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## CapitalValue Advisors Represents Outward Hound in Acquisition by J.W. Childs Associates

CapitalValue Advisors ("CVA") is pleased to announce the acquisition of Outward Hound by J.W. Childs Associates. Founder and CEO Kyle Hansen and the Outward Hound management team will remain in their executive leadership positions and will retain a significant equity stake in the business. CVA served as the exclusive financial advisor to Outward Hound, including the Company's selling private equity investor, The Riverside Company. "We have been fortunate to be involved with Outward Hound for several years, and are really pleased that Kyle and the team found such a good partner for their next chapter with J.W. Childs. Riverside, Kyle, and the management team have done a tremendous job growing the Company organically and through acquisition, and the results of the transaction reflect that success," said Chris Younger, Managing Director for CVA.

“We worked with CVA for our original sale to Riverside, and were excited to work with them again for this transaction,” noted Kyle Hansen. “The CVA team did an outstanding job representing us – from investing the time up front to position our story well, preparing our team to present to investors, and getting the deal across the finish line, we were really pleased with their focus and effort. Outward Hound will continue creating innovative products in the pet space and we could not be more excited about our new partnership with J.W. Childs.”

“Steve Rice, principal at Riverside added, “We’ve been on the other side of the table with the CVA team multiple times in the past and knew first-hand how well they represent their clients. That gave us full confidence in using them for the sale of Outward Hound and they delivered 100%. We also appreciated how hands on they were; they jumped in immediately to take on as much as they could, allowing the management team to continue to focus on running the business and delivering results. We couldn’t be more thrilled with CVA’s performance on this transaction. They ran an incredibly quick, efficient, and competitive process and found an excellent home for the business with J.W. Childs while delivering excellent value to Riverside.”



We're excited about our investment in Outward Hound and the fantastic leadership team that has built one of the fastest growing brands in the pet space," said J.W. Childs Partner David Fiorentino. "The innovative product portfolio in multiple categories creates exciting opportunities to deliver great products for pet parents and accelerate growth."

Founded in 1998 and recapitalized by The Riverside Company in 2013, Outward Hound creates meaningful products that solve big problems for pet parents and is a leader in dog and cat supplies sold worldwide. Outward Hound is an award-winning innovator, manufacturer and distributor of the highest quality toys, games, gear, collars, and feeders. The Company's products are sold under the Outward Hound, Petstages, Dublin Dog, Bionic and Nina Ottosson brands. For more information, please visit [www.outwardhound.com](http://www.outwardhound.com).

The transaction was closed on December 8, 2017. McDermott Will & Emery served as legal counsel to J.W. Childs. Jones Day served as legal counsel to Outward Hound and The Riverside Company.

For more information about the transaction, please contact Chris Younger at **(303) 243-5601** or [chris@capitalvalue.net](mailto:chris@capitalvalue.net).

#### **CVA**

CVA, a member of FINRA, provides middle-market investment banking services, including mergers and acquisitions advisory, corporate advisory, business valuation and private capital raising services. For more information, visit [www.capitalvalue.net](http://www.capitalvalue.net).

#### **The Riverside Company**

The Riverside Company is a global private equity firm focused on making control and non-control investments in growing businesses valued at up to \$400 million. Since its founding in 1988, Riverside has invested in more than 490 transactions. The firm's international portfolio includes more than 80 companies. For more information, please visit [www.riversidecompany.com](http://www.riversidecompany.com).

#### **J.W. Childs**

J.W. Childs is a Boston-based private equity firm focused on investing in middle-market growth companies. Since inception in 1995, J.W. Childs has invested in excess of \$3.5 billion of equity capital in 48 companies across the consumer, specialty retail and healthcare industries. For more information, please visit [www.jwchilds.com](http://www.jwchilds.com).

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