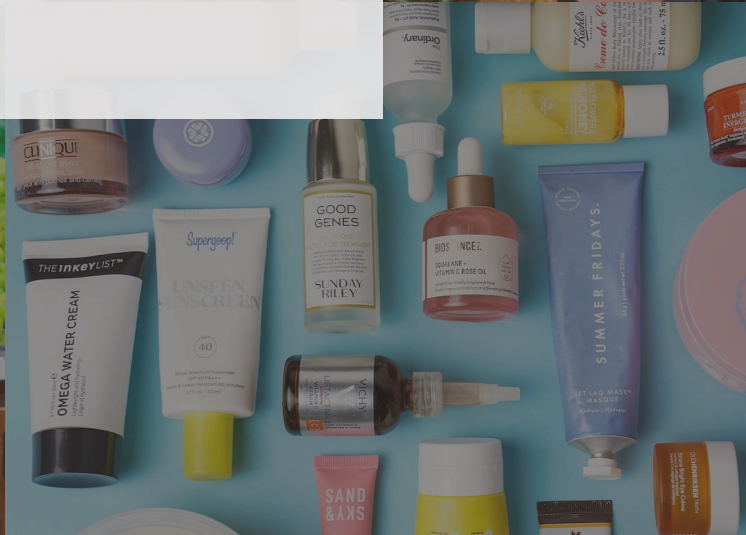
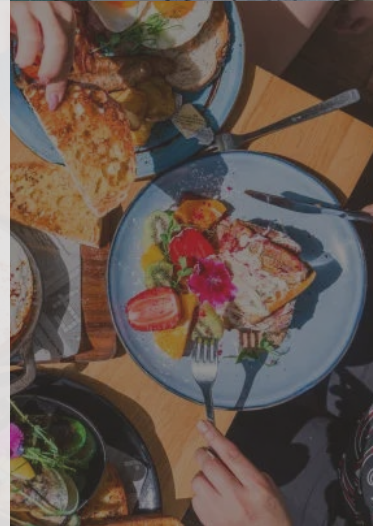


Cavendish

MONTHLY CONSUMER ROUNDUP

August 2026

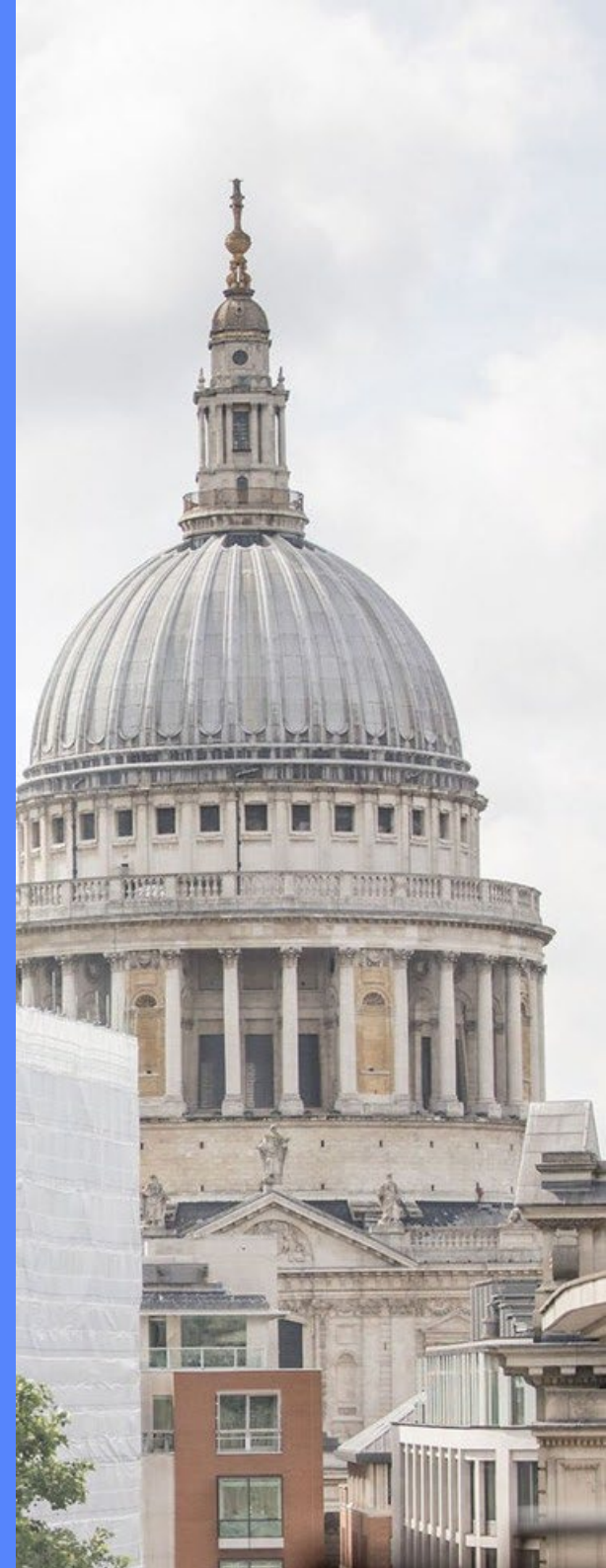
Window shopping



Consumer sector

Contents

Introduction	3
Market update	4
Risers and fallers	5
Sub sector performance vs UK market	7
Our expertise	11
Sector comps	14



Welcome to Window Shopping



Matt Goode
HEAD OF CONSUMER
CAPITAL MARKETS

Matt is a Managing Director in the Corporate Finance team at Cavendish and heads the ECM Consumer Sector team.

He has over 19 years' advisory experience advising small and mid-cap companies on a full range of transactions, including IPO's, rights issues, placing's, takeovers and disposals on the Main Market and AIM.

He previously worked at Collins Stewart, KBC Peel Hunt and Ernst & Young.

Matt's current and previous consumer sector clients include PPHE Hotel Group, Photo-Me, Revolution Bars, Shoe Zone, Eve Sleep, Topps Tiles, Victoria, ScS, Carpetright, Holidaybreak, Capital Pub Company, Carluccio's, Premium Bars & Restaurants and Brasserie Blanc.

“

I am delighted to introduce the inaugural edition of *Window Shopping*, Cavendish's monthly review of the UK listed company consumer sector.

The consumer landscape continues to present a fascinating mix of opportunity and challenge. While investors remain selective, the sector is seeing increasing divergence between winners and losers, creating attractive opportunities for companies able to demonstrate resilient growth, strong brands and sustainable earnings delivery. Against a backdrop of evolving consumer behaviour, shifting capital markets sentiment and ongoing M&A activity, staying close to sector trends has never been more important.

As advisers to a broad range of listed and private consumer businesses, we spend our time analysing market trends, valuation movements, investor sentiment and transaction activity across the sector. This publication is intended to bring together those insights in one place, providing a regular snapshot of the themes, opportunities and challenges shaping the UK's consumer landscape. Going forward, *Window Shopping* will be published monthly, helping management teams, investors and other market participants stay close to valuation development and share price performance across the sector.

The report draws on the performance of the Cavendish Consumer indices, which comprise UK consumer businesses listed on the London Stock Exchange Main Market and AIM with market capitalisations ranging from £5m to £1.5bn. These companies are grouped across four key subsectors: Agriculture, Food & Beverage; Retail; Consumer Products and Services; and Travel, Leisure & Hospitality. Together, they provide a highly relevant view of the part of the market in which many of the UK's most dynamic and entrepreneurial consumer businesses operate.

Alongside our review of share price performance, notable corporate activity and sector developments, we showcase how valuation, growth and balance sheet metrics have evolved across each subsector. We analyse trends in forward earnings multiples, EV/EBITDA valuations, free cash flow yields and dividend yields, together with consensus expectations for revenue growth, EBITDA growth, earnings growth and leverage. These metrics provide a useful framework for understanding how investors are currently assessing risk, quality and future growth prospects across the consumer universe.

One area we find particularly insightful is the relationship between growth and valuation. The analysis comparing forward revenue and earnings growth multiples highlights how different subsectors are positioned relative to one another and provides a useful indicator of where investors are willing to pay a premium for growth and where valuation support may be lagging underlying fundamentals. Tracking these relationships over time can often be as informative as absolute valuation levels, particularly during periods of changing market sentiment.

Whether you are assessing strategic options, considering capital markets activity, benchmarking your business against listed peers or simply keeping abreast of sector developments, we hope this report provides valuable insight into the current state of the market. As always, if you would like to discuss any aspect of the analysis, the companies featured in this report, sector trends, capital markets activity or potential strategic opportunities, please do get in touch with me or any member of the Cavendish Consumer team. We would be delighted to hear from you.”

