

Wheeler dealer

After 15 years, Samsonite finally has Tumi in the bag. It will leverage on its presence in markets such as Asia to help Tumi boost sales outside N America.

Offer: US\$26.75 per share

Deal size: US\$1.8 billion

Samsonite sales (2014)

US\$2.35 billion, up 17.3%

32%

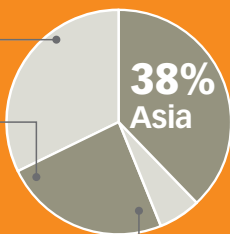
North America

24%

Europe

6%

Latin America



Tumi's sales (2015)

US\$548 million, up 4%

17%

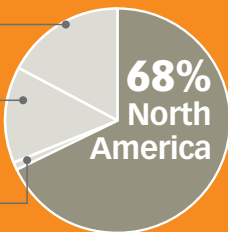
Asia Pacific

14%

Europe, Middle East and Africa

1%

Latin America



Recent acquisitions by Samsonite:

2015

- Airport retailer Rolling Luggage
- Italian retail store chain Chic Accent

2014

- Outdoor backpack brand Gregory Mountain Products
- Electronic device case designer Speck Products
- French luggage brand Lipault