



D|A|DAVIDSON

FOOD & BEVERAGE INDUSTRY UPDATE: POCKETS OF POTENTIAL

Fall 2024

IN THIS ISSUE

3	At a Glance
4	D.A. Davidson Adds Food & Beverage Investment Banking Veteran, Jonathan Leong
6	View From Across the Pond
7	Public Company Valuation & Operating Metrics
22	Key Macro Trends
23	Input Pricing Trends
24	Quarterly Middle Market M&A Volume
25	Debt Capital Market Update
26	D.A. Davidson Team Information
28	Consumer Industry Reports
















AT A GLANCE

D.A. Davidson's Consumer Group has a reputation for its depth of industry knowledge, breadth of capabilities, and tenacity of its senior professionals. Offering sector-specific expertise through a full-service platform, the team provides M&A, strategic advisory, and equity capital markets capabilities.

- 01 | Trusted M&A and capital advisor
- 02 | Full-service capabilities including public offerings and debt placements
- 03 | Global reach through D.A. Davidson MCF International
- 04 | Strong relationships and active dialogue with key strategics and consumer & food focused private equity firms

Select Recent Food & Beverage Transactions

<p>COMITIS CAPITAL</p> <p>has acquired</p>  <p>BUY-SIDE ADVISOR</p> 	<p>j. skinner</p> <p>has been acquired by</p>  <p>SELL-SIDE ADVISOR</p>	<p>Hero</p> <p>Sold the Gluten Free business of its subsidiary</p>  <p>to</p> <p>DrSchär</p> <p>SELL-SIDE ADVISOR</p> 	<p>KYRÖ DISTILLERY COMPANY</p> <p>has raised growth capital</p> <p>FINANCIAL ADVISOR</p> 
<p></p> <p>has merged with</p> <p>TETON</p> <p>WATERS RANCH</p> <p>a portfolio company of</p> <p>SUNRISE</p> <p>STRATEGIC PARTNERS</p> <p>FINANCIAL ADVISOR</p>	<p>SunOpta™</p> <p>has sold its</p> <p>Sunflower & Roasted Snacks Division</p> <p>to</p> <p>PACIFIC AVENUE CAPITAL</p> <p>SELL-SIDE ADVISOR</p>	<p>ALGOMIN®</p> <p>has been acquired by</p>  <p>HASSELFORS GARDEN</p> <p>SELL-SIDE ADVISOR</p> 	<p></p> <p>has been acquired by</p> <p>TITAN MACHINERY</p> <p>SELL-SIDE ADVISOR</p>
<p></p> <p>has merged with</p> <p>SilverBox Engaged Merger Corp I</p> <p>FINANCIAL ADVISOR</p>	<p>BETTER CHOICE COMPANY</p> <p>has completed a follow-on offering of common stock</p> <p>\$40,000,000</p> <p>SOLE BOOKRUNNER</p>	<p>freshpet®</p> <p>has completed a follow-on offering of common stock</p> <p>\$345,345,000</p> <p>CO-MANAGER</p>	<p>has acquired</p>  <p>ANKERKRAUT</p> <p>BUY-SIDE ADVISOR</p> 





Jonathan Leong Joins D.A. Davidson's Food & Beverage Team

D.A. Davison is excited to announce the newest senior addition to our Consumer team – Jonathan Leong. Jonathan is a seasoned investment banker with deep expertise in Food & Beverage. Based in New York, Jonathan brings over 20 years of experience representing a wide range of private, public, and sponsor-owned Consumer companies in sell-side and buy-side M&A transactions; IPO, follow-on and convertible offerings; and high grade and leveraged finance offerings. Prior to joining D.A. Davidson, he was the co-founder of Jupiter Acquisition, a \$160 million consumer-focused SPAC. Previously, Jonathan was a Managing Director in the Consumer teams of Nomura Securities International, Inc., and Jefferies Group LLC, and a Director at Bank of America Merrill Lynch in New York and London.

We are thrilled to welcome Jonathan and all the experience he brings to the team. The following contains his thoughts on his first few weeks at D.A. Davidson and the current state of the Food & Beverage market.



Jonathan Leong

MANAGING DIRECTOR

jleong@dadco.com



Initial thoughts on joining D.A. Davidson?

Eight weeks into joining the Food & Beverage team at D.A. Davidson and the head of banking asked me if there were any surprises so far? My response: “that it has been exactly as advertised”. I have found a collaborative, hardworking and tenacious team that is well connected, delivers great advice, and is winning AND closing sellside. The team, both Food & Beverage and the broader Consumer team, has a 100% close rate on deals so far this year. Early days you may say, but it appears to be a group of “happy bankers” (and clients)!

Since Labor Day, we have been engaged on a new sellside in the dairy case; engaged on a buy-side in the snacking space and been involved in a take-private for a better-for-you food manufacturer. We’ve closed the J. Skinner baking transaction and are also in the final stages of another sale process.

We’ve road tripped to LA, Chicago and New York, and hosted cocktails at ACG LA and for sponsors at a roof top in New York. In a couple of weeks, we’ll be off to PLMA (the private label manufacturers conference) in Chicago. We’re halfway through “round one” of catching up with everybody. If we haven’t connected yet, we’ll be in touch soon or please feel free to reach out.

Where’s the market focusing now?

We’re seeing a steady increase in M&A activity supported by healthy equity and debt markets. Deals are getting done, with strategics active, undertaking some of the largest deals in recent memory, and sponsors have money to spend. New funds have been raised, albeit in difficult markets, but they’ve gotten there (or thereabouts).

Recurring sector themes from our conversations include snacking, value-added protein, Hispanic/ethnic, frozen and ethnic/specialty distribution. And baking, of course.

Snacking and value-added protein have gone hand-in-hand recently. Protein bars have been active in the market recently and there appears to be no end of new brands. Have the large strategics made their bets already in that category or will a brand with unique characteristics still manage to push through? Maybe bars closer to healthy snacking, rather than out-and-out protein, will appeal even more.

Hispanic foods is ripe for further activity. We’ve seen Siete trade to PepsiCo but there remains a plethora of family-owned businesses out there – large and small. Of course, “Hispanic” is a broad term that represents many different peoples, regional tastes and different generations (second, third etc.). Tortillas, tortilla chips, hot sauces and salsas would appear to be the more exciting categories.

Better-for-you frozen brands have come to market or traded recently, and Hispanic/Asian/Indian frozen prepared meals are also seeing a lot of interest as flavor and authenticity remain key drivers and family businesses look for growth capital or to cash out completely. The niche specialty distribution companies that service the local ethnic retailers, restaurants and broader diaspora are also seeing a lot of activity.

Finally, the baking category continues to be of great interest. In-store bakeries are one of the fastest growing segments in the retail store planogram and remain one of the highest margin. Bakery roll-ups are also remaining popular.

As 2024 has been a great improvement on 2023, everyone is hopeful of a more active and higher quality 2025. We look forward to coming out with our expectations for 2025 in our next quarterly update.



View From Across the Pond

Q3 2024 European Food and Beverage M&A Outlook

In Q3 2024, European M&A in Food and Beverage maintained good momentum, with solid deal volumes, particularly in the UK, France, and Germany. Approximately 128 transactions closed during Q3 2024 v 130 in Q3 2023. Deal value surged, reaching USD 17.8 billion year to date 2024 (approx. 475 deals) vs USD 9.4 billion (approx. 479) in year-to-date 2023. Transactions such as Groupe Mennestz's acquisition of *Village Bakery*, highlighting the steady demand in baked goods, and One Rock Capital's purchase of Europe Snacks helped to increase the quarter's valuation totals. This substantial rise in transaction value reflects renewed investor confidence and a shift towards high-value deals.

Several economic factors support this upward trend. Decreasing inflation has played a role in stabilising the European economy, with inflation rates dropping from 5.4% in 2023 to 2.4% in 2024, largely due to falling commodity prices, particularly in energy. The European Central Bank's ongoing strategy to achieve its 2% inflation target by mid-2025 is expected to involve quarterly rate reductions. These adjustments will likely reduce financing costs, sustaining deal momentum, and creating favourable conditions for acquisitions. This accessibility to capital has also encouraged larger transactions and boosted deal value.

Consumer Trends Influencing M&A Strategies

Consumer preferences continue to shape M&A priorities within the sector. Two major trends stand out:

- **Sustainability and Ethical Consumption:** Over half of European consumers consider sustainability a critical factor in their purchasing decisions, especially in categories such as food and beverage. This shift towards eco-conscious consumption has encouraged companies to prioritise ethical sourcing, recyclable packaging, and other environmentally friendly practices, aligning brand strategies with long-term growth opportunities in sustainability.
- **Health and Wellness:** Health continues to influence consumer choices, both in food and lifestyle. There is a rising demand for health-focused products, such as organic, plant-based, and "free-from" options, as well as products that promote mental well-being and immune health. This shift has impacted the food and beverage sectors, with brands actively highlighting health benefits and transparent ingredient sourcing to appeal to health-conscious consumers. Strategics and financial investors are keen to capitalise on this an example being Swiss Based Hero Groups acquisition of UK based Deliciously Ella, a plant-based food brand and the recent successful IPO of Applied Nutrition demonstrate continuing appetite for investment in this space.

Our View of the Market

- **Valuations:** High-demand segments—such as health-orientated, organic, and sustainably packaged products—have commanded premium valuations and have helped to push multiples higher, as firms increasingly target these areas to align with changing consumer preferences.
- **Strategic and Financial Buyers:** Strategic buyers have continued acquiring assets to strengthen market positions, as seen in large deals like Carlsberg's acquisition of Britvic and Marston's brewing. Private equity activity accounted for a notable portion of transactions, especially within mid-market categories. These trends indicate an enduring interest in consumer staples and food sectors as dependable investments, with a focus on operational efficiencies and growth potential across international markets.

Conclusion

This outlook for Q4 2024 and heading into 2025 points to a promising landscape for value-driven investments, as firms respond to stabilising economic conditions and evolving consumer expectations. With financing costs expected to ease and high-value, sustainable assets drawing premium valuations, the European food and beverage sector remains well-positioned for strategic, targeted growth in the coming quarters. We see a strong list of current mandates in the food, beverage and agriculture sectors across Europe and following discussions with buyers and sellers we expect the market to continue to build momentum for the remainder of 2024 and beyond.