Market Update – August

MONTHLY HIGHLIGHTS

- In July the Cavendish Consumer Index marginally outperformed the UK market by 10bp.
- Agriculture, Food & Beverage and Retail indices both had a strong monthly performance, outperforming the UK index by 3.8 ppts and 3.3 ppts, respectively
- Despite the tailwind of the World Cup and supportive messaging from government, our basket of UK Travel Leisure & Hospitality stocks performed poorly, being the only subsector to see negative growth as cost pressures continue to weigh on margins.
- Opportunistic acquirers remain active in the space: Apollo won out against Castlelake L.P. in the bidding war for easyJet, Infill Capital Partners took a fleeting interest in Safestay plc, and Frasers Group has built a notable stake in Burberry as it continues to be an active owner of UK PLC consumer.

	Median EV/EBITDA	Median P/E	Median FCF Yield	Median Dividend Yield
Cav Consumer Sector	6.7x	13.2x	7.3%	3.2%
Cav Consumer Agriculture, Food & Beverage	6.7x	12.0x	8.9%	3.3%
Cav Consumer Retail	5.9x	13.8x	6.8%	3.5%
Cav Consumer Products and Services	6.3x	13.1x	6.5%	2.6%
Cav Consumer Travel, Leisure & Hospitality	7.8x	13.0x	9.9%	3.2%

	Index Perf (1m)	Index Perf (3m)	Index Perf (12m)	Index Perf (24m)
Cav Consumer Sector	3.7%	13.3%	5.3%	5.1%
Cav Consumer Agriculture, Food & Beverage	7.5%	1.5%	-6.8%	8.0%
Cav Consumer Retail	7.0%	19.1%	8.1%	19.6%
Cav Consumer Products and Services	2.0%	14.5%	-6.4%	-19.3%
Cav Consumer Travel, Leisure & Hospitality	-1.0%	10.1%	14.7%	10.0%

Subsector risers and fallers (1 month performance)

AGRICULTURE, FOOD AND BEVERAGE

Top 3 Risers

Hilton Food Group	18%
Zambeef Products	13%
C&C Group Plc	13%

Top 3 Fallers

Fevara	-9%
Chapel Down Group	-2%
R.E.A Holdings 9%CP Rg	0%

RETAIL

Top 3 Risers

Shoe Zone	37%
Sosandar	20%
ASOS	19%

Top 3 Fallers

Headlam Group	-64%
Artisanal Spirits	-10%
Boohoo Group	-7%

CONSUMER PRODUCTS AND SERVICES

Top 3 Risers

IG Design Group	25%
Ultimate Products	24%
Victoria	17%

Top 3 Fallers

Aston Martin Lagonda Global Holdings	-10%
Revolution Beauty Group	-9%
Potter & Moore	-8%

TRAVEL, LEISURE AND HOSPITALITY

Top 3 Risers

JD Wetherspoon	16%
Heavitree Brewery	11%
Domino's Pizza Group	9%

Top 3 Fallers

Wizz Air Holdings	-9%
XP Factory	-8%
Safestay	-7%

Risers and fallers

TOP 10 RISERS AND FALLERS

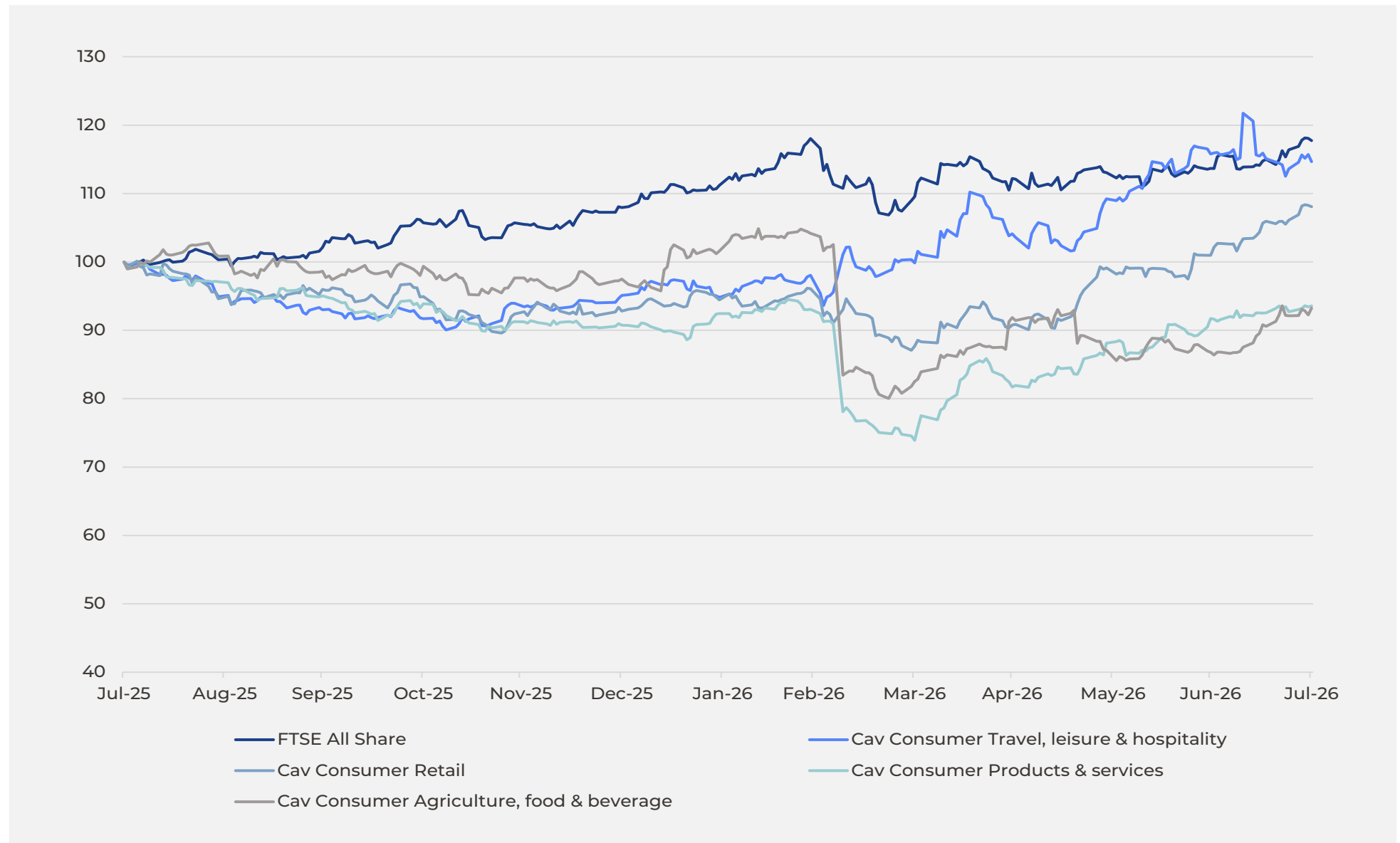
Top 10 Risers

Company	1 month	3 month	12 month
Shoe Zone	37%	28%	-34%
IG Design Group	25%	53%	68%
Ultimate Products	24%	24%	-1%
Sosandar	20%	64%	125%
ASOS	19%	58%	18%
Hilton Food Group	18%	14%	-27%
Pets At Home Group	17%	17%	-3%
Victoria	17%	83%	-27%
JD Wetherspoon	16%	40%	11%
Mulberry Group	14%	37%	70%

Top 10 Fallers

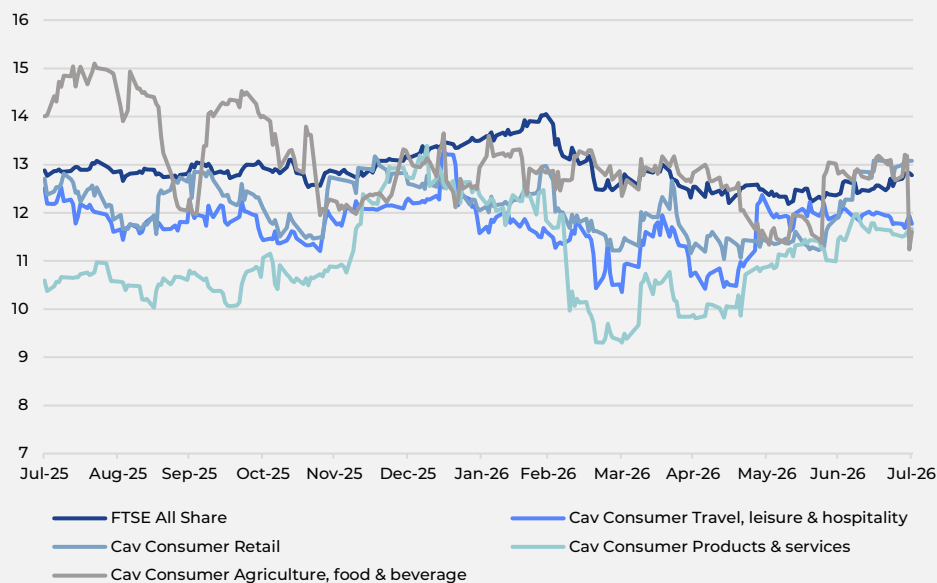
Company	1 month	3 month	12 month
Headlam Group	-64%	-84%	-91%
Aston Martin Lagonda Global Holdings	-10%	-15%	-48%
Artisanal Spirits	-10%	-25%	-48%
Fevara	-9%	-6%	-16%
Wizz Air Holdings	-9%	23%	-11%
Revolution Beauty Group	-9%	29%	30%
Potter & Moore	-8%	-4%	-39%
XP Factory	-8%	15%	57%
Safestay	-7%	-6%	-46%
Boohoo Group	-7%	28%	32%

