

## Deal of the Week: Samsonite to Buy Tumi for \$1.8B

Announcement Date	<ul style="list-style-type: none"> <li>March 3, 2016</li> </ul>	
Acquirer	<ul style="list-style-type: none"> <li>Samsonite International S.A. (HKSE: 1910.HK)</li> </ul>	
Acquirer Description	<ul style="list-style-type: none"> <li>Engages in the design, manufacture, sourcing, and distribution of travel luggage bags worldwide</li> <li>Founded in 1910 and headquartered in Luxembourg</li> </ul>	
Acquirer Financial Statistics	<ul style="list-style-type: none"> <li>Mkt Cap: \$4.4 billion</li> <li>EV: \$4.3 billion</li> <li>LTM Revenue: \$2.4 billion</li> </ul>	<ul style="list-style-type: none"> <li>LTM EBITDA: \$362.5 million</li> <li>LTM EV / Revenue: 1.8x</li> <li>LTM EV / EBITDA: 11.9x</li> </ul>
Target Company	<ul style="list-style-type: none"> <li>Tumi Holdings, Inc. (NYSE: TUMI)</li> </ul>	
Target Description	<ul style="list-style-type: none"> <li>Produces and markets travel and business products and accessories</li> <li>Founded in 1975 and headquartered in South Plainfield, New Jersey</li> </ul>	
Target Financial Statistics	<ul style="list-style-type: none"> <li>Mkt Cap: \$1.8 billion</li> <li>EV: \$1.7 billion</li> <li>LTM Revenue: \$547.7 million</li> </ul>	<ul style="list-style-type: none"> <li>LTM EBITDA: \$121.6 million</li> <li>LTM EV / Revenue: 3.1x</li> <li>LTM EV / EBITDA: 13.9x</li> </ul>
Acquirer Advisor	<ul style="list-style-type: none"> <li>Morgan Stanley Asia Limited</li> </ul>	
Target Advisor	<ul style="list-style-type: none"> <li>Goldman Sachs</li> </ul>	
Price / Consideration	<ul style="list-style-type: none"> <li>Price: \$1.8 billion</li> </ul>	<ul style="list-style-type: none"> <li>Consideration: Cash</li> </ul>
Rationale	<ul style="list-style-type: none"> <li>“This is a transformational acquisition for Samsonite. It will meaningfully expand our presence in the highly attractive premium segment of the global business bags, travel luggage and accessories market,” said Ramesh Tainwala, Chief Executive Officer of Samsonite</li> <li>Tumi Chief Executive Officer Jerome Griffith said, “This is an exciting day for Tumi and all the travelers around the world who count on us. The team at Samsonite has a long and successful track record when it comes to acquisitions and we know they will be excellent stewards of the Tumi brand. Samsonite will bring Tumi to new and growing markets, while still maintaining the high quality Tumi is known for. This is a compelling transaction that delivers substantial and immediate cash value to our shareholders.”</li> <li>Creates potential for significant operational and top-line synergies</li> </ul>	
Deal Points	<ul style="list-style-type: none"> <li>Samsonite will pay \$26.75 a share in cash, 32% higher than the closing price of Tumi’s stock on Wednesday</li> <li>Samsonite will finance the deal through loans from Morgan Stanley, HSBC, SunTrust and Mitsubishi UFJ Financial Group, the company said</li> </ul>	
Of Note	<ul style="list-style-type: none"> <li>The deal is one of the biggest acquisitions by Samsonite in its century-long history</li> <li>Samsonite has been bought and sold over the years, most recently to the private equity firm CVC Capital Partners. Samsonite went public on the Hong Kong stock exchange in 2011</li> </ul>	