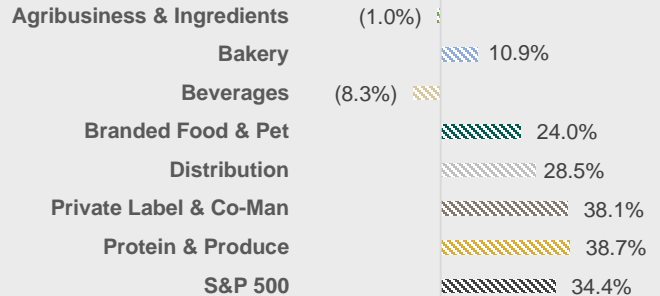


PUBLIC COMPANY VALUATION & OPERATING METRICS

1-Month % Change In Stock Price



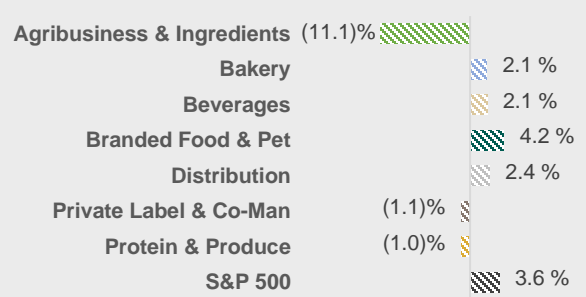
12-Month % Change In Stock Price



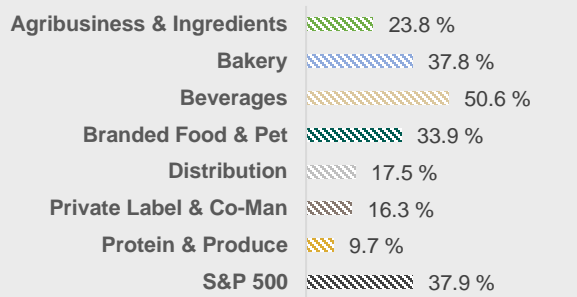
Median 3-Year Revenue CAGR



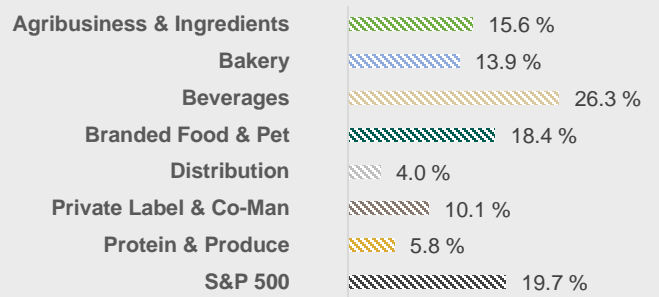
Median LTM Revenue Growth



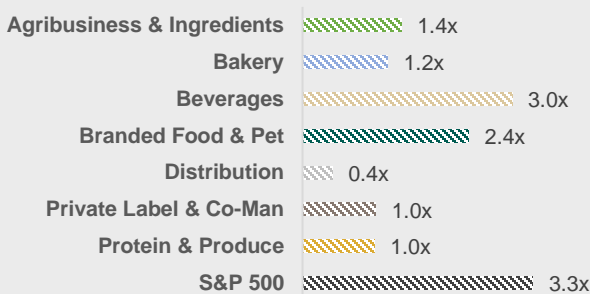
Median LTM Gross Margin



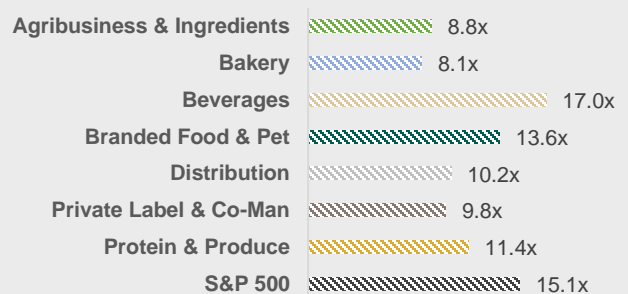
Median LTM EBITDA Margin



Median TEV / 2024 Revenue Multiple



Median TEV / 2024 EBITDA Multiple



PUBLIC COMPANY VALUATION & OPERATING METRICS

Agribusiness & Ingredients

Operational Metrics

Company	LTM	LTM Gross	LTM EBITDA	Debt / LTM	Revenue			EBITDA			EPS		
	Revenue	Margin	Margin	EBITDA	LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Agribusiness													
Archer-Daniels-Midland Company	\$ 88,768	7.4 %	4.6 %	2.9x	\$ 88,768	\$ 87,668	\$ 89,667	\$ 4,098	\$ 4,834	\$ 4,827	\$ 5.01	\$ 5.25	\$ 5.34
Nutrien Ltd.	\$ 25,839	30.4 %	18.3 %	2.8x	\$ 25,839	\$ 25,692	\$ 26,037	\$ 4,731	\$ 5,400	\$ 5,432	\$ 1.59	\$ 3.78	\$ 3.95
Bunge Global SA	\$ 55,821	6.9 %	5.0 %	2.1x	\$ 55,821	\$ 53,857	\$ 55,653	\$ 2,794	\$ 2,529	\$ 2,507	\$ 8.86	\$ 9.41	\$ 9.54
FMC Corporation	\$ 4,084	38.1 %	17.2 %	6.2x	\$ 4,084	\$ 4,364	\$ 4,599	\$ 701	\$ 903	\$ 1,092	\$ 11.70	\$ 3.26	\$ 4.65
Darling Ingredients Inc.	\$ 6,115	23.8 %	15.6 %	4.9x	\$ 6,115	\$ 5,925	\$ 6,345	\$ 952	\$ 1,166	\$ 1,493	\$ 2.29	\$ 1.92	\$ 3.55
The Andersons, Inc.	\$ 12,362	5.5 %	2.6 %	1.8x	\$ 12,362	\$ 11,513	\$ 11,900	\$ 321	\$ 325	\$ 356	\$ 2.97	\$ 3.11	\$ 3.59
Mean	\$ 32,165	18.7 %	10.5 %	3.4x	\$ 32,165	\$ 31,503	\$ 32,367	\$ 2,266	\$ 2,526	\$ 2,618	\$ 5.40	\$ 4.46	\$ 5.10
Median	\$ 19,101	15.6 %	10.3 %	2.9x	\$ 19,101	\$ 18,603	\$ 18,969	\$ 1,873	\$ 1,848	\$ 2,000	\$ 3.99	\$ 3.52	\$ 4.30
Ingredients													
International Flavors & Fragrances Inc.	\$ 11,311	34.3 %	16.8 %	5.3x	\$ 11,311	\$ 11,287	\$ 11,635	\$ 1,901	\$ 2,180	\$ 2,341	\$ (9.23)	\$ 4.26	\$ 4.77
Ingredion Incorporated	\$ 7,714	21.8 %	15.0 %	1.6x	\$ 7,714	\$ 7,668	\$ 7,729	\$ 1,159	\$ 1,218	\$ 1,276	\$ 9.79	\$ 9.97	\$ 10.56
Balchem Corporation	\$ 932	33.9 %	24.8 %	1.2x	\$ 932	\$ 961	\$ 1,029	\$ 231	\$ 247	\$ 258	\$ 3.59	\$ 4.38	\$ 4.85
MGP Ingredients, Inc.	\$ 788	38.7 %	26.0 %	1.6x	\$ 788	\$ 699	\$ 707	\$ 205	\$ 196	\$ 197	\$ 4.33	\$ 5.57	\$ 5.59
Benson Hill, Inc.	\$ 456	4.9 %	(9.1)%	NM	\$ 456	\$ 130	\$ 114	(\$41)	(\$30)	(\$1)	\$ (20.67)	\$ (12.31)	\$ (4.38)
Mean	\$ 4,240	26.7 %	14.7 %	2.4x	\$ 4,240	\$ 4,149	\$ 4,243	\$ 691	\$ 762	\$ 814	\$ (2.44)	\$ 2.37	\$ 4.28
Median	\$ 932	33.9 %	16.8 %	1.6x	\$ 932	\$ 961	\$ 1,029	\$ 231	\$ 247	\$ 258	\$ 3.59	\$ 4.38	\$ 4.85
Group Mean	\$ 19,472	22.3 %	12.4 %	3.0x	\$ 19,472	\$ 19,069	\$ 19,583	\$ 1,550	\$ 1,724	\$ 1,798	\$ 1.84	\$ 3.51	\$ 4.73
Group Median	\$ 7,714	23.8 %	15.6 %	2.5x	\$ 7,714	\$ 7,668	\$ 7,729	\$ 952	\$ 1,166	\$ 1,276	\$ 3.59	\$ 4.26	\$ 4.77

Valuation Metrics

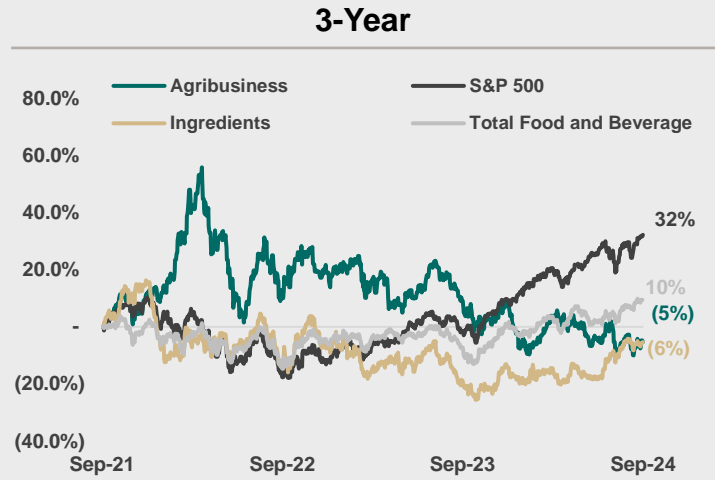
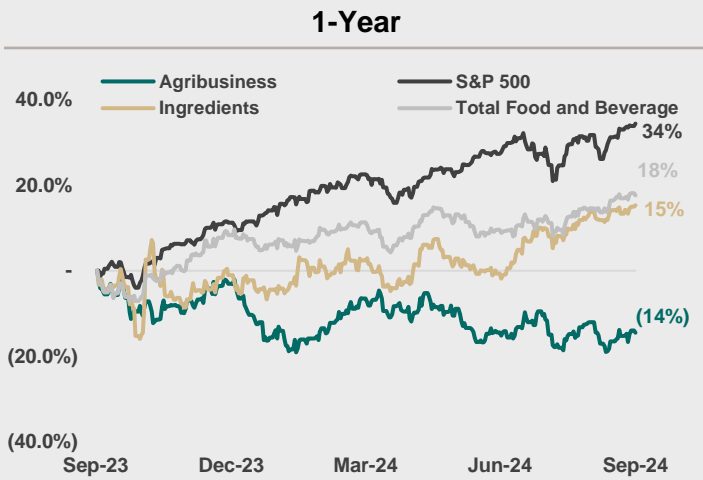
Company	9/30/2024	52-Week	Market	EV	EV / Revenue			EV / EBITDA			P / E		
	Share Price	% of High	Cap.		LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Agribusiness													
Archer-Daniels-Midland Company	\$59.74	77.2 %	\$ 28,601	\$ 40,026	0.45x	0.46x	0.45x	9.8x	8.3x	8.3x	11.9x	11.4x	11.2x
Nutrien Ltd.	\$48.11	76.0 %	\$ 23,807	\$ 36,205	1.40x	1.41x	1.39x	7.7x	6.7x	6.7x	30.2x	12.7x	12.2x
Bunge Global SA	\$96.64	84.1 %	\$ 13,760	\$ 19,333	0.35x	0.36x	0.35x	6.9x	7.6x	7.7x	10.9x	10.3x	10.1x
FMC Corporation	\$65.94	96.0 %	\$ 8,231	\$ 12,103	2.96x	2.77x	2.63x	17.3x	13.4x	11.1x	5.6x	20.3x	14.2x
Darling Ingredients Inc.	\$37.16	70.5 %	\$ 5,961	\$ 10,544	1.72x	1.78x	1.66x	11.1x	9.0x	7.1x	16.2x	19.3x	10.5x
The Andersons, Inc.	\$50.14	81.6 %	\$ 1,696	\$ 1,946	0.16x	0.17x	0.16x	6.1x	6.0x	5.5x	16.9x	16.1x	14.0x
Mean	\$59.62	80.9 %	\$ 13,676	\$ 20,026	1.17x	1.16x	1.11x	9.8x	8.5x	7.7x	15.3x	15.0x	12.0x
Median	\$54.94	79.4 %	\$ 10,996	\$ 15,718	0.93x	0.93x	0.92x	8.7x	8.0x	7.4x	14.1x	14.4x	11.7x
Ingredients													
International Flavors & Fragrances Inc.	\$104.93	99.0 %	\$ 26,826	\$ 36,278	3.21x	3.21x	3.12x	19.1x	16.6x	15.5x	NM	24.6x	22.0x
Ingredion Incorporated	\$137.43	99.3 %	\$ 9,008	\$ 10,372	1.34x	1.35x	1.34x	8.9x	8.5x	8.1x	14.0x	13.8x	13.0x
Balchem Corporation	\$176.00	94.6 %	\$ 5,776	\$ 5,999	6.43x	6.24x	5.83x	26.0x	24.3x	23.2x	49.0x	40.2x	36.3x
MGP Ingredients, Inc.	\$83.25	78.8 %	\$ 1,831	\$ 2,126	2.70x	3.04x	3.01x	10.4x	10.8x	10.8x	19.2x	15.0x	14.9x
Benson Hill, Inc.	\$7.20	43.3 %	\$ 44	\$ 111	0.24x	0.85x	0.97x	NM	NM	NM	NM	NM	NM
Mean	\$101.76	83.0 %	\$ 8,697	\$ 10,977	2.79x	2.94x	2.85x	16.1x	15.1x	14.4x	27.4x	23.4x	21.6x
Median	\$104.93	94.6 %	\$ 5,776	\$ 5,999	2.70x	3.04x	3.01x	14.7x	13.7x	13.1x	19.2x	19.8x	18.4x
Group Mean	\$78.78	81.8 %	\$ 11,413	\$ 15,913	1.91x	1.97x	1.90x	12.3x	11.1x	10.4x	19.3x	18.4x	15.8x
Group Median	\$65.94	81.6 %	\$ 8,231	\$ 10,544	1.40x	1.41x	1.39x	10.1x	8.8x	8.2x	16.2x	15.5x	13.5x



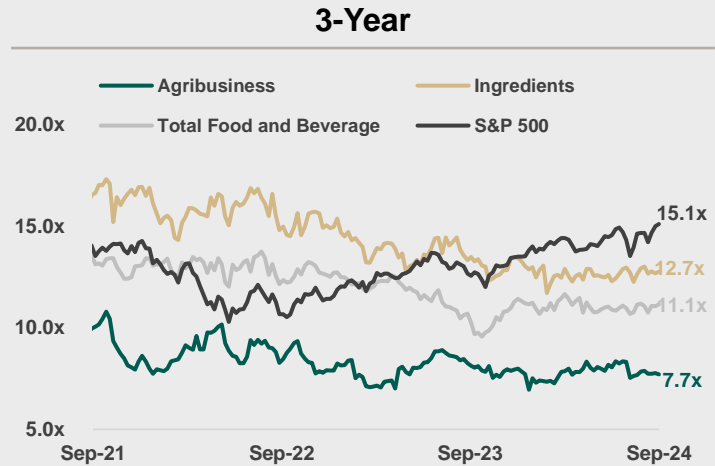
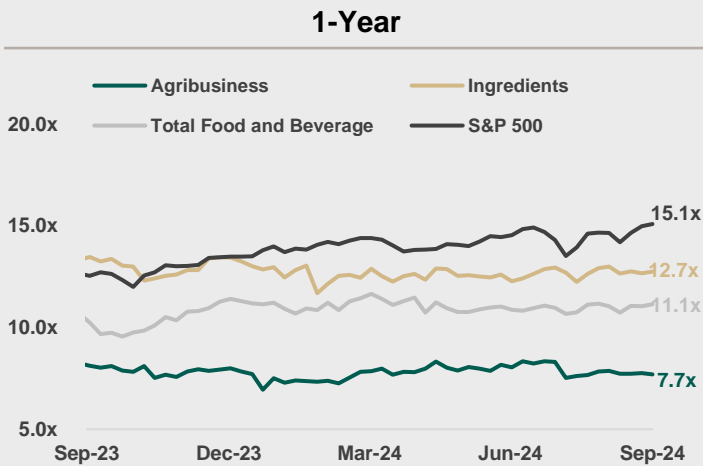
PUBLIC COMPANY VALUATION & OPERATING METRICS

Agribusiness & Ingredients

Indexed Stock Performance



EV / NTM EBITDA Multiple



Recent Transactions

Target	Buyer	Date	Target / Transaction Description
 Art in Natural Ingredients		Oct-24	Producer of yeast derivative products and savory ingredient solutions
		Sep-24	One of the largest organic flour suppliers in the United States
 Global. Once from Farm to Fork.	 A Trusted Family of Ingredients.	Sep-24	Seller of all purpose and specialty baking mixes, brans and oats
		Aug-24	The Specialty Crop Food Ingredient Division supplies grains, pulses and specialty crops to customers in over 35 countries

Source: S&P Capital IQ, as of 9/30/24



PUBLIC COMPANY VALUATION & OPERATING METRICS

Bakery

Operational Metrics

Company	LTM	LTM Gross	LTM EBITDA	Debt / LTM	Revenue			EBITDA			EPS		
	Revenue	Margin	Margin	EBITDA	LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Bakery													
Grupo Bimbo, S.A.B. de C.V.	\$ 21,468	52.2 %	13.9 %	3.1x	\$ 21,468	\$ 20,642	\$ 21,994	\$ 2,980	\$ 2,826	\$ 3,116	\$ 0.16	\$ 0.16	\$ 0.20
Lotus Bakeries NV	\$ 1,244	39.3 %	19.0 %	1.3x	\$ 1,244	\$ 1,331	\$ 1,465	\$ 237	\$ 260	\$ 291	\$ 187.41	\$ 204.09	\$ 228.59
Gruma, S.A.B. de C.V.	\$ 6,572	37.8 %	16.2 %	1.7x	\$ 6,572	\$ 6,456	\$ 6,612	\$ 1,065	\$ 1,047	\$ 1,120	\$ 1.36	\$ 1.21	\$ 1.41
Flowers Foods, Inc.	\$ 5,130	49.0 %	10.4 %	2.6x	\$ 5,130	\$ 5,139	\$ 5,229	\$ 534	\$ 535	\$ 553	\$ 0.61	\$ 1.25	\$ 1.31
Lancaster Colony Corporation	\$ 1,872	23.2 %	15.2 %	0.2x	\$ 1,872	\$ 1,890	\$ 1,954	\$ 284	\$ 275	\$ 301	\$ 5.76	\$ 6.36	\$ 7.00
Yamazaki Baking Co., Ltd.	\$ 7,642	32.7 %	7.7 %	0.8x	\$ 7,642	\$ 8,256	\$ 8,404	\$ 592	\$ 653	\$ 678	\$ 1.14	\$ 1.22	\$ 1.28
ARYZTA AG	\$ 2,298	20.6 %	10.8 %	2.2x	\$ 2,298	\$ 2,382	\$ 2,436	\$ 249	\$ 341	\$ 352	\$ 0.08	\$ 0.10	\$ 0.12
Mean	\$ 6,604	36.4 %	13.3 %	1.7x	\$ 6,604	\$ 6,585	\$ 6,871	\$ 849	\$ 848	\$ 916	\$ 28.07	\$ 30.63	\$ 34.27
Median	\$ 5,130	37.8 %	13.9 %	1.7x	\$ 5,130	\$ 5,139	\$ 5,229	\$ 534	\$ 535	\$ 553	\$ 1.14	\$ 1.22	\$ 1.31