Consumer sub sectors – performance vs UK market, Indexed to 100

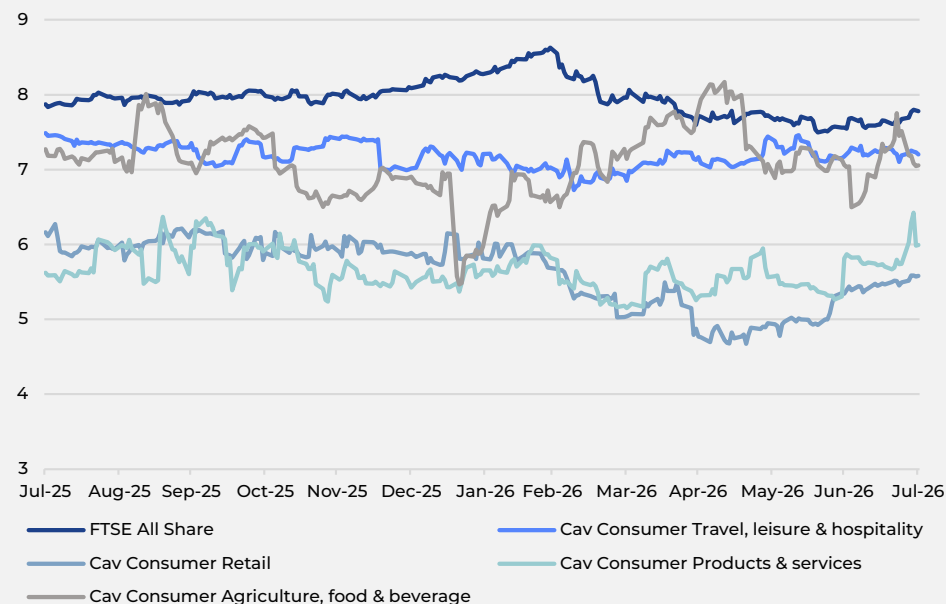


Consumer sub sectors – performance vs UK market

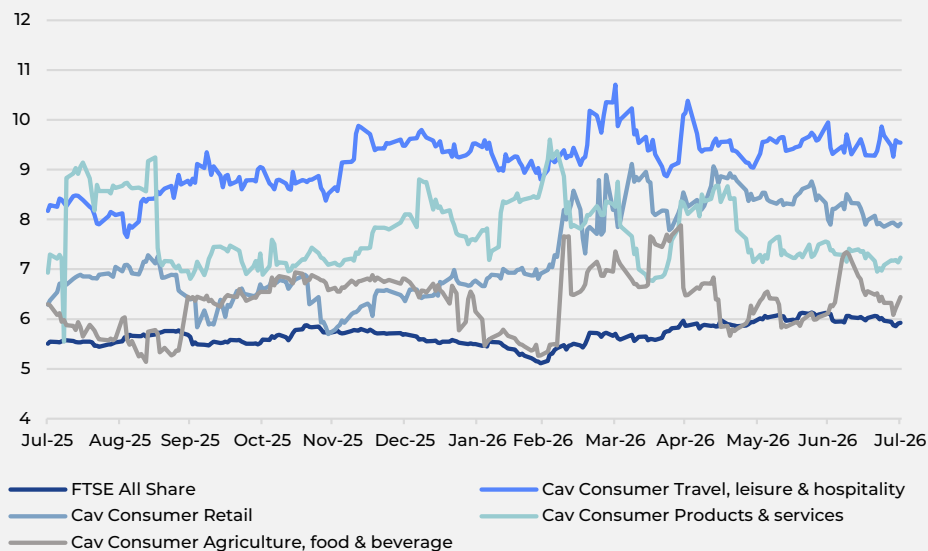
12M FORWARD P/E BASED ON CONSENSUS ESTIMATES (X)



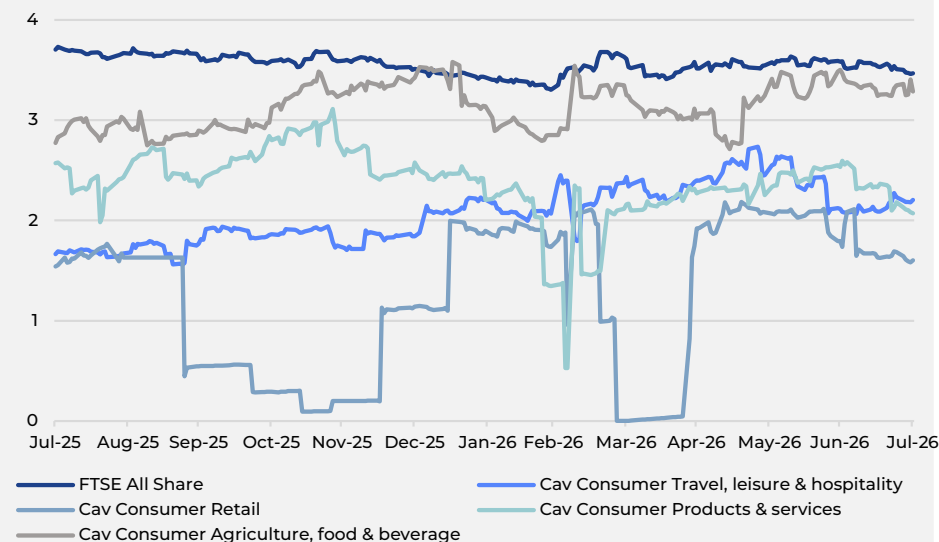
12M FORWARD EV/EBITDA BASED ON CONSENSUS ESTIMATES (X)



12M FORWARD FCF YIELD BASED ON CONSENSUS ESTIMATES (%)

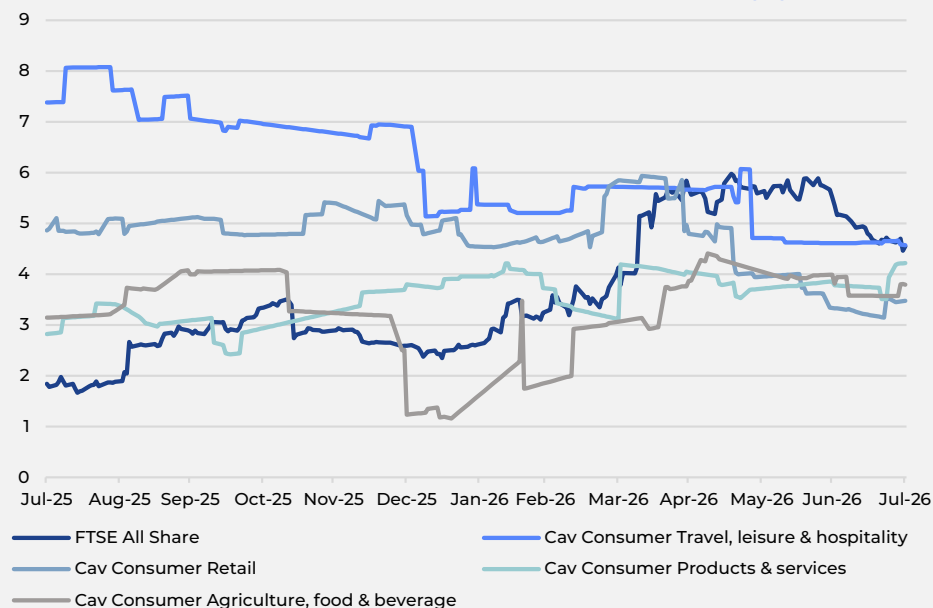


12M FORWARD DIV YIELD BASED ON CONSENSUS ESTIMATES (%)

