

DEAL PROFILE

HGGC | NUTRACEUTICAL INTERNATIONAL

VALUES

\$427m

9.9x

1.8x

TRANSACTION VALUE

LTM EBITDA MULTIPLE

LTM REVENUE MULTIPLE

HGGC

HGGC, LLC. (PRIVATE COMPANY)

HGGC, LLC (“HGGC”) is a private equity firm specializing in leveraged buyouts, recapitalizations, growth equity, public to private, corporate carve-outs, and restructuring in middle market and mid cap private and public companies. The firm seeks to invest in technology and information services sectors. It was founded in 2007 and is based in Palo Alto, California with additional offices in Florida, Salt Lake City, and Massachusetts.

TEV: N/A

LTM EBITDA: N/A

LTM Revenue: N/A

Nutraceutical

NUTRACEUTICAL INTERNATIONAL CORPORATION (NASDAQGS: NUTR)

Nutraceutical International Corporation (“Nutraceutical”) manufactures, markets, distributes, and retails branded nutritional supplements and other natural products in the United States and internationally. The company sells its products directly, through sales force, as well as through health and natural food stores. Nutraceutical was founded in 1993 and is based in Park City, Utah.

IEV: \$427m

LTM EBITDA: \$43m

LTM Revenue: \$235.4m

BOURNE PARTNERS MARKET RESEARCH

Bourne Partners provides strategic and financial advisory services to clients throughout the business evolution life cycle. In order to provide the highest level of service, we routinely analyze relevant industry trends and transactions. These materials are available to our clients and partners and provide detailed insight into the pharma, pharma services, OTC, consumer health, and biotechnology sectors.

OVERVIEW

On May 22, 2017, HGGC entered into a definitive agreement to acquire Nutraceutical for approximately \$390 million. Under the transaction terms, each share of Nutraceutical common stock will be automatically converted into the right to receive cash in an amount equal to \$41.80 per share, without interest thereon.

HIGHLIGHTS

Les Brown Managing Director and Chief Operating Officer of HGGC will become Executive Chairman of the Nutraceutical, post completion. After closing, Nutraceutical will operate as a private company owned by HGGC. Update: the transaction closed on August 23, 2017.