Valuation Metrics

Company	9/30/2024	52-Week	Market	EV	EV / Revenue			EV / EBITDA			P / E		
	Share Price	% of High	Cap.		LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Bakery													
Grupo Bimbo, S.A.B. de C.V.	\$3.46	75.3 %	\$ 15,009	\$ 23,875	1.11x	1.16x	1.09x	8.0x	8.4x	7.7x	21.1x	21.4x	17.6x
Lotus Bakeries NV	\$13,428.51	98.4 %	\$ 10,933	\$ 11,135	8.95x	8.37x	7.60x	NM	NM	NM	71.7x	65.8x	58.7x
Gruma, S.A.B. de C.V.	\$18.67	94.6 %	\$ 6,787	\$ 8,133	1.24x	1.26x	1.23x	7.6x	7.8x	7.3x	13.7x	15.4x	13.3x
Flowers Foods, Inc.	\$23.07	88.3 %	\$ 4,858	\$ 6,240	1.22x	1.21x	1.19x	11.7x	11.7x	11.3x	38.0x	18.4x	17.6x
Lancaster Colony Corporation	\$176.57	82.0 %	\$ 4,861	\$ 4,755	2.54x	2.52x	2.43x	16.7x	17.3x	15.8x	30.7x	27.8x	25.2x
Yamazaki Baking Co., Ltd.	\$19.86	68.8 %	\$ 3,950	\$ 3,853	0.50x	0.47x	0.46x	6.5x	5.9x	5.7x	17.4x	16.3x	15.5x
ARYZTA AG	\$1.92	88.4 %	\$ 1,900	\$ 2,363	1.03x	0.99x	0.97x	9.5x	6.9x	6.7x	24.2x	18.7x	16.2x
Mean	\$1,953.15	85.1 %	\$ 6,900	\$ 8,622	2.37x	2.28x	2.14x	10.0x	9.7x	9.1x	30.9x	26.2x	23.5x
Median	\$19.86	88.3 %	\$ 4,861	\$ 6,240	1.22x	1.21x	1.19x	8.8x	8.1x	7.5x	24.2x	18.7x	17.6x



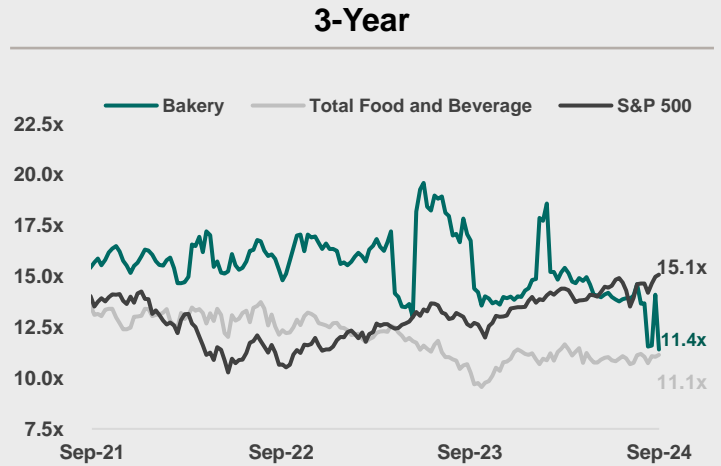
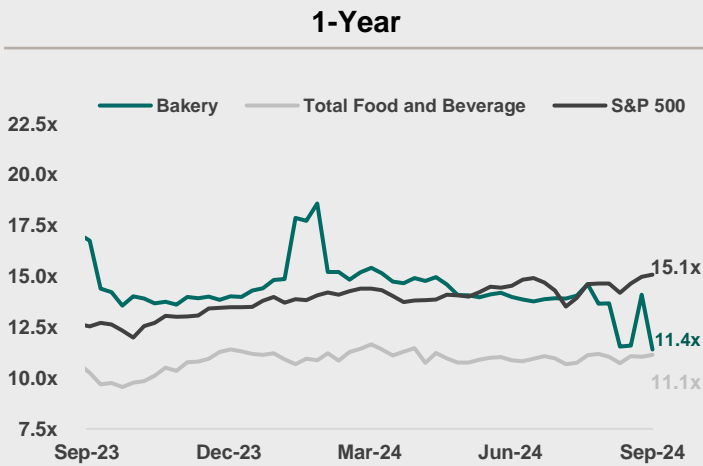
PUBLIC COMPANY VALUATION & OPERATING METRICS

Bakery

Indexed Stock Performance



EV / NTM EBITDA Multiple



Recent Transactions

Target	Buyer	Date	Target / Transaction Description
		Oct-24	Premium dessert and sweet bakery product manufacturer supplying retail and foodservice stores in Europe
		Oct-24	Family-owned bread and baked goods manufacturer
		Sep-24	Seller of frozen-to-chilled cakes and pastry products in China
		Sep-24	Supplier of cookies, cakes, muffins, pies and other baked goods to in-store bakeries and foodservice customers
		Aug-24	Leading developer and manufacturer of customized baked ingredient solutions

Source: S&P Capital IQ, as of 9/30/24



PUBLIC COMPANY VALUATION & OPERATING METRICS

Beverages

Operational Metrics

Company	LTM	LTM Gross	LTM EBITDA	Debt / LTM	Revenue			EBITDA			EPS		
	Revenue	Margin	Margin	EBITDA	LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Non-Alcoholic Beverage													
The Coca-Cola Company	\$ 46,366	60.4 %	32.7 %	3.1x	\$ 46,366	\$ 46,269	\$ 48,164	\$ 15,147	\$ 15,129	\$ 16,228	\$ 2.41	\$ 2.85	\$ 3.01
Keurig Dr Pepper Inc.	\$ 15,148	55.7 %	28.7 %	3.4x	\$ 15,148	\$ 15,415	\$ 16,104	\$ 4,346	\$ 4,506	\$ 4,733	\$ 1.66	\$ 1.92	\$ 2.06
Monster Beverage Corporation	\$ 7,386	53.7 %	30.1 %	0.4x	\$ 7,386	\$ 7,527	\$ 8,195	\$ 2,225	\$ 2,216	\$ 2,487	\$ 1.60	\$ 1.68	\$ 1.92
Celsius Holdings, Inc.	\$ 1,490	50.4 %	24.0 %	0.0x	\$ 1,490	\$ 1,401	\$ 1,676	\$ 357	\$ 285	\$ 371	\$ 1.02	\$ 0.81	\$ 1.04
National Beverage Corp.	\$ 1,197	36.5 %	20.6 %	0.2x	\$ 1,197	\$ 1,214	\$ 1,235	\$ 246	\$ 257	\$ 267	\$ 1.97	\$ 2.02	\$ 2.04
The Vita Coco Company, Inc.	\$ 500	40.4 %	17.7 %	0.0x	\$ 500	\$ 506	\$ 562	\$ 88	\$ 79	\$ 87	\$ 0.94	\$ 1.01	\$ 1.13
Oatly Group AB	\$ 793	24.4 %	(13.7)%	NM	\$ 793	\$ 834	\$ 906	(\$109)	(\$42)	\$ 9	\$ (0.56)	\$ (0.25)	\$ (0.18)
Flow Beverage Corp.	\$ 32	17.3 %	(58.1)%	NM	\$ 32	\$ 40	\$ 63	(\$18)	(\$7)	\$ 4	\$ (0.45)	\$ (0.24)	\$ (0.15)
Mean	\$ 9,114	42.4 %	10.2 %	1.2x	\$ 9,114	\$ 9,151	\$ 9,613	\$ 2,785	\$ 2,803	\$ 3,023	\$ 1.07	\$ 1.23	\$ 1.36
Median	\$ 1,343	45.4 %	22.3 %	0.3x	\$ 1,343	\$ 1,307	\$ 1,455	\$ 302	\$ 271	\$ 319	\$ 1.31	\$ 1.35	\$ 1.53
Alcoholic Beverage													
Anheuser-Busch InBev SA/NV	\$ 59,927	54.5 %	31.0 %	4.2x	\$ 59,927	\$ 60,748	\$ 63,433	\$ 18,601	\$ 21,259	\$ 22,480	\$ 2.89	\$ 3.38	\$ 3.77
Brown-Forman Corporation	\$ 4,091	59.6 %	29.9 %	2.6x	\$ 4,091	\$ 4,087	\$ 4,237	\$ 1,223	\$ 1,389	\$ 1,301	\$ 2.07	\$ 1.96	\$ 1.85
Molson Coors Beverage Company	\$ 11,938	39.1 %	21.8 %	2.9x	\$ 11,938	\$ 11,733	\$ 11,770	\$ 2,608	\$ 2,468	\$ 2,461	\$ 5.45	\$ 5.70	\$ 5.84
The Boston Beer Company, Inc.	\$ 2,004	44.0 %	13.1 %	0.1x	\$ 2,004	\$ 2,004	\$ 2,072	\$ 263	\$ 240	\$ 276	\$ 6.70	\$ 9.81	\$ 11.99
The Duckhorn Portfolio, Inc.	\$ 405	54.3 %	37.0 %	2.3x	\$ 405	\$ 455	\$ 505	\$ 150	\$ 176	\$ 191	\$ 0.45	\$ 0.63	\$ 0.69
Ambev S.A.	\$ 14,523	50.8 %	29.5 %	0.1x	\$ 14,523	\$ 15,118	\$ 15,871	\$ 4,281	\$ 4,821	\$ 5,127	\$ 0.16	\$ 0.17	\$ 0.18
Mean	\$ 15,482	50.4 %	27.1 %	2.0x	\$ 15,482	\$ 15,691	\$ 16,315	\$ 4,521	\$ 5,059	\$ 5,306	\$ 2.95	\$ 3.61	\$ 4.05
Median	\$ 8,014	52.6 %	29.7 %	2.4x	\$ 8,014	\$ 7,910	\$ 8,003	\$ 1,915	\$ 1,928	\$ 1,881	\$ 2.48	\$ 2.67	\$ 2.81
Group Mean	\$ 11,843	45.8 %	17.4 %	1.6x	\$ 11,843	\$ 11,954	\$ 12,485	\$ 3,529	\$ 3,770	\$ 4,002	\$ 1.88	\$ 2.25	\$ 2.51
Group Median	\$ 3,048	50.6 %	26.3 %	1.3x	\$ 3,048	\$ 3,046	\$ 3,155	\$ 790	\$ 837	\$ 836	\$ 1.63	\$ 1.80	\$ 1.89

Valuation Metrics

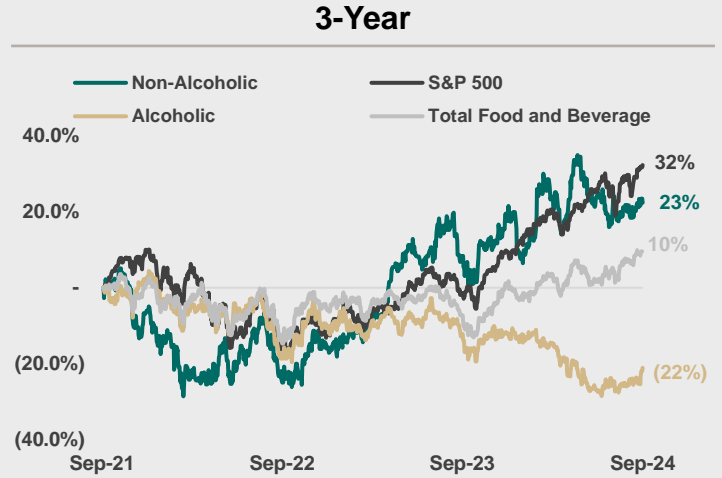
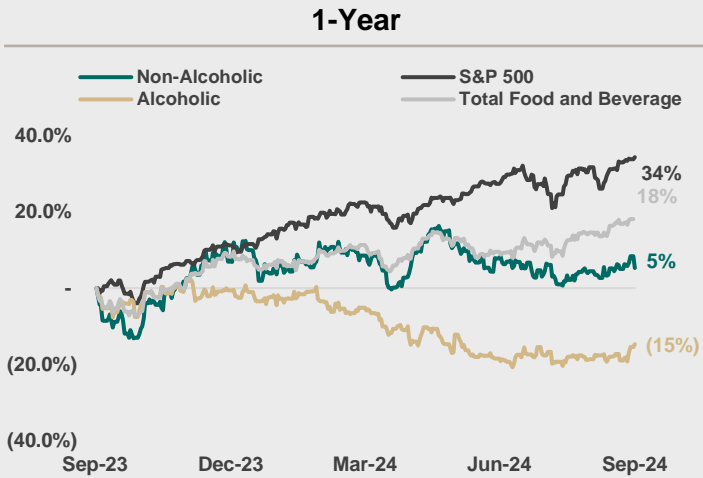
Company	9/30/2024	52-Week	Market	EV	EV / Revenue			EV / EBITDA			P / E		
	Share Price	% of High	Cap.		LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Non-Alcoholic Beverage													
The Coca-Cola Company	\$71.86	97.7 %	\$ 310,804	\$ 340,540	7.34x	7.36x	7.07x	22.5x	22.5x	21.0x	29.8x	25.2x	23.9x
Keurig Dr Pepper Inc.	\$37.48	97.9 %	\$ 50,827	\$ 65,160	4.30x	4.23x	4.05x	15.0x	14.5x	13.8x	22.6x	19.6x	18.2x
Monster Beverage Corporation	\$52.17	85.2 %	\$ 51,482	\$ 50,725	6.87x	6.74x	6.19x	22.8x	22.9x	20.4x	32.6x	31.0x	27.1x
Celsius Holdings, Inc.	\$31.36	31.5 %	\$ 7,417	\$ 7,340	4.93x	5.24x	4.38x	20.6x	25.8x	19.8x	30.8x	38.9x	30.2x
National Beverage Corp.	\$46.94	87.6 %	\$ 4,399	\$ 4,369	3.65x	3.60x	3.54x	17.7x	17.0x	16.4x	23.9x	23.2x	23.0x
The Vita Coco Company, Inc.	\$28.31	90.1 %	\$ 1,661	\$ 1,510	3.02x	2.99x	2.69x	17.1x	19.0x	17.4x	30.1x	27.9x	25.0x
Oatly Group AB	\$0.85	61.0 %	\$ 510	\$ 859	1.08x	1.03x	0.95x	NM	NM	NM	NM	NM	NM
Flow Beverage Corp.	\$0.13	50.0 %	\$ 10	\$ 50	1.56x	1.25x	0.78x	NM	NM	11.5x	NM	NM	NM
Mean	\$33.64	75.1 %	\$ 53,389	\$ 58,819	4.09x	4.05x	3.71x	19.3x	20.3x	17.2x	28.3x	27.6x	24.6x
Median	\$34.42	86.4 %	\$ 5,908	\$ 5,854	3.98x	3.91x	3.79x	19.1x	20.8x	17.4x	30.0x	26.6x	24.4x
Alcoholic Beverage													
Anheuser-Busch InBev SA/NV	\$66.29	98.2 %	\$ 0	\$ 81,337	1.36x	1.34x	1.28x	4.4x	3.8x	3.6x	22.9x	19.6x	17.6x
Brown-Forman Corporation	\$49.20	80.7 %	\$ 23,255	\$ 26,007	6.36x	6.36x	6.14x	21.3x	18.7x	20.0x	23.8x	25.2x	26.6x
Molson Coors Beverage Company	\$57.52	83.1 %	\$ 11,920	\$ 17,950	1.50x	1.53x	1.53x	6.9x	7.3x	7.3x	10.6x	10.1x	9.9x
The Boston Beer Company, Inc.	\$289.14	73.1 %	\$ 3,340	\$ 3,122	1.56x	1.56x	1.51x	11.9x	13.0x	11.3x	43.2x	29.5x	24.1x
The Duckhorn Portfolio, Inc.	\$5.81	52.4 %	\$ 854	\$ 1,183	2.92x	2.60x	2.34x	7.9x	6.7x	6.2x	12.9x	9.2x	8.4x
Ambev S.A.	\$2.44	81.3 %	\$ 0	(\$2,002)	NM	NM	NM	NM	NM	NM	14.9x	14.1x	13.4x
Mean	\$78.40	78.2 %	\$ 6,562	\$ 21,266	2.74x	2.68x	2.56x	10.5x	9.9x	9.7x	21.4x	17.9x	16.6x
Median	\$53.36	81.0 %	\$ 2,097	\$ 10,536	1.56x	1.56x	1.53x	7.9x	7.3x	7.3x	18.9x	16.9x	15.5x
Group Mean	\$52.82	76.4 %	\$ 33,320	\$ 42,725	3.57x	3.52x	3.26x	15.3x	15.6x	14.0x	24.8x	22.8x	20.6x
Group Median	\$42.21	82.2 %	\$ 3,869	\$ 5,854	3.02x	2.99x	2.69x	17.1x	17.0x	15.1x	23.8x	24.2x	23.5x