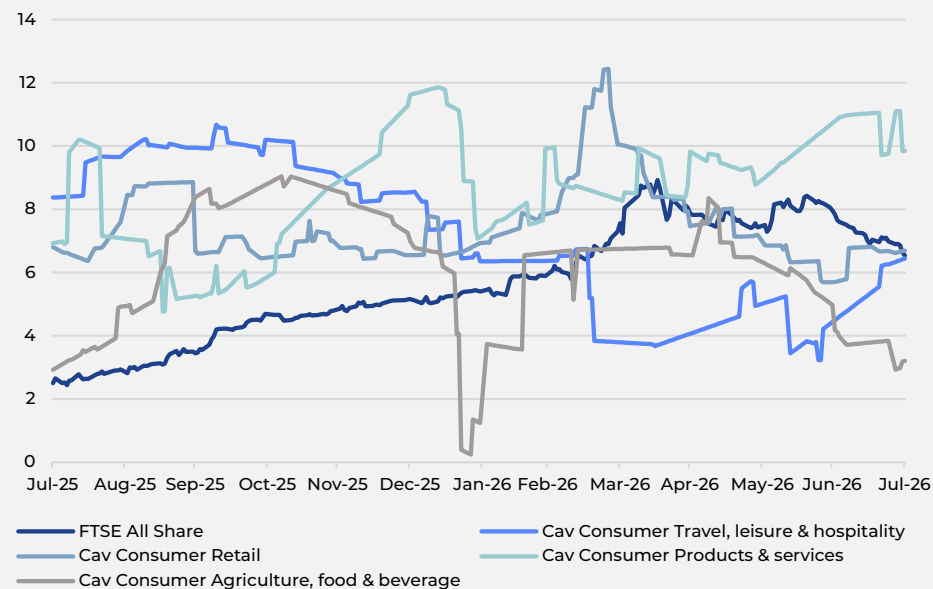


Consumer sub sectors – performance vs UK market

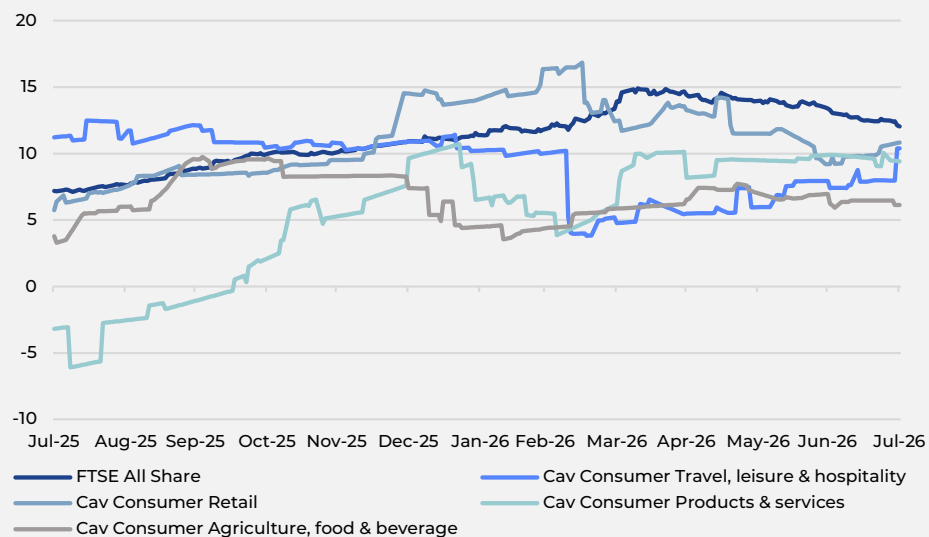
12M FWD SALES GROWTH BASED ON CONSENSUS EST (%)



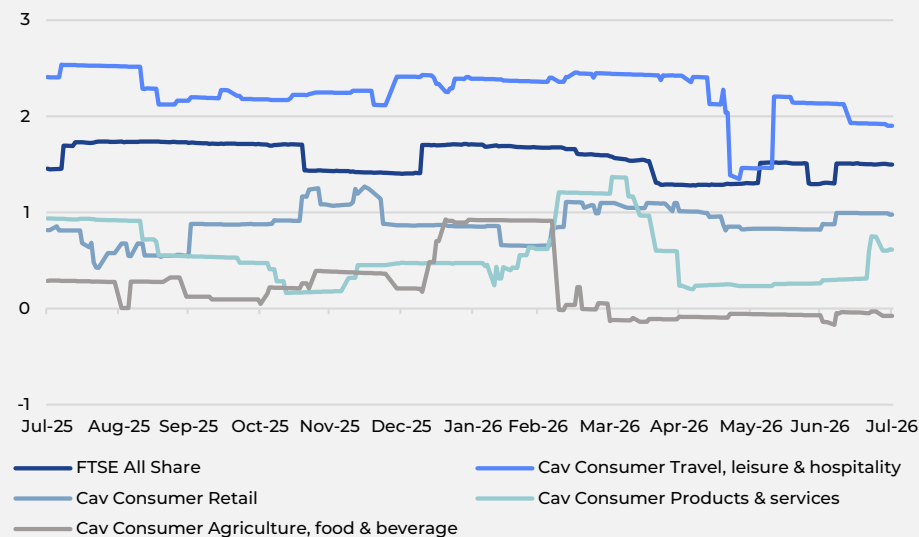
12M FWD EBITDA GROWTH BASED ON CONSENSUS EST (%)



12M FWD EPS GROWTH BASED ON CONSENSUS EST (%)

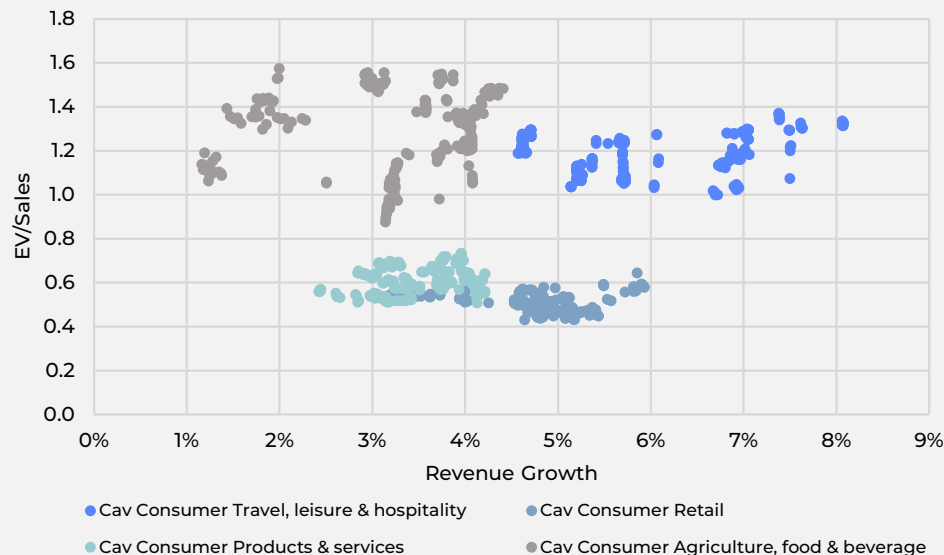


12M FWD ND/EBITDA BASED ON CONSENSUS ESTIMATES (X)

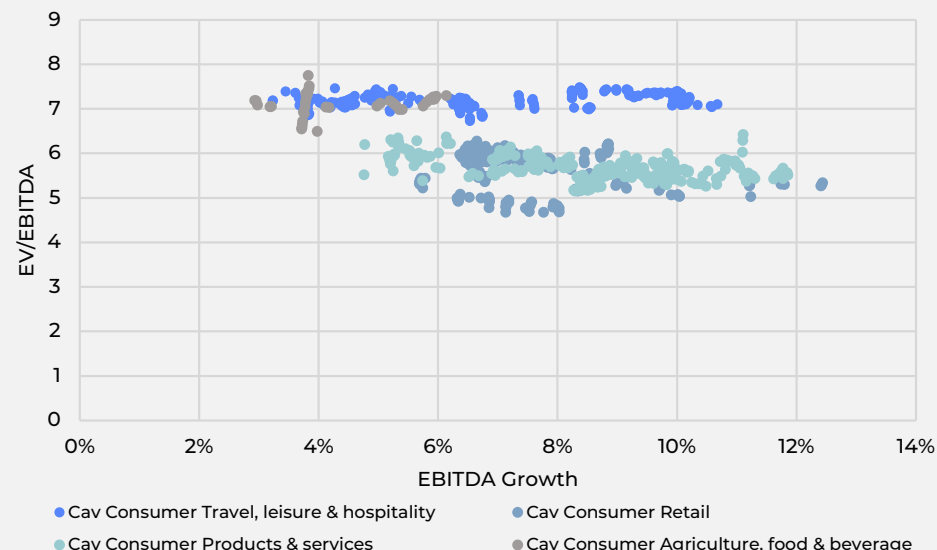


Consumer sub sectors – growth relative to rating over time

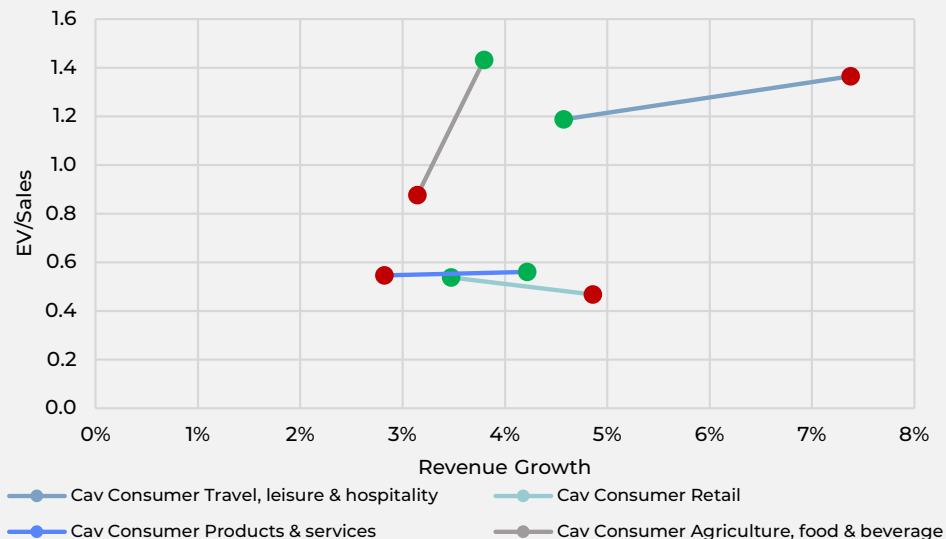
12M FWD REVENUE GROWTH V EV/SALES OVER LTM



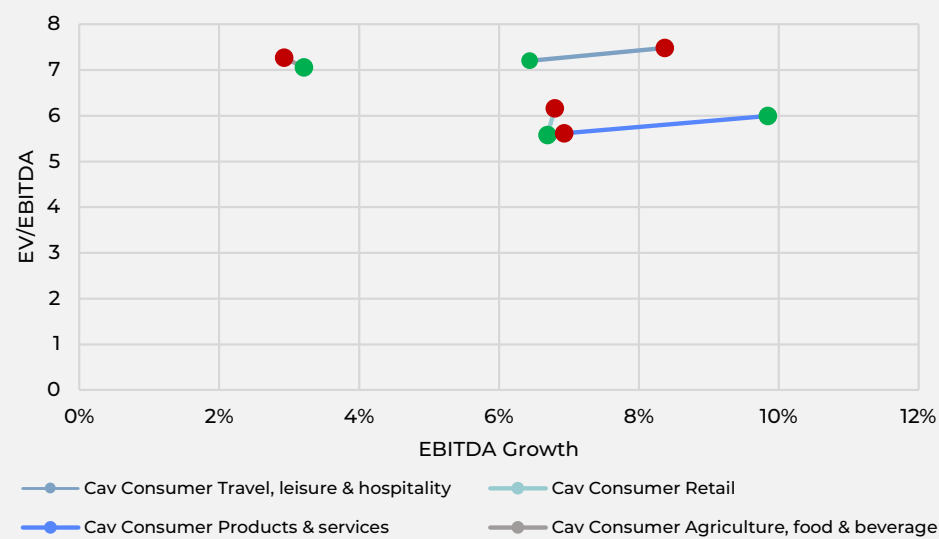
12M FWD EBITDA GROWTH V EV/EBITDA OVER LTM



12M FWD REVENUE GROWTH V EV/SALES OVER LTM



12M FWD EBITDA GROWTH V EV/EBITDA OVER LTM



● Rating at beginning of period ● Rating at end of period

Our expertise



YOUR SPECIALIST TEAM

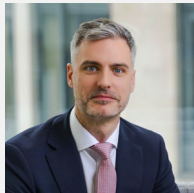
A dedicated consumer sector team ensuring the optimal outcome for our clients

CAPITAL MARKETS ADVISORY AND M&A



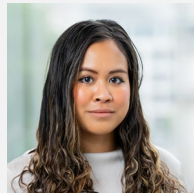
Matt Goode

HEAD OF
CONSUMER,
CAPITAL MARKETS



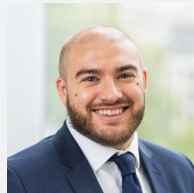
Seamus Fricker

DIRECTOR,
CAPITAL MARKETS



Trisyia Jamaludin

ASSOCIATE,
CAPITAL MARKETS



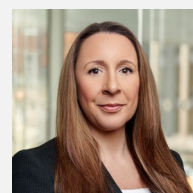
Stephen Nemeth

DIRECTOR,
M&A ADVISORY



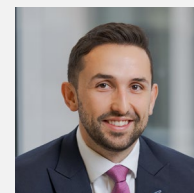
**Rebecca
McCredie**

DIRECTOR,
M&A ADVISORY



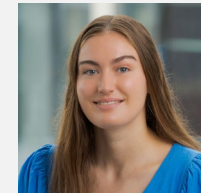
**Chiara
Pettinicchio**

DIRECTOR,,
M&A ADVISORY



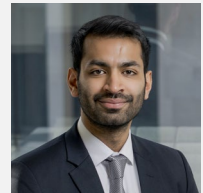
Ben Lowe

ASSOCIATE
DIRECTOR,
M&A ADVISORY



**Sophie
Beadsmoore**

ASSOCIATE,
M&A ADVISORY



**Vinayak
Rajgarhia**

EXECUTIVE,
M&A ADVISORY

SALES AND BROKING



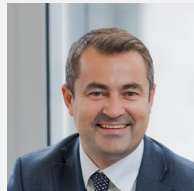
Matthew Lewis

HEAD OF
CORPORATE
BROKING



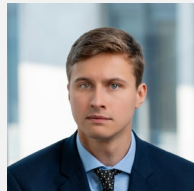
Sunila de Silva

DIRECTOR,
CORPORATE
BROKING



Dale Bellis

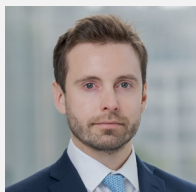
DIRECTOR,
SALES



Archie Denny

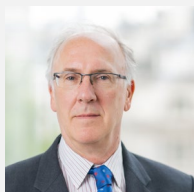
SENIOR ASSOCIATE,
SALES

EQUITY RESEARCH



Peter Renton

HEAD OF RESEARCH



Nigel Parson

DIRECTOR



Milo Bussell

ASSOCIATE

Significant sector expertise



Sector comps



Agriculture, Food & Beverage Comps

Company	Mkt Cap	EV (£m)	EV/Sales (x)		EV/EBITDA (x)		P/E (x)		FCF yield (%)		Dividend yield (%)		CAGR FY0-FY2 (%)			EBITDA margin (%)		Net debt (incl leases,)	Net debt/FY1 EBITDA (x)	Net debt/(cash) EBITDA (x) (Pre IFRS16)
	£m)		FY1	FY2	FY1	FY2	FY1	FY2	FY1	FY2	FY1	FY2	Sales	EBITDA	EPS	FY1	FY2	£m		£m
Fevertree Drinks	968	880	2.2x	2.0x	17.6x	13.6x	30.7x	22.6x	4.2%	6.0%	2.2%	2.5%	16.2%	32.5%	42.5%	12.4%	14.7%	net cash	net cash	net cash
M.P. Evans Group	848	789	2.9x	2.9x	6.6x	6.9x	10.5x	11.0x	9.6%	9.6%	3.4%	3.6%	-2.1%	-3.5%	-4.5%	43.9%	42.7%	net cash	net cash	net cash
Princes Group	826	646	0.3x	0.3x	3.7x	3.4x	10.6x	9.2x	10.2%	11.3%	0.0%	0.0%	6.4%	13.0%	-0.2%	8.5%	8.9%	net cash	net cash	net cash
AG BARR	728	695	1.4x	1.4x	7.9x	7.3x	13.4x	12.5x	4.3%	6.0%	3.1%	3.4%	8.0%	12.2%	10.8%	18.1%	18.6%	net cash	net cash	net cash
AEP Plantations	689	520	1.4x	1.4x	4.2x	4.3x	8.4x	9.1x	9.6%	10.0%	3.2%	3.2%	3.3%	9.7%	5.9%	32.9%	31.7%	net cash	net cash	net cash
Hilton Food Group	539	870	0.2x	0.2x	6.1x	5.7x	12.4x	11.2x	1.0%	5.9%	5.9%	6.0%	3.6%	4.8%	0.4%	3.3%	3.4%	331	2.3x	133
Nichols	388	321	1.8x	1.7x	8.9x	8.4x	14.8x	13.9x	7.2%	7.6%	4.8%	5.3%	4.1%	6.6%	14.0%	19.8%	20.2%	net cash	net cash	net cash
C&C Group Plc	377	604	0.5x	0.5x	6.9x	6.7x	11.6x	10.7x	8.9%	10.1%	4.8%	4.8%	-3.7%	1.9%	242.1%	6.9%	7.2%	226	2.6x	104
Chapel Down Group	74	96	4.3x	3.8x	26.0x	21.4x	430.0x	71.7x	-5.2%	-6.4%	0.0%	0.0%	14.3%	86.5%	114.8%	16.7%	17.7%	22	6.0x	12
Fevara	67	63	0.7x	0.7x	9.2x	7.5x	15.7x	11.7x	-1.4%	3.2%	2.0%	2.3%	9.0%	20.4%	29.2%	7.9%	9.0%	net cash	net cash	net cash
R.E.A Holdings 9%CP Rg	48	287	1.7x	1.6x	4.4x	4.2x	3.4x	2.8x	21.4%	31.5%	0.0%	0.0%	0.0%	0.0%	0.0%	37.5%	37.5%	239	3.7x	239
Zambeef Products	31	119	0.5x	0.5x	3.8x	3.7x	0.0x	0.0x	-47.8%	-13.2%	0.0%	0.0%	3.0%	0.0%	614.5%	12.6%	13.0%	88	2.8x	87
Average			1.5x	1.4x	8.8x	7.8x	46.8x	15.5x	8.5%	10.1%	3.7%	3.9%	7.6%	20.9%	119.4%	18.4%	18.7%		3.5x	
Median			1.4x	1.4x	6.7x	6.8x	12.0x	11.1x	8.9%	8.6%	3.3%	3.5%	6.4%	12.2%	29.2%	14.7%	16.2%		2.8x	