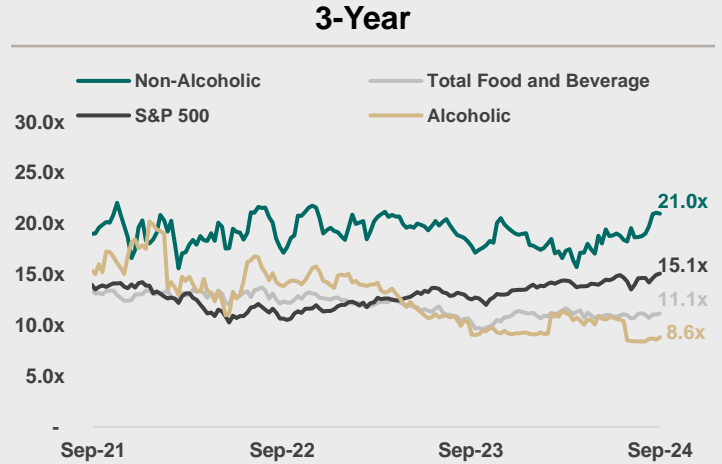
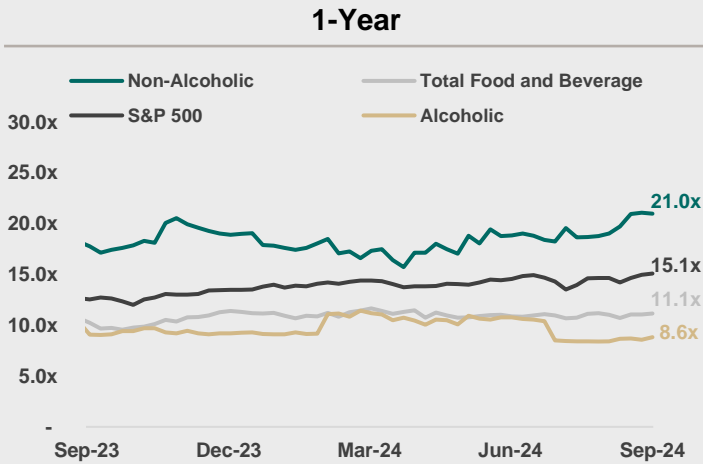
PUBLIC COMPANY VALUATION & OPERATING METRICS

Beverages

Indexed Stock Performance



EV / NTM EBITDA Multiple



Recent Transactions

Target	Buyer	Date	Target / Transaction Description
		Oct-24	Sports nutrition brand selling energy drinks, pre-workout, hydration products and a wide range of supplements
		Oct-24	Leading pure play luxury wine producer in the United States
		Sep-24	Award-winning juice company rooted in a commitment to procuring and producing only the highest quality ingredients
		Sep-24	Number one non-alcoholic spirt brand in the United States, providing virgin drink mixes and alcohol-free cocktails

Source: S&P Capital IQ, as of 9/30/24



PUBLIC COMPANY VALUATION & OPERATING METRICS

Branded Food & Pet

Operational Metrics

Company	LTM	LTM Gross	LTM EBITDA	Debt / LTM	Revenue			EBITDA			EPS		
	Revenue	Margin	Margin	EBITDA	LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Branded Food & Pet													
Mondelez International, Inc.	\$ 35,976	40.3 %	22.3 %	2.5x	\$ 35,976	\$ 36,617	\$ 38,217	\$ 8,026	\$ 7,443	\$ 7,528	\$ 2.91	\$ 3.49	\$ 3.57
The Hershey Company	\$ 11,014	45.4 %	28.0 %	1.9x	\$ 11,014	\$ 11,306	\$ 11,619	\$ 3,082	\$ 3,005	\$ 2,962	\$ 9.03	\$ 9.41	\$ 9.06
Kellanova	\$ 12,821	34.4 %	15.5 %	3.2x	\$ 12,821	\$ 12,691	\$ 13,038	\$ 1,990	\$ 2,268	\$ 2,362	\$ 2.51	\$ 3.71	\$ 3.90
Conagra Brands, Inc.	\$ 11,942	27.4 %	19.0 %	3.9x	\$ 11,942	\$ 11,884	\$ 11,989	\$ 2,270	\$ 2,327	\$ 2,329	\$ 1.02	\$ 2.51	\$ 2.65
Campbell Soup Company	\$ 9,636	31.3 %	19.5 %	4.0x	\$ 9,636	\$ 10,207	\$ 10,649	\$ 1,882	\$ 1,961	\$ 2,111	\$ 1.89	\$ 3.07	\$ 3.33
The J. M. Smucker Company	\$ 8,499	38.4 %	23.6 %	4.3x	\$ 8,499	\$ 8,858	\$ 8,996	\$ 2,006	\$ 2,099	\$ 2,132	\$ 7.09	\$ 10.07	\$ 10.28
Post Holdings, Inc.	\$ 7,858	29.0 %	18.5 %	4.4x	\$ 7,858	\$ 7,908	\$ 8,018	\$ 1,457	\$ 1,386	\$ 1,436	\$ 5.36	\$ 5.88	\$ 6.48
BellRing Brands, Inc.	\$ 1,913	34.4 %	21.8 %	2.0x	\$ 1,913	\$ 2,042	\$ 2,268	\$ 418	\$ 443	\$ 479	\$ 1.66	\$ 1.97	\$ 2.18
Freshpet, Inc.	\$ 875	36.9 %	12.8 %	3.8x	\$ 875	\$ 969	\$ 1,211	\$ 112	\$ 144	\$ 192	\$ 0.51	\$ 0.71	\$ 1.17
The Simply Good Foods Company	\$ 1,331	38.4 %	18.2 %	1.6x	\$ 1,331	\$ 1,371	\$ 1,480	\$ 242	\$ 277	\$ 284	\$ 1.38	\$ 1.86	\$ 1.92
Utz Brands, Inc.	\$ 1,427	33.4 %	9.8 %	6.3x	\$ 1,427	\$ 1,423	\$ 1,475	\$ 140	\$ 200	\$ 224	\$ 0.05	\$ 0.73	\$ 0.84
B&G Foods, Inc.	\$ 2,001	22.2 %	15.3 %	6.9x	\$ 2,001	\$ 1,951	\$ 1,959	\$ 307	\$ 301	\$ 305	\$ (1.50)	\$ 0.74	\$ 0.78
The Hain Celestial Group, Inc.	\$ 1,736	21.9 %	8.5 %	5.6x	\$ 1,736	\$ 1,694	\$ 1,717	\$ 148	\$ 154	\$ 166	\$ (0.84)	\$ 0.41	\$ 0.51
Mama's Creations, Inc.	\$ 114	27.1 %	9.3 %	1.0x	\$ 114	\$ 120	\$ 136	\$ 11	\$ 13	\$ 17	\$ 0.13	\$ 0.14	\$ 0.23
Mean	\$ 7,653	32.9 %	17.3 %	3.7x	\$ 7,653	\$ 7,789	\$ 8,055	\$ 1,578	\$ 1,573	\$ 1,609	\$ 2.23	\$ 3.19	\$ 3.35
Median	\$ 4,929	33.9 %	18.4 %	3.8x	\$ 4,929	\$ 4,975	\$ 5,143	\$ 937	\$ 914	\$ 957	\$ 1.52	\$ 2.24	\$ 2.42

Valuation Metrics

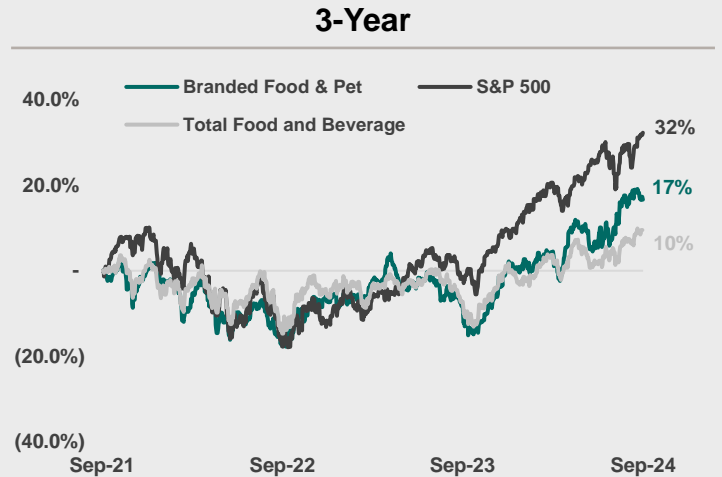
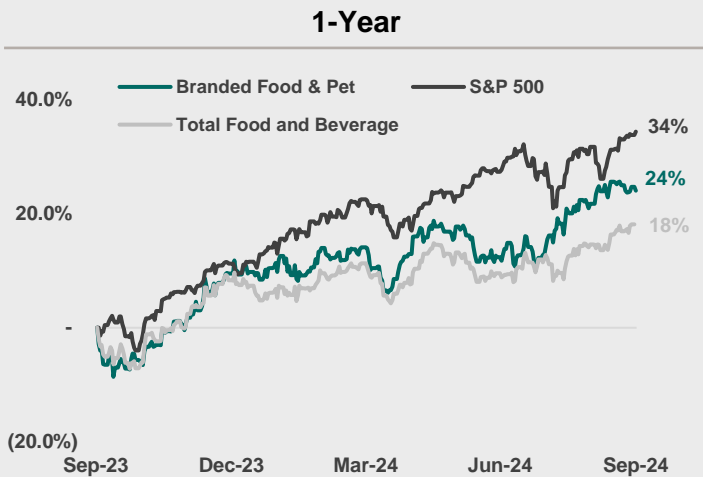
Company	9/30/2024	52-Week	Market	EV	EV / Revenue			EV / EBITDA			P / E		
	Share Price	% of High	Cap.		LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Branded Food & Pet													
Mondelez International, Inc.	\$73.67	95.4 %	\$ 98,781	\$ 117,656	3.27x	3.21x	3.08x	14.7x	15.8x	15.6x	25.3x	21.1x	20.6x
The Hershey Company	\$191.78	90.5 %	\$ 38,849	\$ 44,144	4.01x	3.90x	3.80x	14.3x	14.7x	14.9x	21.2x	20.4x	21.2x
Kellanova	\$80.71	99.6 %	\$ 28,051	\$ 34,343	2.68x	2.71x	2.63x	17.3x	15.1x	14.5x	32.2x	21.8x	20.7x
Conagra Brands, Inc.	\$32.52	97.8 %	\$ 15,579	\$ 24,222	2.03x	2.04x	2.02x	10.7x	10.4x	10.4x	31.9x	13.0x	12.3x
Campbell Soup Company	\$48.92	92.6 %	\$ 14,586	\$ 22,022	2.29x	2.16x	2.07x	11.7x	11.2x	10.4x	25.9x	15.9x	14.7x
The J. M. Smucker Company	\$121.10	90.0 %	\$ 12,886	\$ 21,504	2.53x	2.43x	2.39x	10.7x	10.2x	10.1x	17.1x	12.0x	11.8x
Post Holdings, Inc.	\$115.75	97.3 %	\$ 6,867	\$ 12,939	1.65x	1.64x	1.61x	8.9x	9.3x	9.0x	21.6x	19.7x	17.9x
BellRing Brands, Inc.	\$60.72	96.8 %	\$ 7,859	\$ 8,625	4.51x	4.22x	3.80x	20.6x	19.5x	18.0x	36.6x	30.9x	27.8x
Freshpet, Inc.	\$136.77	94.7 %	\$ 7,115	\$ 7,287	8.33x	7.52x	6.02x	NM	NM	NM	NM	NM	NM
The Simply Good Foods Company	\$34.77	80.9 %	\$ 3,515	\$ 3,780	2.84x	2.76x	2.55x	15.6x	13.6x	13.3x	25.2x	18.7x	18.1x
Utz Brands, Inc.	\$17.70	88.3 %	\$ 1,510	\$ 3,044	2.13x	2.14x	2.06x	21.8x	15.2x	13.6x	NM	24.2x	21.1x
B&G Foods, Inc.	\$8.88	74.2 %	\$ 703	\$ 2,773	1.39x	1.42x	1.42x	9.0x	9.2x	9.1x	NM	11.9x	11.3x
The Hain Celestial Group, Inc.	\$8.63	69.1 %	\$ 776	\$ 1,550	0.89x	0.92x	0.90x	10.5x	10.1x	9.3x	NM	21.2x	17.0x
Mama's Creations, Inc.	\$7.30	84.0 %	\$ 275	\$ 278	2.45x	2.31x	2.05x	26.3x	21.7x	16.7x	55.9x	50.9x	32.2x
Mean	\$67.09	89.4 %	\$ 16,954	\$ 21,726	2.93x	2.81x	2.60x	14.8x	13.6x	12.7x	29.3x	21.7x	19.0x
Median	\$54.82	91.6 %	\$ 7,487	\$ 10,782	2.49x	2.37x	2.23x	14.3x	13.6x	13.3x	25.6x	20.4x	18.1x