Retail Comps

Company	Mkt Cap	EV (£m)	EV/Sales (x)		EV/EBITDA (x)		P/E (x)		FCF yield (%)		Dividend yield (%)		CAGR FY0-FY2 (%)			EBITDA margin (%)		Net debt (incl leases,)	Net debt/FY1 EBITDA (x)	Net debt/(cash) (Pre IFRS16)
	£m		FY1	FY2	FY1	FY2	FY1	FY2	FY1	FY2	FY1	FY2	Sales	EBITDA	EPS	FY1	FY2	£m		£m
Pets At Home	935	1,280	0.9x	0.8x	6.0x	5.8x	12.9x	11.6x	7.6%	8.0%	3.9%	4.3%	2.3%	4.9%	14.8%	14.1%	14.4%	344	1.6x	6
Moonpig	826	927	2.3x	2.2x	8.6x	8.1x	14.4x	12.6x	7.9%	8.3%	1.5%	1.8%	6.1%	5.3%	16.2%	27.3%	27.3%	102	0.9x	91
Dr. Martens	749	952	1.2x	1.2x	5.9x	5.3x	15.2x	12.5x	6.6%	8.6%	3.2%	3.3%	3.6%	10.8%	58.1%	20.6%	21.8%	203	1.3x	59
WH Smith	660	1,738	1.1x	1.1x	9.0x	8.4x	11.3x	11.3x	-3.1%	5.6%	0.0%	0.0%	2.8%	-12.4%	0.0%	12.1%	12.7%	1,078	5.6x	564
AO World	553	526	0.4x	0.4x	6.2x	5.7x	13.9x	12.2x	9.1%	10.0%	1.4%	0.0%	5.8%	8.0%	11.8%	6.4%	6.5%	net cash	net cash	net cash
Halfords	532	754	0.4x	0.4x	4.0x	3.8x	13.8x	12.5x	2.0%	6.8%	4.2%	4.5%	2.0%	2.2%	13.2%	10.4%	10.6%	222	1.2x	(26)
Wickes	448	1,062	0.6x	0.6x	5.6x	5.2x	10.9x	9.2x	5.9%	8.4%	5.7%	6.1%	3.6%	6.0%	12.7%	11.3%	11.6%	613	3.2x	(106)
ASOS	426	945	0.4x	0.4x	5.7x	5.4x	0.0x	0.0x	0.7%	9.8%	0.0%	0.0%	-3.9%	18.7%	-70.7%	7.3%	7.7%	519	3.1x	295
Boohoo	363	514	0.6x	0.6x	9.4x	8.0x	33.0x	17.8x	7.0%	10.6%	0.0%	0.0%	-1.0%	20.6%	0.0%	6.2%	7.2%	151	2.8x	76
DFS Furniture	334	727	0.7x	0.7x	4.4x	4.3x	9.9x	9.2x	14.4%	12.3%	2.2%	2.7%	2.2%	4.2%	21.4%	15.6%	15.7%	393	2.4x	52
Card Factory	256	446	0.7x	0.7x	3.4x	3.3x	5.9x	5.3x	17.1%	17.9%	7.1%	7.6%	4.3%	7.2%	26.1%	21.2%	21.3%	190	1.5x	66
Victorian Plumbing	253	284	0.9x	0.8x	8.6x	7.8x	15.5x	13.6x	6.4%	8.2%	3.3%	3.7%	6.1%	8.7%	21.9%	10.1%	10.5%	31	0.9x	(22)
Mulberry	111	161	0.0x	0.0x	0.0x	0.0x	0.0x	50.8x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50	0.0x	19
Cake Box	87	104	1.5x	1.4x	7.8x	7.1x	11.9x	10.3x	6.4%	10.1%	6.0%	6.5%	12.2%	8.2%	27.2%	19.6%	19.5%	17	1.3x	11
Topps Tiles	70	153	0.5x	0.5x	4.2x	3.9x	14.1x	9.9x	4.0%	10.7%	8.2%	8.2%	0.3%	3.9%	8.6%	12.5%	13.3%	83	2.3x	(16)
Gear4music	58	70	0.3x	0.3x	4.4x	4.0x	13.1x	13.0x	-5.9%	-1.9%	0.0%	0.0%	5.9%	0.2%	-21.8%	8.0%	8.2%	11	0.7x	5
ProCook	57	81	0.9x	0.8x	5.6x	4.8x	16.3x	12.6x	5.0%	7.0%	1.5%	2.0%	9.6%	16.9%	68.9%	15.5%	16.6%	25	1.7x	(5)
Character	53	40	0.4x	0.4x	4.7x	4.3x	13.7x	11.1x	8.6%	10.8%	3.6%	4.7%	1.5%	14.1%	0.0%	8.6%	9.0%	net cash	net cash	net cash
The Works	51	126	0.5x	0.4x	3.2x	3.1x	8.5x	7.3x	4.7%	5.9%	0.0%	0.0%	4.7%	5.5%	116.4%	14.5%	14.5%	76	1.9x	(6)
Naked Wines	48	19	0.1x	0.1x	2.5x	2.4x	37.2x	15.9x	13.8%	19.0%	0.0%	0.0%	-11.9%	68.0%	0.0%	4.6%	5.2%	net cash	net cash	net cash
Marks Electrical	48	45	0.4x	0.4x	14.9x	12.8x	48.6x	27.9x	0.6%	2.3%	0.2%	0.5%	3.0%	19.0%	0.0%	2.7%	3.0%	net cash	net cash	net cash
Angling Direct	34	36	0.3x	0.3x	3.9x	3.6x	13.0x	11.2x	8.0%	13.1%	0.0%	0.0%	5.4%	12.4%	22.5%	8.4%	8.7%	2	0.2x	(11)
Sosandar	29	24	0.5x	0.0x	9.9x	0.0x	33.8x	0.0x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.2%	0.0%	net cash	net cash	net cash
Shoe Zone	28	55	0.4x	0.4x	6.6x	6.5x	0.0x	76.3x	0.0%	0.0%	0.0%	0.0%	-1.0%	-42.0%	-55.7%	5.8%	5.8%	26	3.2x	(8)
Artisanal Spirits	16	51	2.1x	0.0x	30.2x	0.0x	0.0x	0.0x	9.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	7.0%	0.0%	35	20.8x	32
Virgin Wines	13	(3)	0.0x	0.0x	16.1x	0.0x	0.0x	0.0x	-12.3%	-10.8%	0.0%	0.0%	7.2%	-31.8%	0.0%	-0.3%	1.6%	net cash	net cash	net cash
Headlam	6	105	0.0x	0.0x	0.0x	0.0x	0.0x	0.0x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100	0.0x	33
Average			0.8x	0.7x	7.6x	5.6x	17.5x	17.0x	7.3%	9.7%	3.7%	4.3%	4.7%	12.2%	31.4%	11.5%	11.8%		3.0x	
Median			0.6x	0.5x	5.9x	5.3x	13.8x	12.3x	6.8%	9.2%	3.5%	4.3%	4.3%	8.1%	21.6%	10.2%	10.6%		1.7x	

Consumer Products and Services Comps

Company	Mkt Cap	EV (£m)	EV/Sales (x)		EV/EBITDA (x)		P/E (x)		FCF yield (%)		Dividend yield (%)		CAGR FY0-FY2 (%)			EBITDA margin (%)		Net debt (incl leases,)	Net debt/FY1 EBITDA (x)	Net debt/(cash) (Pre IFRS16)
	£m		FY1	FY2	FY1	FY2	FY1	FY2	FY1	FY2	FY1	FY2	Sales	EBITDA	EPS	FY1	FY2	£m		£m
Applied Nutrition	809	785	5.3x	4.2x	18.7x	16.5x	26.8x	24.0x	0.9%	2.6%	0.0%	0.3%	31.9%	24.2%	26.5%	28.2%	25.6%	net cash	net cash	net cash
THG	497	875	0.5x	0.5x	8.6x	7.2x	0.0x	0.0x	6.4%	9.9%	0.0%	0.0%	4.8%	48.1%	0.0%	5.6%	6.4%	378	3.7x	247
PZ Cussons	475	563	1.0x	1.0x	8.0x	7.7x	15.7x	14.1x	10.5%	8.4%	3.2%	3.4%	4.6%	9.2%	0.0%	13.1%	13.0%	88	1.2x	74
ME Group	415	418	1.3x	1.2x	3.6x	3.3x	8.1x	7.2x	8.0%	9.7%	6.9%	7.7%	4.2%	2.7%	1.5%	36.7%	37.0%	2	0.0x	2
Beauty Tech Group	391	354	2.1x	1.8x	7.7x	6.9x	13.2x	11.7x	6.4%	8.4%	0.0%	0.0%	17.1%	20.8%	83.5%	26.7%	26.6%	net cash	net cash	net cash
Aston Martin Lagonda Global Holdings	355	1,873	1.2x	1.2x	6.5x	5.1x	0.0x	0.0x	-37.5%	-18.3%	0.0%	0.0%	12.3%	64.6%	-47.4%	19.0%	23.0%	1,518	5.3x	1,428
McBride	283	389	0.4x	0.4x	4.9x	4.5x	8.0x	7.3x	3.3%	0.1%	1.9%	2.1%	4.3%	0.7%	7.4%	8.5%	8.6%	106	1.3x	99
Vertu Motors	254	407	0.1x	0.1x	4.6x	4.5x	13.7x	12.8x	8.4%	8.5%	2.5%	2.5%	2.6%	9.5%	17.4%	1.8%	1.8%	153	1.7x	55
Warpaint London	166	159	1.5x	1.4x	6.9x	6.4x	10.9x	10.2x	6.1%	8.6%	6.4%	6.5%	4.2%	9.4%	6.2%	21.3%	21.8%	net cash	net cash	net cash
Supreme	157	165	0.6x	0.0x	4.1x	0.0x	6.9x	0.0x	9.1%	0.0%	3.9%	0.0%	0.0%	0.0%	0.0%	13.9%	0.0%	8	0.2x	(7)
Focusrite	142	157	0.9x	0.9x	5.9x	5.4x	13.1x	11.0x	6.5%	8.4%	2.7%	3.0%	4.8%	12.2%	0.0%	15.6%	16.4%	15	0.6x	8
Inspecc Group	106	150	0.8x	0.7x	7.6x	6.9x	14.2x	11.8x	0.0%	0.0%	0.0%	0.0%	2.9%	11.1%	0.0%	10.1%	10.6%	44	2.2x	32
IG Design Group	101	83	0.4x	0.4x	4.4x	4.2x	17.0x	15.6x	7.1%	8.3%	1.4%	1.6%	2.2%	24.1%	0.0%	8.5%	8.6%	net cash	net cash	net cash
Motorpoint Group	100	312	0.2x	0.2x	9.7x	8.7x	13.7x	10.3x	2.9%	5.7%	2.5%	3.3%	7.4%	14.6%	32.2%	2.3%	2.5%	212	6.6x	149
Ten Lifestyle Group	91	90	1.2x	1.2x	5.8x	5.0x	17.7x	13.6x	4.1%	6.2%	0.0%	0.0%	5.9%	13.6%	65.5%	21.4%	23.1%	net cash	net cash	net cash
Victoria	75	1,531	1.4x	1.3x	13.3x	10.3x	0.0x	0.0x	-78.6%	-39.7%	0.0%	0.0%	6.1%	31.4%	-79.5%	10.2%	12.6%	1,456	12.6x	1,267
Colefax Group	75	82	0.7x	0.7x	4.6x	4.3x	11.0x	10.1x	9.9%	11.2%	0.4%	0.4%	3.5%	0.7%	1.9%	14.9%	15.2%	7	0.4x	(24)
Sanderson Design Group	56	58	0.6x	0.5x	5.3x	4.6x	12.7x	10.8x	7.3%	7.0%	2.1%	2.2%	3.5%	50.0%	55.4%	10.5%	11.7%	2	0.1x	(10)
Ultimate Products	48	59	0.4x	0.4x	6.0x	5.2x	10.2x	8.0x	8.4%	8.8%	4.9%	6.3%	-1.0%	-0.6%	0.6%	6.8%	7.7%	11	1.1x	8
Churchill China Plc	42	35	0.5x	0.4x	3.7x	3.6x	9.7x	9.3x	1.6%	8.5%	5.5%	5.5%	1.5%	0.9%	2.2%	12.2%	12.4%	net cash	net cash	net cash
Revolution Beauty Group	39	51	0.6x	0.0x	8.5x	0.0x	0.0x	0.0x	-4.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	6.5%	0.0%	11	1.9x	10
Portmeirion Group	26	48	0.5x	0.5x	16.1x	8.4x	0.0x	250.0x	0.0%	0.0%	0.0%	0.0%	5.8%	0.0%	0.0%	3.1%	5.6%	22	7.5x	17
Crushmetric Group	21	22	0.0x	0.0x	0.0x	0.0x	0.0x	0.0x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1	0.0x	1
Potter & Moore	15	14	0.2x	0.2x	3.1x	2.5x	7.0x	5.9x	0.0%	0.0%	2.6%	2.7%	5.9%	19.7%	11.6%	8.1%	9.4%	net cash	net cash	net cash
Caffyns	11	51	0.0x	0.0x	0.0x	0.0x	0.0x	0.0x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	40	0.0x	38
Tandem Group	10	12	0.4x	0.0x	7.9x	0.0x	17.3x	0.0x	-4.0%	0.0%	1.7%	0.0%	0.0%	0.0%	0.0%	5.4%	0.0%	2	1.3x	2
Average			0.9x	0.9x	7.3x	6.3x	13.0x	24.6x	6.3%	7.5%	3.2%	3.4%	6.8%	19.3%	24.0%	12.9%	14.3%		2.8x	
Median			0.6x	0.7x	6.3x	5.2x	13.1x	10.9x	6.5%	8.4%	2.6%	2.8%	4.7%	13.6%	11.6%	10.4%	12.4%		1.3x	

Travel, Leisure & Hospitality Comps

Company	Mkt Cap	EV (£m)	EV/Sales (x)		EV/EBITDA (x)		P/E (x)		FCF yield (%)		Dividend yield (%)		CAGR FY0-FY2 (%)			EBITDA margin (%)		Net debt (incl leases,)	Net debt/FY1 EBITDA (x)	Net debt/(cash) (Pre IFRS16)
	£m		FY1	FY2	FY1	FY2	FY1	FY2	FY1	FY2	FY1	FY2	Sales	EBITDA	EPS	FY1	FY2	£m		£m
Wizz Air Holdings	1,099	5,529	1.0x	0.9x	5.8x	4.1x	0.0x	0.0x	31.6%	-8.9%	0.0%	0.0%	14.9%	21.0%	0.0%	16.7%	20.7%	4,430	4.7x	4,430
JD Wetherspoon	835	1,936	0.9x	0.8x	8.1x	7.6x	18.5x	15.6x	11.4%	9.0%	1.5%	1.5%	4.6%	-0.2%	-8.9%	10.8%	11.0%	1,101	4.6x	712
Domino's Pizza Group	775	1,292	1.8x	1.8x	9.5x	9.2x	11.5x	10.8x	6.7%	8.3%	5.5%	5.7%	2.6%	3.8%	10.9%	19.5%	19.6%	517	3.8x	277
PPHE Hotel Group	657	1,912	4.0x	3.8x	13.1x	11.9x	14.3x	12.6x	6.0%	7.7%	2.7%	3.2%	3.7%	7.8%	98.5%	30.4%	32.0%	1,255	8.6x	973
Young & Co's Brewery	516	863	1.6x	1.5x	7.1x	6.7x	10.7x	9.8x	10.0%	11.6%	3.4%	3.7%	5.5%	5.5%	30.0%	22.5%	22.7%	347	2.8x	265
Hollywood Bowl Group	476	685	2.5x	2.3x	7.8x	7.2x	12.6x	11.7x	9.7%	10.1%	4.7%	5.0%	8.1%	1.8%	9.7%	32.4%	32.4%	209	2.4x	(26)
Rank Group	453	619	0.7x	0.7x	4.8x	4.9x	9.5x	10.4x	6.0%	7.0%	3.3%	3.3%	5.5%	8.3%	-1.0%	15.5%	14.3%	165	1.3x	(39)
Gym Group	360	758	2.8x	2.5x	7.9x	7.1x	40.4x	36.1x	11.8%	12.8%	0.0%	0.0%	10.4%	6.7%	15.7%	35.9%	35.7%	398	4.1x	50
Marston's	324	1,552	1.7x	1.7x	7.4x	7.2x	5.6x	5.0x	21.2%	21.8%	0.0%	2.8%	0.9%	2.4%	-5.1%	23.4%	23.5%	1,228	5.8x	856
On The Beach Group	270	83	0.7x	0.6x	2.9x	1.8x	16.1x	9.4x	6.1%	9.6%	1.3%	2.2%	6.9%	2.5%	90.7%	25.9%	32.8%	net cash	net cash	net cash
Fuller, Smith & Turner A	222	576	1.4x	1.4x	7.5x	7.2x	14.0x	13.1x	13.4%	13.7%	3.1%	3.3%	3.6%	3.3%	17.9%	18.7%	18.6%	354	4.6x	293
Evoke	200	1,836	1.0x	1.0x	5.6x	5.5x	7.3x	5.9x	76.7%	87.7%	0.0%	0.0%	3.4%	0.3%	0.0%	17.6%	17.4%	1,636	5.0x	1,541
Hostelworld Group	129	127	1.4x	1.3x	6.5x	5.6x	9.1x	7.4x	9.5%	12.3%	2.4%	3.2%	11.3%	12.3%	71.2%	21.9%	23.0%	net cash	net cash	net cash
Shepherd Neame A	72	207	1.2x	1.2x	8.2x	8.0x	13.4x	12.2x	12.3%	13.1%	4.5%	4.7%	1.6%	2.7%	15.8%	15.2%	15.2%	135	5.3x	84
DP Poland	66	73	1.2x	1.1x	9.6x	7.5x	0.0x	47.8x	3.3%	6.0%	0.0%	0.0%	3.4%	31.1%	0.0%	12.3%	14.9%	7	0.9x	(1)
Daniel Thwaites	60	128	0.0x	0.0x	0.0x	0.0x	0.0x	0.0x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	68	0.0x	68
Everyman Media Group	46	174	0.0x	0.0x	0.0x	0.0x	0.0x	0.0x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	128	0.0x	22
Time Out Group	38	130	0.0x	0.0x	0.0x	0.0x	0.0x	0.0x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	92	0.0x	51
XP Factory	30	73	1.2x	1.3x	7.8x	7.8x	0.0x	0.0x	-6.9%	1.3%	0.0%	0.0%	-0.3%	5.0%	-23.7%	15.5%	16.1%	42	4.6x	5
Tortilla Mexican Grill	28	75	1.0x	0.9x	7.3x	6.0x	20.3x	9.0x	7.0%	12.9%	0.0%	0.0%	5.9%	24.0%	0.0%	13.1%	14.9%	46	4.5x	11
Coppa Collective	25	63	1.1x	0.9x	22.6x	13.2x	0.0x	0.0x	0.0%	0.0%	0.0%	0.0%	14.5%	2.8%	-19.9%	4.8%	7.0%	38	13.5x	10
Newbury Racecourse	16	8	0.0x	0.0x	0.0x	0.0x	0.0x	0.0x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	net cash	net cash	net cash
Heavitree Brewery	13	11	0.0x	0.0x	0.0x	0.0x	0.0x	0.0x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	net cash	net cash	net cash
Safestay	8	54	0.0x	0.0x	0.0x	0.0x	0.0x	0.0x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	46	0.0x	19
Bow Street Group	8	24	0.8x	0.7x	11.4x	6.3x	0.0x	35.0x	-54.3%	-6.3%	0.0%	0.0%	2.0%	38.3%	0.0%	6.9%	11.7%	16	7.6x	(11)
Comptoir Group	7	22	0.0x	0.0x	0.0x	0.0x	0.0x	0.0x	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	16	0.0x	(3)
Average			1.5x	1.4x	8.5x	7.1x	14.5x	15.7x	15.2%	15.3%	3.2%	3.5%	6.1%	10.0%	40.1%	18.9%	20.2%		5.0x	
Median			1.2x	1.2x	7.8x	7.2x	13.0x	11.3x	9.9%	10.8%	3.2%	3.3%	5.0%	5.3%	17.9%	17.6%	18.6%		4.6x	