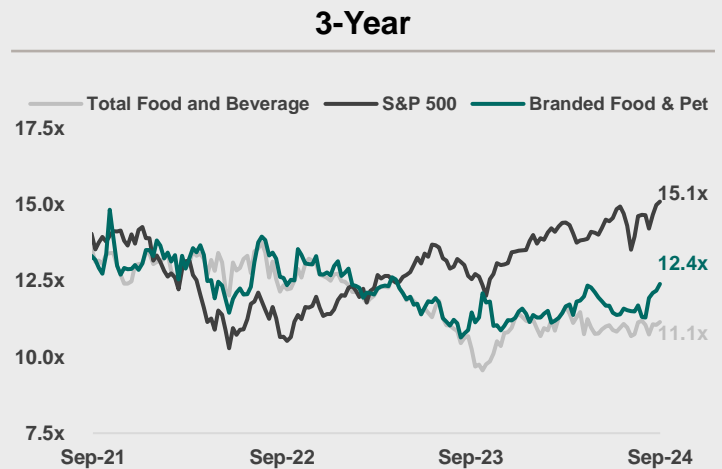
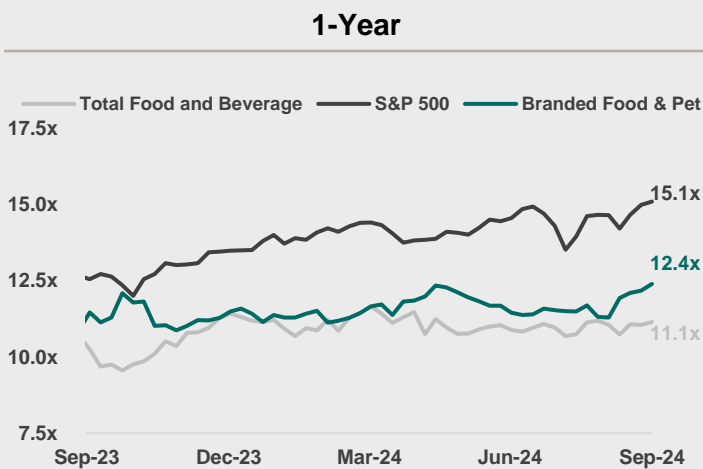
PUBLIC COMPANY VALUATION & OPERATING METRICS

Branded Food & Pet









Indexed Stock Performance



EV / NTM EBITDA Multiple



Recent Transactions

Target	Buyer	Date	Target / Transaction Description
		Oct-24	Producer of authentic heritage-inspired tortillas, salsas, seasonings, sauces, cookies, snacks and more
		Oct-24	Manufacturer of Jalisco inspired salsas, tamales and slow cooked meat products
		Aug-24	Better-for-you snack food company using locally sourced 100% real cheese
		Aug-24	Leading company in global snacking, international cereal and noodles, North American plant-based foods and frozen breakfast foods

Source: S&P Capital IQ, as of 9/30/24



PUBLIC COMPANY VALUATION & OPERATING METRICS

Distribution

Operational Metrics

Company	LTM	LTM Gross	LTM EBITDA	Debt / LTM	Revenue			EBITDA			EPS		
	Revenue	Margin	Margin	EBITDA	LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Distribution													
Sysco Corporation	\$ 78,844	18.5 %	5.7 %	2.9x	\$ 78,844	\$ 80,534	\$ 84,042	\$ 4,467	\$ 4,346	\$ 4,625	\$ 3.89	\$ 4.44	\$ 4.78
US Foods Holding Corp.	\$ 36,700	17.3 %	4.2 %	3.2x	\$ 36,700	\$ 37,844	\$ 39,777	\$ 1,531	\$ 1,731	\$ 1,905	\$ 2.10	\$ 3.06	\$ 3.70
Performance Food Group Company	\$ 54,681	12.0 %	2.6 %	3.5x	\$ 54,681	\$ 59,503	\$ 63,388	\$ 1,425	\$ 1,582	\$ 1,777	\$ 2.79	\$ 4.54	\$ 5.28
United Natural Foods, Inc.	\$ 30,980	13.6 %	1.6 %	7.0x	\$ 30,980	\$ 31,109	\$ 30,781	\$ 505	\$ 537	\$ 564	\$ (1.89)	\$ 0.26	\$ 0.70
The Chefs' Warehouse, Inc.	\$ 3,661	23.9 %	5.2 %	4.8x	\$ 3,661	\$ 3,772	\$ 4,028	\$ 191	\$ 216	\$ 241	\$ 0.99	\$ 1.39	\$ 1.74
SpartanNash Company	\$ 9,546	15.5 %	2.6 %	3.6x	\$ 9,546	\$ 9,485	\$ 9,696	\$ 246	\$ 260	\$ 270	\$ 1.33	\$ 2.03	\$ 2.08
Karat Packaging Inc.	\$ 409	37.2 %	11.8 %	2.0x	\$ 409	\$ 429	\$ 459	\$ 48	\$ 60	\$ 66	\$ 1.41	\$ 1.77	\$ 1.94
HF Foods Group Inc.	\$ 1,160	17.8 %	3.8 %	4.8x	\$ 1,160	\$ 1,178	\$ 1,216	\$ 45	\$ 45	\$ 50	\$ 0.07	\$ 0.37	\$ 0.50
Mean	\$ 26,998	19.5 %	4.7 %	4.0x	\$ 26,998	\$ 27,982	\$ 29,173	\$ 1,057	\$ 1,097	\$ 1,187	\$ 1.34	\$ 2.23	\$ 2.59
Median	\$ 20,263	17.5 %	4.0 %	3.6x	\$ 20,263	\$ 20,297	\$ 20,238	\$ 376	\$ 399	\$ 417	\$ 1.37	\$ 1.90	\$ 2.01

Valuation Metrics

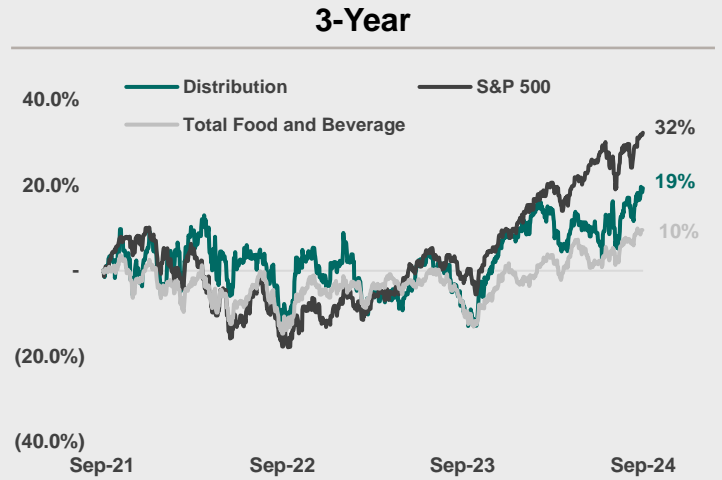
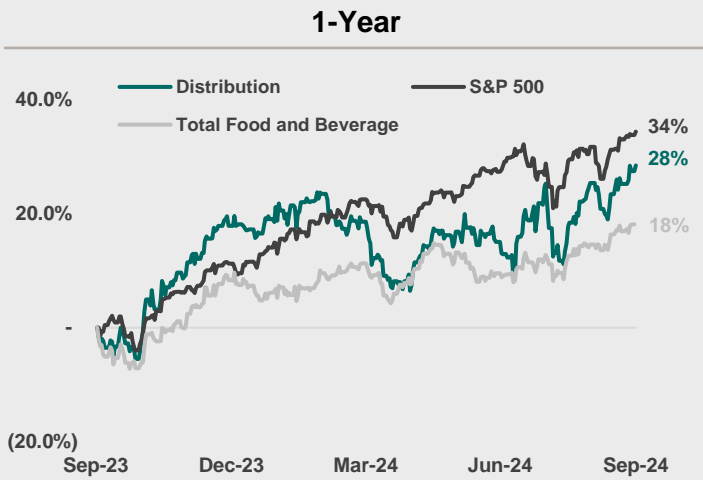
Company	9/30/2024	52-Week	Market	EV	EV / Revenue			EV / EBITDA			P / E		
	Share Price	% of High	Cap.		LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Distribution													
Sysco Corporation	\$78.06	94.2 %	\$ 38,462	\$ 50,743	0.64x	0.63x	0.60x	11.4x	11.7x	11.0x	20.1x	17.6x	16.3x
US Foods Holding Corp.	\$61.50	97.7 %	\$ 15,040	\$ 19,534	0.53x	0.52x	0.49x	12.8x	11.3x	10.3x	29.3x	20.1x	16.6x
Performance Food Group Company	\$78.37	98.5 %	\$ 12,275	\$ 17,223	0.31x	0.29x	0.27x	12.1x	10.9x	9.7x	28.1x	17.3x	14.9x
United Natural Foods, Inc.	\$16.82	97.1 %	\$ 1,005	\$ 4,513	0.15x	0.15x	0.15x	8.9x	8.4x	8.0x	NM	64.4x	24.0x
The Chefs' Warehouse, Inc.	\$42.01	94.2 %	\$ 1,675	\$ 2,551	0.70x	0.68x	0.63x	13.4x	11.8x	10.6x	42.5x	30.2x	24.1x
SpartanNash Company	\$22.41	91.4 %	\$ 771	\$ 1,636	0.17x	0.17x	0.17x	6.6x	6.3x	6.1x	16.9x	11.0x	10.8x
Karat Packaging Inc.	\$25.89	83.7 %	\$ 521	\$ 570	1.39x	1.33x	1.24x	11.8x	9.5x	8.6x	18.4x	14.6x	13.4x
HF Foods Group Inc.	\$3.57	60.4 %	\$ 188	\$ 391	0.34x	0.33x	0.32x	8.8x	8.7x	7.8x	48.2x	9.6x	7.1x
Mean	\$41.08	89.6 %	\$ 8,742	\$ 12,145	0.53x	0.51x	0.48x	10.7x	9.8x	9.0x	29.0x	23.1x	15.9x
Median	\$33.95	94.2 %	\$ 1,340	\$ 3,532	0.43x	0.42x	0.41x	11.6x	10.2x	9.2x	28.1x	17.4x	15.6x



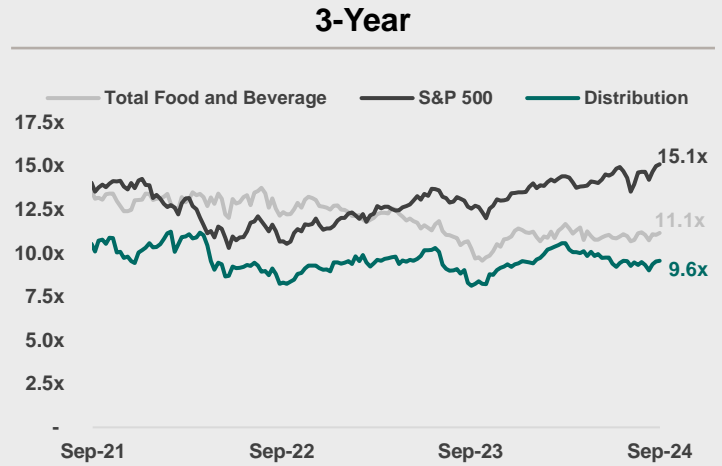
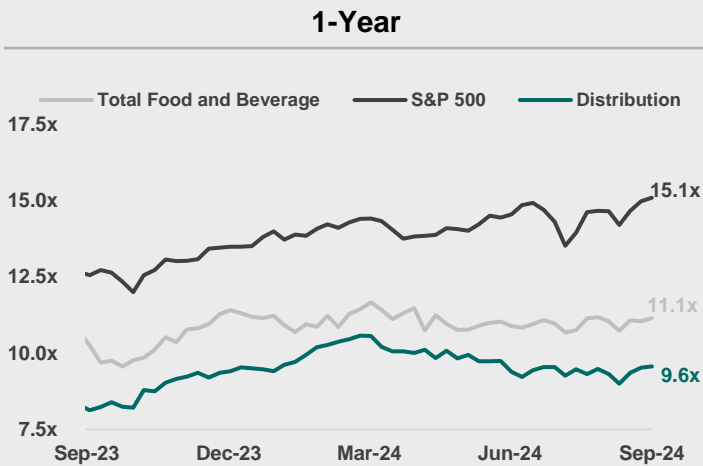
PUBLIC COMPANY VALUATION & OPERATING METRICS

Distribution

Indexed Stock Performance



EV / NTM EBITDA Multiple



Recent Transactions

Target	Buyer	Date	Target / Transaction Description
		Oct-24	Producer and distributor of food products for commercial and personal kitchens
		Sep-24	Producer, importer and distributor of Latin American foods to restaurants and grocery stores
		Aug-24	Family-owned food service distributor in the Southern United States
	LINDSAY GOLDBERG	Aug-24	One of the largest diversified suppliers to the food service and retail industries

Source: S&P Capital IQ, as of 9/30/24



PUBLIC COMPANY VALUATION & OPERATING METRICS

Private Label / Co-Manufacturing

Operational Metrics

Company	LTM	LTM Gross	LTM EBITDA	Debt / LTM	Revenue			EBITDA			EPS		
	Revenue	Margin	Margin	EBITDA	LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Private Label / Co-Man													
George Weston Limited	\$ 44,324	32.9 %	10.1 %	3.7x	\$ 44,324	\$ 44,603	\$ 46,336	\$ 4,464	\$ 5,273	\$ 5,483	\$ 6.44	\$ 8.47	\$ 9.57
TreeHouse Foods, Inc.	\$ 3,383	16.2 %	9.3 %	4.9x	\$ 3,383	\$ 3,457	\$ 3,582	\$ 313	\$ 367	\$ 411	\$ (0.23)	\$ 2.33	\$ 3.04
SunOpta Inc.	\$ 712	16.6 %	11.8 %	5.0x	\$ 712	\$ 722	\$ 795	\$ 84	\$ 90	\$ 109	\$ (0.07)	\$ 0.12	\$ 0.25
Seneca Foods Corporation	\$ 1,483	10.8 %	9.1 %	3.9x	\$ 1,483	NA	NA	\$ 135	NA	NA	\$ 5.83	NA	NA
Mean	\$ 12,475	19.1 %	10.1 %	4.4x	\$ 12,475	\$ 16,261	\$ 16,904	\$ 1,249	\$ 1,910	\$ 2,001	\$ 2.99	\$ 3.64	\$ 4.28
Median	\$ 2,433	16.4 %	9.7 %	4.4x	\$ 2,433	\$ 3,457	\$ 3,582	\$ 224	\$ 367	\$ 411	\$ 2.88	\$ 2.33	\$ 3.04

Valuation Metrics

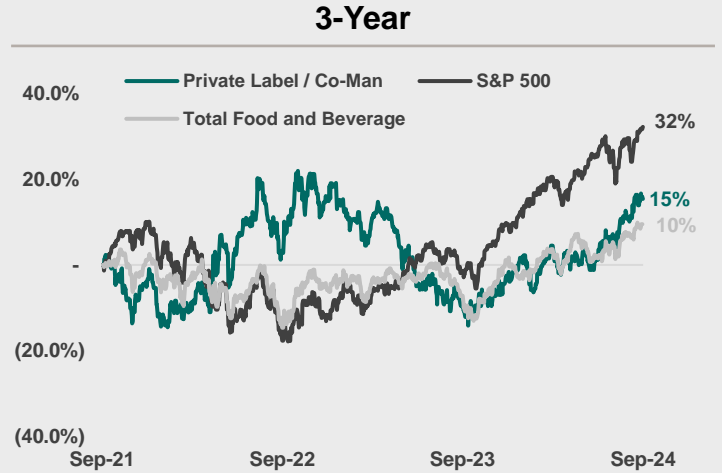
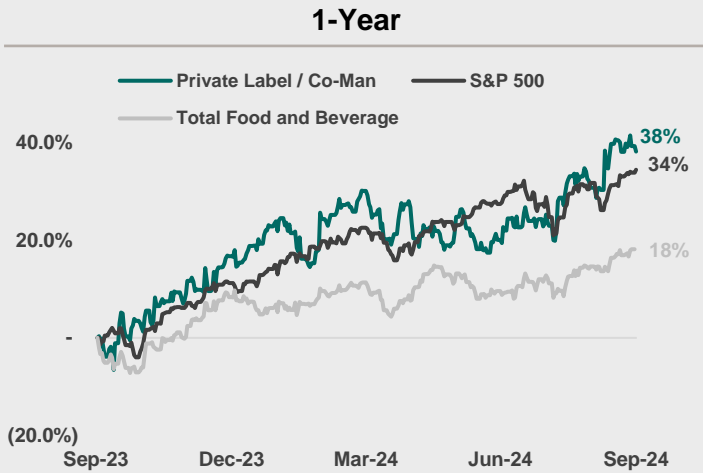
Company	9/30/2024	52-Week	Market	EV	EV / Revenue			EV / EBITDA			P / E		
	Share Price	% of High	Cap.		LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Private Label / Co-Man													
George Weston Limited	\$168.03	99.0 %	\$ 22,228	\$ 42,433	0.96x	0.95x	0.91x	9.5x	8.0x	7.8x	26.1x	19.8x	17.6x
TreeHouse Foods, Inc.	\$41.98	95.8 %	\$ 2,179	\$ 3,603	1.06x	1.04x	1.01x	11.5x	9.8x	8.8x	NM	18.0x	13.8x
SunOpta Inc.	\$6.38	84.1 %	\$ 766	\$ 1,217	1.77x	1.70x	1.54x	14.9x	13.5x	11.3x	NM	55.5x	27.5x
Seneca Foods Corporation	\$62.33	95.2 %	\$ 432	\$ 1,041	0.71x	NA	NA	7.1x	NA	NA	8.5x	NA	NA
Mean	\$69.68	93.5 %	\$ 6,401	\$ 12,074	1.13x	1.23x	1.15x	10.7x	10.4x	9.3x	17.3x	31.1x	19.6x
Median	\$52.16	95.5 %	\$ 1,473	\$ 2,410	1.01x	1.04x	1.01x	10.5x	9.8x	8.8x	17.3x	19.8x	17.6x



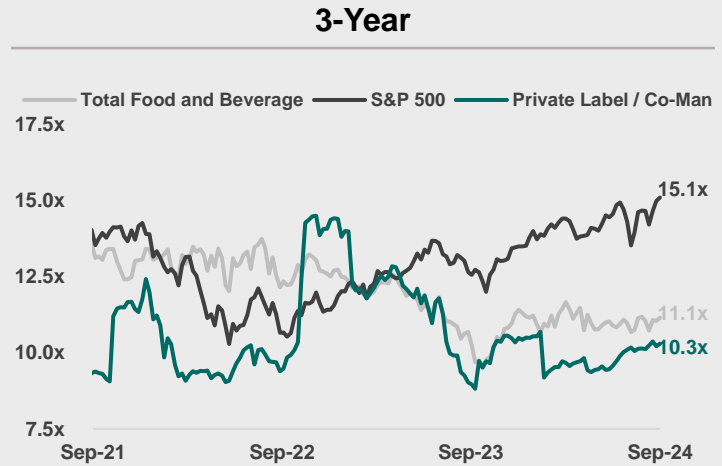
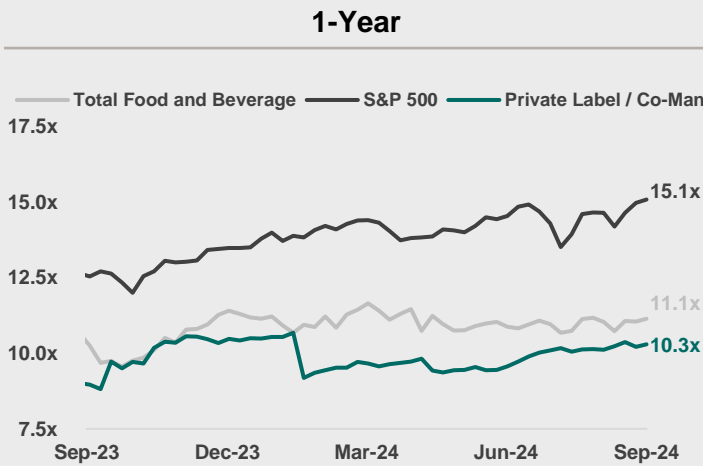
PUBLIC COMPANY VALUATION & OPERATING METRICS

Private Label / Co-Manufacturing

Indexed Stock Performance



EV / NTM EBITDA Multiple



Recent Transactions

Target	Buyer	Date	Target / Transaction Description
		Oct-24	Manufacturer of private-label food products and condiments
		Sep-24	Private label manufacturer of salty snacks across three countries in Europe
		Sep-24	Specialty food manufacturer and distributor offering high quality snacks for major retailers across the U.S.
		Aug-24	Manufactures tortilla chips, popcorn and other snacks under private label and proprietary brand names

Source: S&P Capital IQ, as of 9/30/24



PUBLIC COMPANY VALUATION & OPERATING METRICS

Protein & Produce

Operational Metrics

Company	LTM	LTM Gross	LTM EBITDA	Debt / LTM	Revenue			EBITDA			EPS		
	Revenue	Margin	Margin	EBITDA	LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Protein													
JBS S.A.	\$ 67,999	13.1 %	6.3 %	5.0x	\$ 67,999	\$ 71,310	\$ 74,364	\$ 4,260	\$ 6,020	\$ 5,556	\$ 0.33	\$ 0.79	\$ 0.74
Tyson Foods, Inc.	\$ 53,092	6.3 %	4.9 %	4.2x	\$ 53,092	\$ 53,342	\$ 54,392	\$ 2,617	\$ 3,127	\$ 3,428	\$ (0.06)	\$ 3.03	\$ 4.01
Hormel Foods Corporation	\$ 11,981	16.9 %	11.5 %	2.1x	\$ 11,981	\$ 11,974	\$ 12,281	\$ 1,377	\$ 1,425	\$ 1,536	\$ 1.43	\$ 1.59	\$ 1.76
Premium Brands Holdings Corporation	\$ 4,733	19.8 %	6.6 %	6.8x	\$ 4,733	\$ 4,641	\$ 5,046	\$ 311	\$ 427	\$ 489	\$ 1.65	\$ 2.94	\$ 3.88
Cal-Maine Foods, Inc.	\$ 2,653	28.0 %	22.4 %	0.0x	\$ 2,653	\$ 2,839	\$ 2,150	\$ 594	\$ 499	\$ 300	\$ 8.73	\$ 11.41	\$ 3.85
Beyond Meat, Inc.	\$ 323	5.9 %	(36.9)%	NM	\$ 323	\$ 326	\$ 338	(\$119)	(\$96)	(\$77)	\$ (4.18)	\$ (2.13)	\$ (1.60)
Vital Farms, Inc.	\$ 576	37.4 %	12.3 %	0.3x	\$ 576	\$ 601	\$ 711	\$ 71	\$ 80	\$ 94	\$ 1.18	\$ 1.09	\$ 1.17
Mean	\$ 20,194	18.2 %	3.9 %	3.1x	\$ 20,194	\$ 20,719	\$ 21,326	\$ 1,302	\$ 1,641	\$ 1,618	\$ 1.30	\$ 2.67	\$ 1.97
Median	\$ 4,733	16.9 %	6.6 %	3.1x	\$ 4,733	\$ 4,641	\$ 5,046	\$ 594	\$ 499	\$ 489	\$ 1.18	\$ 1.59	\$ 1.76
Produce													
Dole plc	\$ 8,360	8.5 %	4.2 %	3.7x	\$ 8,360	\$ 8,268	\$ 8,340	\$ 348	\$ 382	\$ 390	\$ 1.97	\$ 1.24	\$ 1.44
Fresh Del Monte Produce Inc.	\$ 4,276	8.1 %	5.5 %	1.9x	\$ 4,276	\$ 4,306	\$ 4,416	\$ 237	\$ 250	\$ 282	\$ 0.32	\$ 2.59	\$ 2.88
Mission Produce, Inc.	\$ 1,138	10.9 %	7.3 %	2.9x	\$ 1,138	\$ 1,110	NA	\$ 84	\$ 87	NA	\$ 0.33	\$ 0.44	NA
Calavo Growers, Inc.	\$ 1,012	7.2 %	2.3 %	2.6x	\$ 1,012	\$ 681	\$ 692	\$ 24	\$ 48	\$ 53	\$ (0.47)	\$ 1.68	\$ 1.90
Limoneira Company	\$ 189	8.5 %	(0.8)%	NM	\$ 189	\$ 190	NA	(\$1)	\$ 24	NA	\$ 0.29	\$ 0.35	NA
Mean	\$ 2,995	8.7 %	3.7 %	2.8x	\$ 2,995	\$ 2,911	\$ 4,483	\$ 138	\$ 158	\$ 241	\$ 0.49	\$ 1.26	\$ 2.07
Median	\$ 1,138	8.5 %	4.2 %	2.7x	\$ 1,138	\$ 1,110	\$ 4,416	\$ 84	\$ 87	\$ 282	\$ 0.32	\$ 1.24	\$ 1.90
Group Mean	\$ 13,028	14.2 %	3.8 %	2.9x	\$ 13,028	\$ 13,299	\$ 16,273	\$ 817	\$ 1,023	\$ 1,205	\$ 0.96	\$ 2.09	\$ 2.00
Group Median	\$ 3,464	9.7 %	5.9 %	2.7x	\$ 3,464	\$ 3,573	\$ 4,731	\$ 274	\$ 316	\$ 345	\$ 0.33	\$ 1.42	\$ 1.83

Valuation Metrics

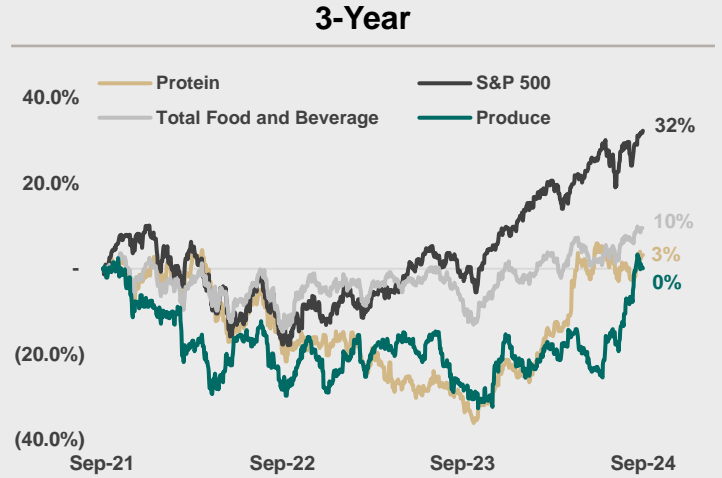
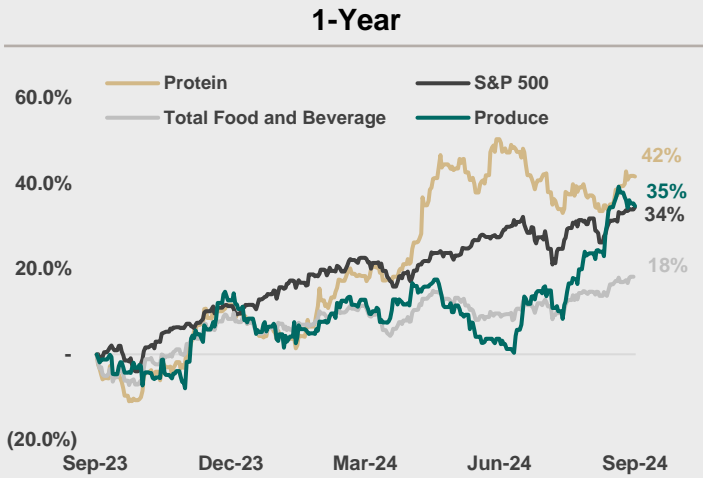
Company	9/30/2024	52-Week	Market	EV	EV / Revenue			EV / EBITDA			P / E		
	Share Price	% of High	Cap.		LTM	CY 2024	2025E	LTM	CY 2024	2025E	LTM	CY 2024	2025E
Protein													
JBS S.A.	\$5.81	82.2 %	\$ 12,885	\$ 31,308	0.46x	0.44x	0.42x	7.3x	5.3x	5.7x	17.8x	7.7x	8.1x
Tyson Foods, Inc.	\$59.56	89.1 %	\$ 21,193	\$ 29,758	0.56x	0.56x	0.55x	11.4x	9.5x	8.7x	NM	19.6x	14.9x
Hormel Foods Corporation	\$31.70	82.8 %	\$ 17,383	\$ 19,691	1.64x	1.64x	1.60x	14.3x	13.8x	12.8x	22.2x	20.0x	18.0x
Premium Brands Holdings Corporation	\$70.89	98.4 %	\$ 3,148	\$ 5,202	1.12x	1.09x	1.00x	17.1x	11.4x	10.2x	38.2x	21.0x	16.3x
Cal-Maine Foods, Inc.	\$74.84	98.9 %	\$ 3,670	\$ 2,913	1.10x	1.03x	1.35x	4.9x	5.8x	9.7x	8.6x	6.6x	17.6x
Beyond Meat, Inc.	\$6.78	55.9 %	\$ 441	\$ 1,519	4.78x	4.67x	4.45x	NM	NM	NM	NM	NM	NM
Vital Farms, Inc.	\$35.07	72.4 %	\$ 1,577	\$ 1,446	2.67x	2.42x	2.04x	19.7x	17.9x	15.2x	32.8x	33.1x	29.8x
Mean	\$40.66	82.8 %	\$ 8,614	\$ 13,120	1.76x	1.69x	1.63x	12.5x	10.6x	10.4x	23.9x	18.0x	17.4x
Median	\$35.07	82.8 %	\$ 3,670	\$ 5,202	1.12x	1.09x	1.35x	12.8x	10.5x	9.9x	22.2x	19.8x	16.9x
Produce													
Dole plc	\$16.29	95.2 %	\$ 1,547	\$ 2,752	0.33x	0.33x	0.33x	7.9x	7.2x	7.1x	8.3x	13.1x	11.3x
Fresh Del Monte Produce Inc.	\$29.54	96.6 %	\$ 1,416	\$ 1,858	0.44x	0.44x	0.43x	8.3x	7.6x	7.2x	NM	12.7x	11.7x
Mission Produce, Inc.	\$12.82	94.1 %	\$ 909	\$ 1,124	0.99x	1.02x	NA	13.5x	13.2x	NA	38.8x	32.5x	NA
Calavo Growers, Inc.	\$28.53	91.3 %	\$ 510	\$ 570	0.56x	0.84x	0.86x	18.6x	12.1x	11.5x	NM	17.3x	17.2x
Limoneira Company	\$26.50	95.0 %	\$ 478	\$ 543	2.87x	2.85x	NA	NM	22.7x	NA	90.7x	NM	NA
Mean	\$22.74	94.4 %	\$ 972	\$ 1,370	1.04x	1.10x	0.54x	12.1x	12.6x	8.6x	45.9x	18.9x	13.4x
Median	\$26.50	95.0 %	\$ 909	\$ 1,124	0.56x	0.84x	0.43x	10.9x	12.1x	7.2x	38.8x	15.2x	11.7x
Group Mean	\$33.19	87.7 %	\$ 5,430	\$ 8,224	1.46x	1.44x	1.30x	12.3x	11.5x	9.8x	32.2x	18.4x	16.1x
Group Median	\$29.04	92.7 %	\$ 1,562	\$ 2,305	1.04x	1.02x	0.93x	12.4x	11.4x	9.7x	27.5x	18.5x	16.3x