Disclaimer

Cavendish is the trading name of the group of companies held by Cavendish plc (no. 11540126), each registered in England and Wales at 1 Bartholomew Close, London EC1A 7BL, and comprises Cavendish Securities plc (no. 05210733), Cavendish Corporate Finance LLP (no. OC333044) and Cavendish Capital Markets Limited (no. 06198898). Cavendish Securities plc (FRN: 416932), Cavendish Capital Markets Limited (FRN 467766) and Cavendish Corporate Finance LLP (FRN 474794) are authorised and regulated by the Financial Conduct Authority.

This document is not directed at any person in any jurisdiction where for any reason (including regulatory reasons) the publication or availability of this document is prohibited. The material contained in this publication is for information purposes only and nothing in this publication constitutes, or is to be construed as, a solicitation, offer, invitation or recommendation to acquire or dispose of any investment or financial instrument or to engage in any other transaction and is not intended to constitute and should not be used to form the basis of an investment decision. This publication should not be construed as investment advice. If you require advice of this nature, you should consult a person authorised by the Financial Conduct Authority who specialises in advising on such matters.

Whilst Cavendish has endeavoured to ensure the accuracy of the information in this publication, Cavendish does not guarantee or give any warranty as to the accuracy, timeliness or completeness of any information or material contained herein. No information included in this publication is intended to be a profit forecast or a financial projection or prediction. No representations or warranties, express or implied, are given by Cavendish as to the achievement or reasonableness of, and no reliance should be placed on, statements pertaining to financial performance, including (but not limited to) any estimates, forecasts or targets contained herein. The achievability of Cavendish's strategy set out in this publication cannot be guaranteed. Cavendish accepts no responsibility or liability for any losses arising from this publication, to the extent the same can be disclaimed by applicable law.

The contents of this publication have not been approved for the purposes of section 21 of the Financial Services and Markets Act 2000. The publication is only being made available in the EEA to Qualified Investors (within the meaning of Article 2(e) of the Prospectus Regulation. Any person in the EEA who receives this document will be deemed to have represented and agreed that it is a Qualified Investor. The Company, Cavendish and their respective affiliates will rely on the truth and accuracy of the foregoing representations and agreements. Any person in any member state of the EEA who is not a Qualified Investor should not act or rely on this document or any of its contents.

This publication and any investment to which this document relates is intended for the sole use of the persons to whom it is addressed and is for distribution in the United Kingdom only to "professional clients" or "eligible counterparties" within the meaning of Chapter 3 of the FCA's Conduct of Business Sourcebook or persons described in relevant exemptions as described within the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended) ("FPO") and all other exempt persons under the FPO (all such persons together being referred to as "Relevant Persons"). The publication is directed only at Relevant Persons and must not be acted on or relied on by persons who are not such persons. It is not intended to be communicated, distributed or passed on, directly or indirectly, to any other class of persons. Accordingly, this publication may not be reproduced or further distributed to any other person without the specific consent of Cavendish. If you receive this publication but do not fall within one of the categories above, you should either return, destroy or ignore the information herein.

Cavendish is not registered in any Canadian jurisdiction but operates in Canada using the International Dealer and/or Adviser exemption granted by the Ontario Securities Commission, the British Columbia Securities Commission and the AMF in Québec under section 8.18 and/or 8.26 of NI31-103. Laws, regulations and remedies may differ to those available in Canada accordingly.

This document may be distributed to wholesale clients in Australia in reliance on relief pursuant to ASIC Class Order CO 03/1099.

IMPORTANT DISCLOSURES FOR UNITED STATES PERSONS

This publication and any associated research to which this document relates is not available to, and should not be used by, any U.S. person or entity that is not a "major U.S. institutional investor" as described in the next paragraph. Cavendish is not a member of the Financial Industry Regulatory Authority ("FINRA") and is not registered as a broker-dealer with the U.S. Securities and Exchange Commission ("SEC"). Accordingly, Cavendish and its analysts are not subject to certain SEC and FINRA regulations that might otherwise be applicable in the context of research distribution into the United States or to U.S. persons. While Cavendish has a chaperoning broker dealer relationship with Beech Hill Securities, Inc. ("BHS") in the U.S., pursuant to Rule 15a-6 of the Securities Exchange Act of 1934 ("Rule 15a-6"), this publication and any associated research reports are offered directly by Cavendish solely to major U.S. institutional investors pursuant to Rule 15a-6(a)(2) without any intermediation or other involvement of BHS in connection with the distribution of the presentation, including but not limited to review, approval or retention of the presentation and any associated research reports so distributed or the maintenance of records relating thereto. Notwithstanding this direct distribution, Cavendish cannot and will not accept orders for securities covered in this research report placed by any person or entity in the United States and all such orders must be placed and effected through BHS, which can be contacted via 212-350-7232 or Trading@BH-Secs.com.

"Major U.S. institutional investors" that may receive and use this publication include (i) U.S. institutional investors (described in the next sentence) that have, or have under management, total assets in excess of US\$100 million; provided, however, that for purposes of determining the total assets of an investment company, the investment company may include the assets of any family of investment companies of which it is a part; or (ii) investment advisers registered with the SEC under Section 203 of the Investment Advisers Act of 1940, as amended, that have total assets under management in excess of US\$100 million. "U.S. institutional investors" include (i) investment companies registered with the SEC under Section 8 of the Investment Company Act of 1940; or (ii) a bank, savings and loan association, insurance company, business development company, small business investment company, or employee benefit plan defined in Rule 501(a)(1) of Regulation D under the Securities Act of 1933 ("Reg D"), as amended; a private business development company defined in Rule 501(a)(2) of Reg D; an organization described in section 501(c)(3) of the Internal Revenue Code, as defined in Rule 501(a)(3) of Reg D; or a trust defined in Rule 501(a)(7) of Reg D.

Cavendish

LONDON

One Bartholomew Close
London, EC1A 7BL
+44 (0) 20 7220 0500

EDINBURGH

6th Floor, 125 Princess Street
EH2 4AD

MANCHESTER

Gilbanks, No.1 St Michael's
36 Jackson's Row M2 5WD

BIRMINGHAM

Five St.Philips Place,
Birmingham,B3 2PW

WWW.CAVENDISH.COM