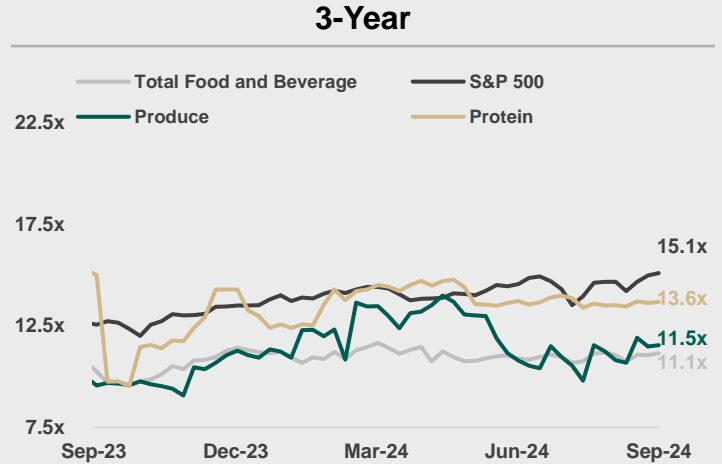
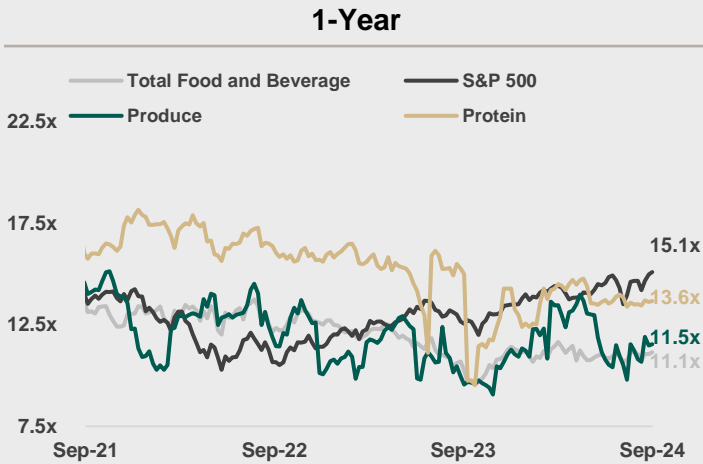
PUBLIC COMPANY VALUATION & OPERATING METRICS

Protein & Produce

Indexed Stock Performance



EV / NTM EBITDA Multiple



Recent Transactions

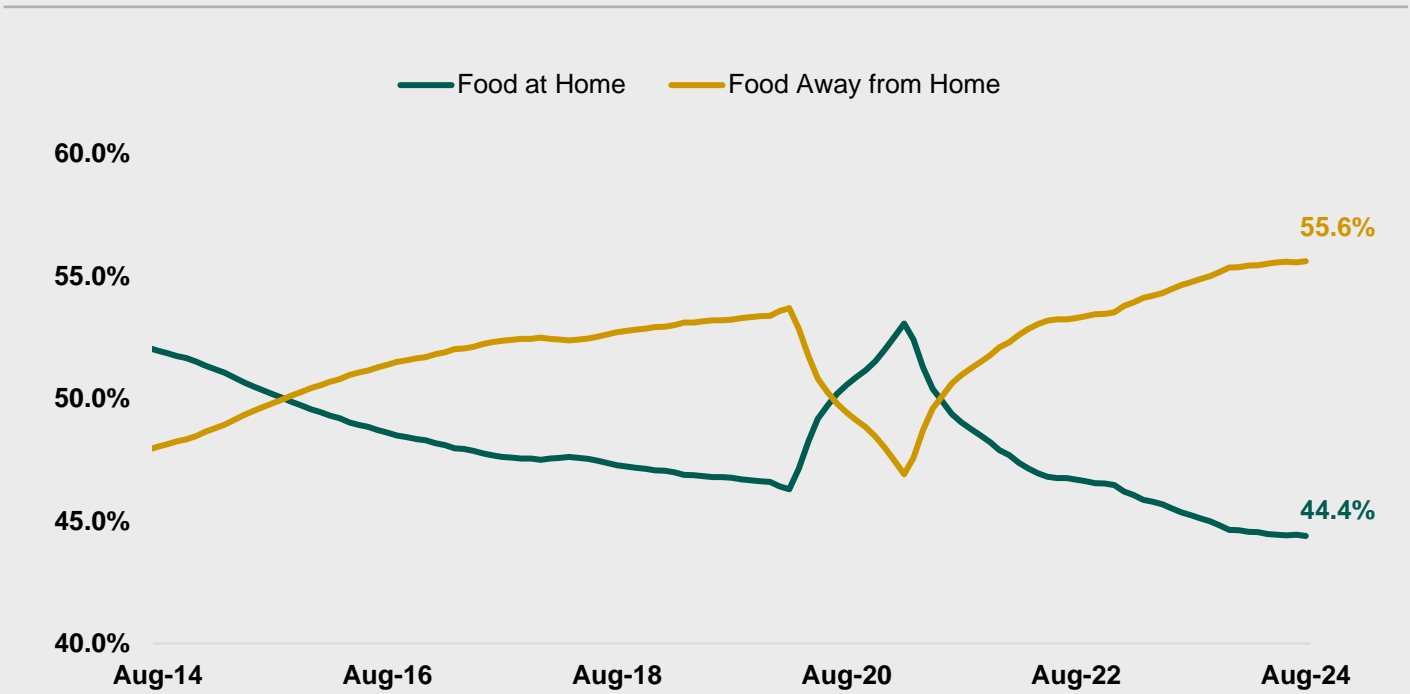
Target	Buyer	Date	Target / Transaction Description
		Oct-24	Manufacturer of pea protein "Chicken" nuggets and traditional meat items
		Aug-24	Smoked meat snacks producer based in Colorado
Baird Produce		Aug-24	Regional wholesale produce supplier in Tampa, Florida
	MANNATREE	Jul-24	Pioneer and leading brand of 100% organic grass-fed, 100% pasture-raised beef

Source: S&P Capital IQ, as of 9/30/24

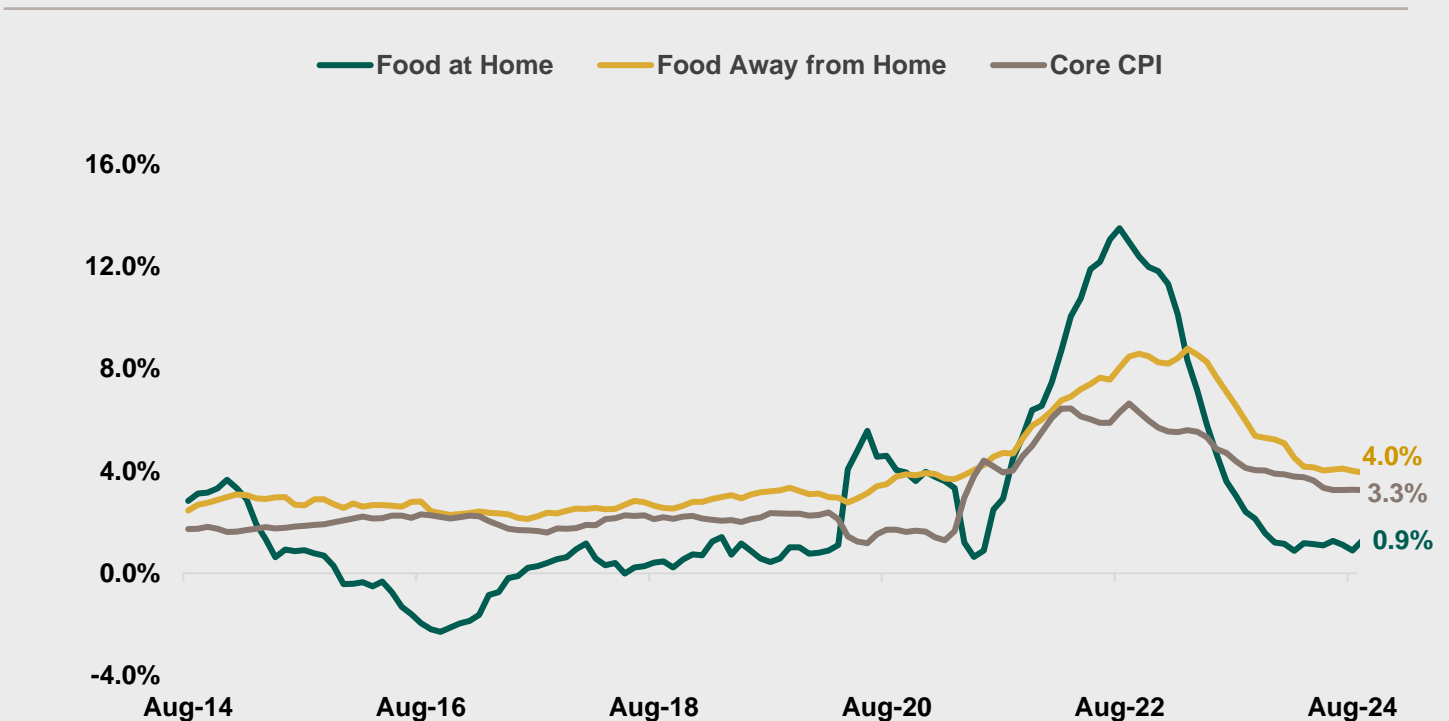


KEY MACRO TRENDS

Food Sales Mix¹



Inflation Trends²

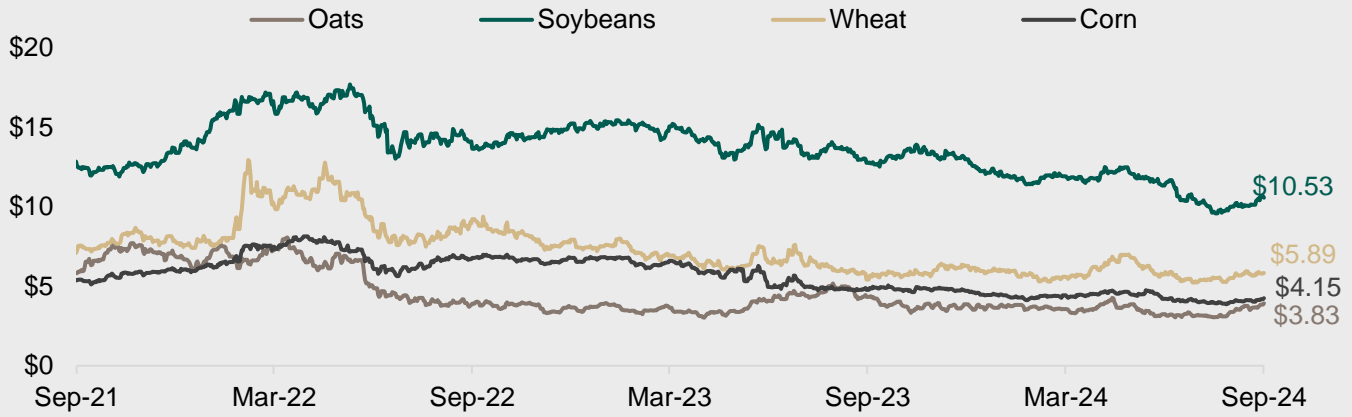


1. USDA Economic Research Service
 2. Federal Reserve Economic Data (FRED)

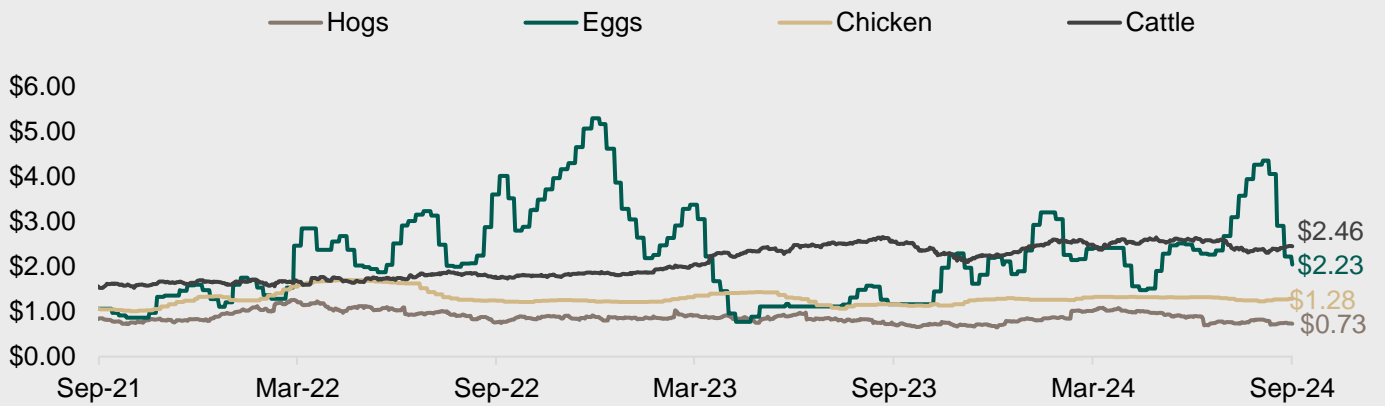


INPUT PRICING TRENDS

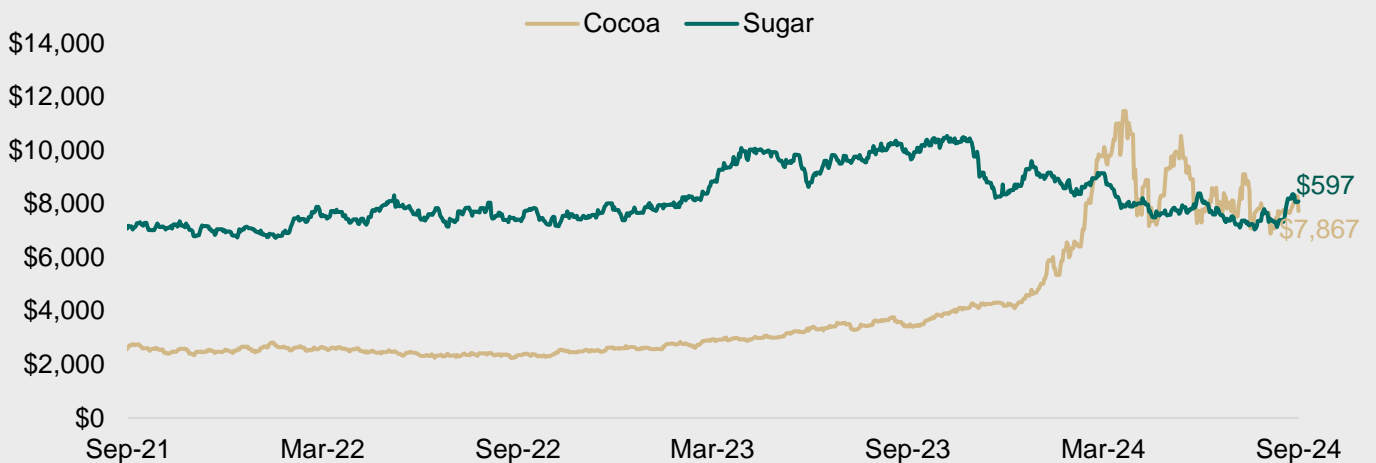
Commodity Price Index (\$ Per Bushel)



Protein Price Index (\$ Per lbs.)



Sugar & Cocoa Index (\$ Per MT)



Source: S&P Capital IQ, as of 9/30/24

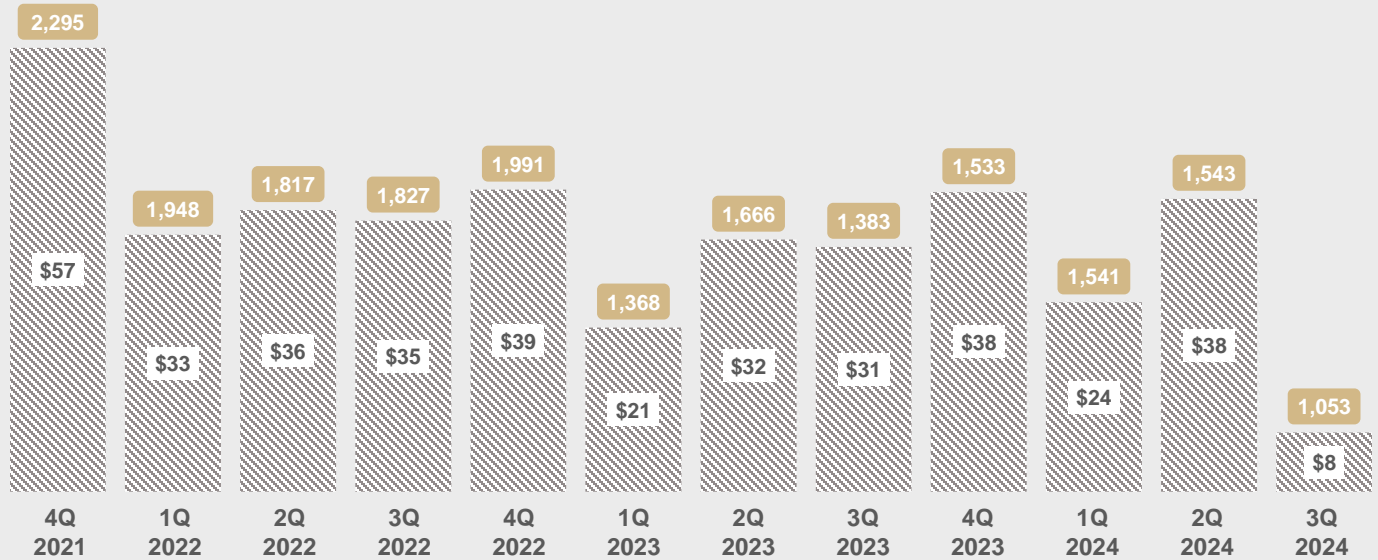


QUARTERLY MIDDLE MARKET M&A VOLUME

Quarterly Consumer Middle Market M&A Volume

Aggregate Deal Value (\$ Billions)

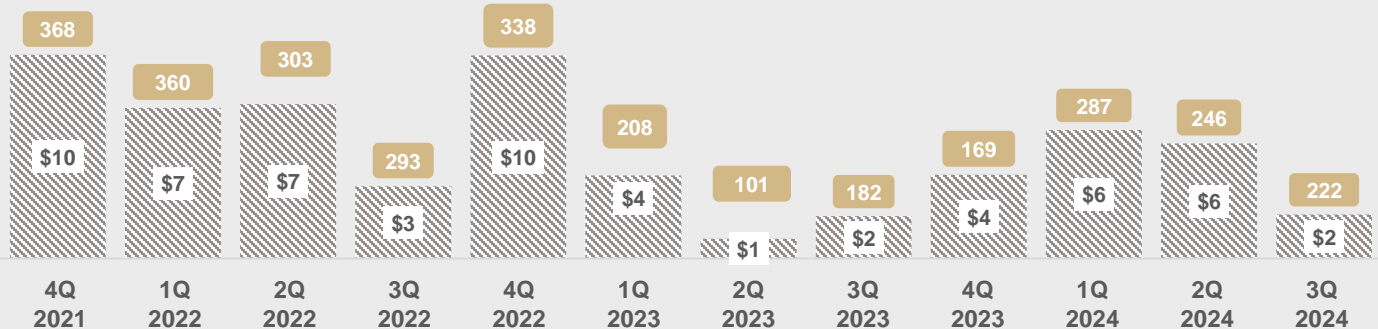
Deal Volume



Quarterly F&B Middle Market M&A Volume

Aggregate Deal Value (\$ Billions)

Deal Volume



Source: S&P Capital IQ, as of 9/30/24



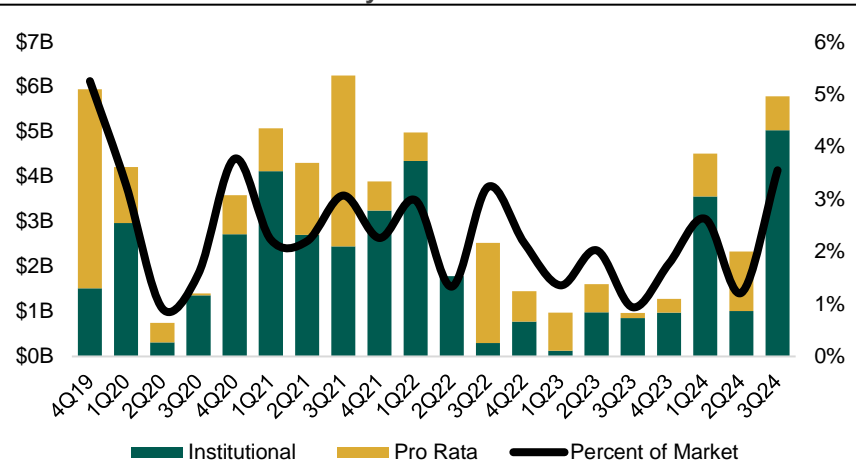
Food & Beverage (F&B) Debt Capital Markets Update

Loan volume in the F&B sector continues to surge in 2024 with refinancing activity continuing to drive a majority of loan activity in the sector representing 62.0% of YTD 2024 loan volume through September 2024. LBO, dividend recaps / distributions, and acquisition activity drove the remaining F&B YTD 2024 loan volume of 24.8%, 8.6%, and 4.6%, respectively. The rebound in F&B transaction volume in YTD 2024 resulted from steadily decelerating inflation and food costs, the recent Fed interest rate cut, a normalization of pricing expectations between buyers and sellers in the M&A market as well as general debt maturities coming due. In contrast, 2022 and 2023 transaction volume was suppressed by supply-chain disruptions and high labor costs.

F&B Loan Volume

3Q24 F&B loan volume saw a significant uptick with \$5.8B of 3Q24 loan volume exceeding the \$4.8B of new issuance for the full-year 2023 and the highest quarter since 3Q21. 3Q24 F&B loan volume was up \$3.5B from 2Q24 and up \$4.8B from 3Q23. 3Q24 saw \$5.0B of institutional volume, up from \$1.0B in 2Q24 and \$0.9B in 3Q23. While election headwinds may temporarily suppress overall transaction activity, the recent 50 bps interest rate cut in September 2024 and supply of capital needing to be deployed should continue to fuel F&B new-issue loan volume for the foreseeable future.

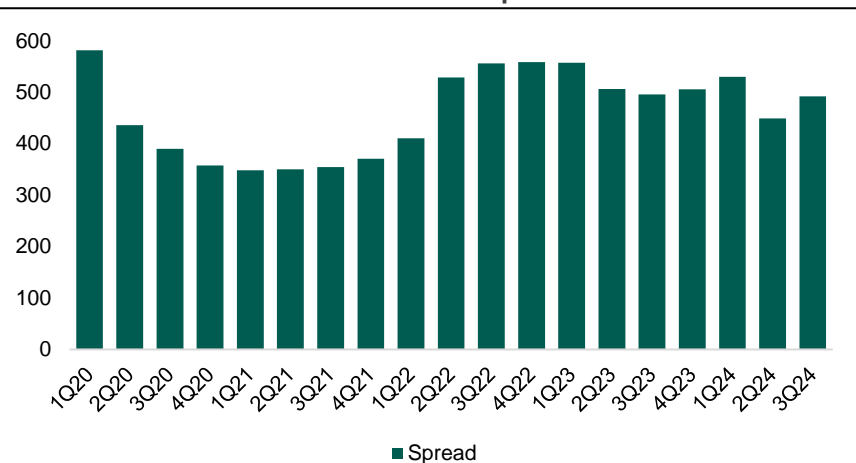
Quarterly F&B Loan Volume



F&B New-Issue Spreads

The average spread on new-issue F&B loans in 3Q24 was 492 bps over SOFR, up 43 bps from 449 bps in 2Q24 and down 4 bps from 496 bps in 3Q23. F&B credit spreads have tightened since 2022 due to increased activity in the sector driven by a recent uptick in sector M&A activity and cooling inflation. The recent 50 bps Fed interest rate cut and the expectation for continued interest rate cuts over the next year should allow for borrowers to see all-in borrowing costs decrease with the reduction in the base rate assuming credit spreads remain at or below current levels.

F&B New-Issue Spreads



F&B Loan Pipeline

Launch Date	Issuer Name	Industry	Type / Deal Size (\$M)	Coupon / SOFR Floor	Leverage	Facility Ratings	Sponsor	Lead Agent
8/26/2024	Sun Orchard	Food Products	RC: \$15 TL: \$210	(SOFR + 500 / NA)	NA	NR	Centre Partners	Recap
8/8/2024	Hishho Sushi	Food Products	RC: \$10 TL: \$55	(SOFR + 550 / NA)	NA	NR	Brentwood Associates	Recap
7/10/2024	Sugar Foods Corp.	Food Products	TL: \$100	(SOFR + 525 / 1.00%)	NA	NR	Pritzker Private Capital	Corporate

Sources: PitchBook Leveraged Commentary & Data, KBRA Direct Lending Deals (DLD)



FOOD & BEVERAGE TEAM

To speak with us regarding plans for capital, acquisitions, or succession, please contact one of our investment bankers.



Danny Friedman

MANAGING DIRECTOR

dfriedman@dadco.com



Jonathan Leong

MANAGING DIRECTOR

jleong@dadco.com



Ish Alg

DIRECTOR

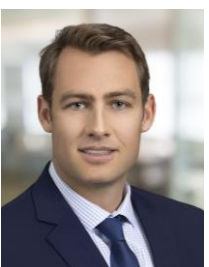
alg@mcfcorpfin.com



Steven Orr

VICE PRESIDENT

sorr@dadco.com



Will Prioleau

VICE PRESIDENT

wprioleau@dadco.com



D.A. DAVIDSON CONSUMER TEAM



Joe Schimmelpfennig

HEAD OF CONSUMER,
MANAGING DIRECTOR
jschim@dadco.com



Danny Friedman

MANAGING DIRECTOR
dfriedman@dadco.com



John Jameson

MANAGING DIRECTOR
jjameson@dadco.com



Michael Smith

MANAGING DIRECTOR
msmith@dadco.com



Jonathan Leong

MANAGING DIRECTOR
jleong@dadco.com



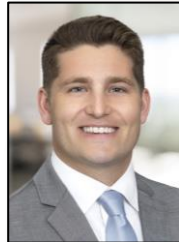
Austin Black

VICE PRESIDENT
ablack@dadco.com



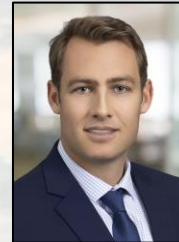
David Lawless

VICE PRESIDENT
dlawless@dadco.com



Steven Orr

VICE PRESIDENT
sorr@dadco.com



Will Prioleau

VICE PRESIDENT
wprioleau@dadco.com

MCF CORPORATE FINANCE CONSUMER TEAM



Stefan Mattern

PARTNER
mattern@mcfcorpfin.com



Ish Alg

DIRECTOR
alg@mcfcorpfin.com



Nicolas Witt

DIRECTOR
witt@mcfcorpfin.com



Ilkka Heikkilä

ASSOCIATE DIRECTOR
heikkila@mcfcorpfin.com

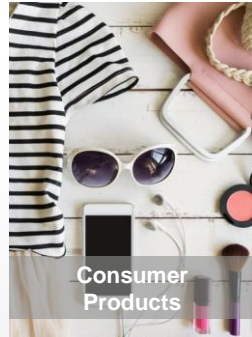


Xavier Hildebrand

ASSOCIATE DIRECTOR
hildebrand@mcfcorpfin.com



D.A. DAVIDSON CONSUMER INDUSTRY REPORTS



ATLANTA BOSTON CHICAGO DENVER GREAT FALLS NEW YORK CITY ORANGE COUNTY PORTLAND SALT LAKE CITY SEATTLE



FRANKFURT HAMBURG HELSINKI LONDON STOCKHOLM

This report is proprietary to D.A. Davidson and may not be reproduced, distributed, or used for any other purpose without the written consent of D.A. Davidson & Co.

The information contained in this report has been obtained from sources believed to be accurate and complete. However, because of the possibility of human and/or mechanical error, the accuracy and completeness of the report, and the opinions based therein, are not and cannot be guaranteed.

This report is provided for informational purposes only. It is not to be construed as an offer to buy or sell or a solicitation of an offer to buy or sell any financial instruments or to participate in any particular trading strategy.

Testimonials may not be representative of the experience of all clients. Testimonials are not a guarantee of future performance or success.



D|A|DAVIDSON

D.A. Davidson Companies is an employee-owned financial services firm offering a range of financial services and advice to individuals, corporations, institutions and municipalities nationwide. Founded in 1935 with corporate headquarters in Great Falls, Montana, and regional headquarters in Denver, Los Angeles, New York, Omaha and Seattle, the company has approximately 1,600 employees and offices in 29 states.

D.A. Davidson & Co.'s Investment Banking division is a leading full-service investment bank that offers comprehensive financial advisory and capital markets expertise. The group has extensive experience serving middle market clients worldwide across four industry verticals: consumer, diversified industrials, financial institutions, and technology.

Please visit our [website](#) for additional information.



Together with its European partner, MCF Corporate Finance, D.A. Davidson originates and executes transatlantic M&A transactions under the common brand of D.A. Davidson MCF International.

Please visit the D.A. Davidson MCF International [website](#) for additional information.

MCF Corporate Finance office locations are Frankfurt, Hamburg, Helsinki, London, and Stockholm. Visit the [MCF website](#) for additional information.