

FOOD & BEVERAGE M&A PULSE

THIRD QUARTER 2022



Q3'22

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Food & Beverage Coverage Team

ABOUT PMCF

PMCF is an investment bank focused exclusively on middle market transactions with professionals in Chicago, Detroit, Denver, and across the globe through Corporate Finance International™ affiliates. Offering a depth of advisory services, PMCF helps clients worldwide meet their sale, acquisition, financing, and strategic growth objectives. Additional information on PMCF can be found by visiting our website, pmcf.com.

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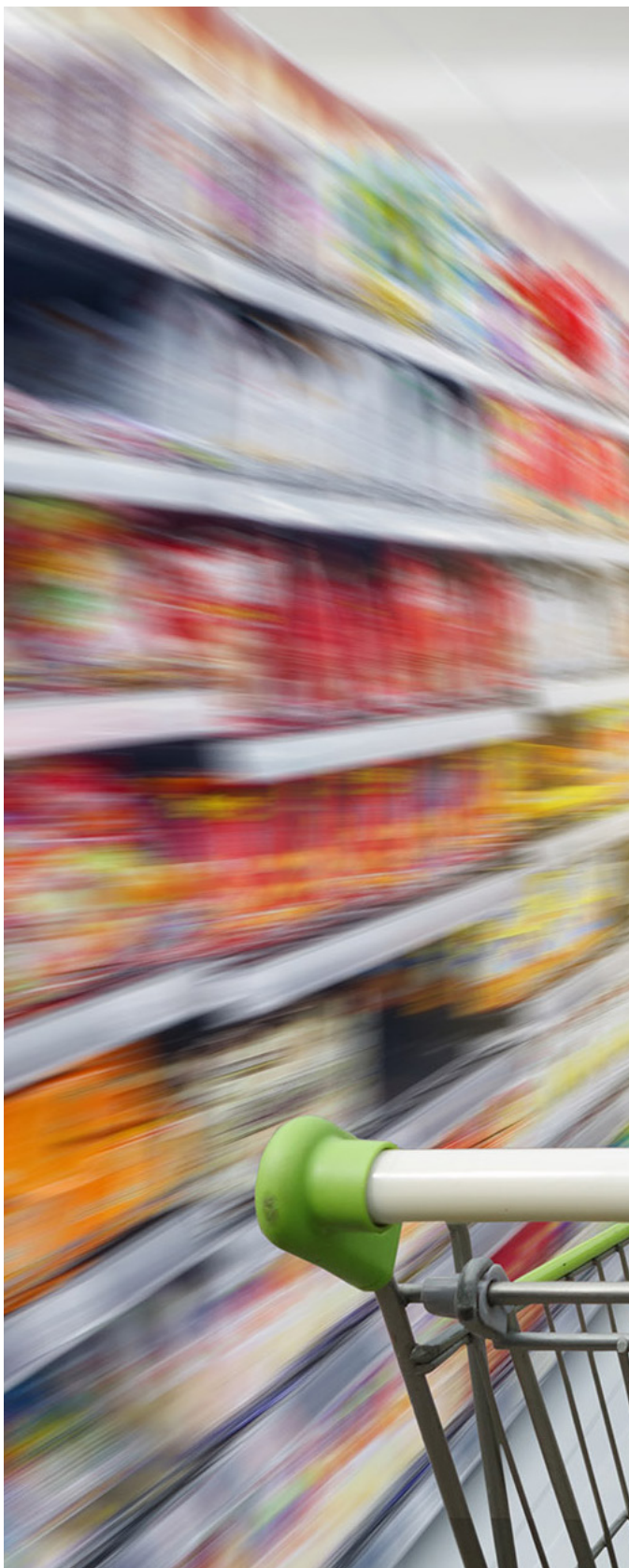


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SELECT PMCF FOOD & BEVERAGE TRANSACTIONS

| | | | | |
|--|---|--|---|---|
| <p><i>Contract Food Manufacturer</i></p> <p>has been acquired by</p> <p><i>Food & Beverage Private Equity Fund</i></p> | <p> INGREDIENT DISTRIBUTORS, INC. Ingredient Sourcing & Custom Premix Blending Specialists</p> <p>has been acquired by</p> <p><i>Associated</i> FEED & SUPPLY CO.</p> | <p> Structural Concepts</p> <p>has been acquired by</p> <p>MASON  WELLS</p> | <p><i>La Guadalupeana</i> Specialty Quality Since 1955</p> <p>has been acquired by</p> <p>KCP KIRTLAND CAPITAL PARTNERS</p> <p>in conjunction with the acquisition & merger of</p> <p><i>El Rancho</i></p> | <p><i>Hilliers</i></p> <p>has been acquired by</p> <p> Kroger</p> |
|--|---|--|---|---|

What We're Discussing with Clients



1

Companies with deep management benches and clear management succession strategies are well-positioned with buyers in an increasingly complex M&A environment. Active shareholders should invest in a “next person up” manner to ensure smooth management transition at key positions. Strategies include mentoring, transitioning customer relationships, and delegating primary responsibilities to ensure there is an heir apparent for key positions, prior to launching a sale process.

2

Despite concerns of a potential recession, businesses do not need to feel like they should rush to market. More important to securing an optimal exit outcome is ensuring the business is ready to transact, irrespective of market conditions. Once the business is ready, understanding shareholder transaction objectives and designing a process to achieve those outcomes is critical to a successful sale.

3

With high interest rates and conservative lender behavior, financing is one of the leading causes of deals not closing. Buyers can differentiate themselves by eliminating financing contingencies with a proven ability to close with all equity. Sellers can help maintain healthy valuations through creative structures including seller notes, or equity roll overs.

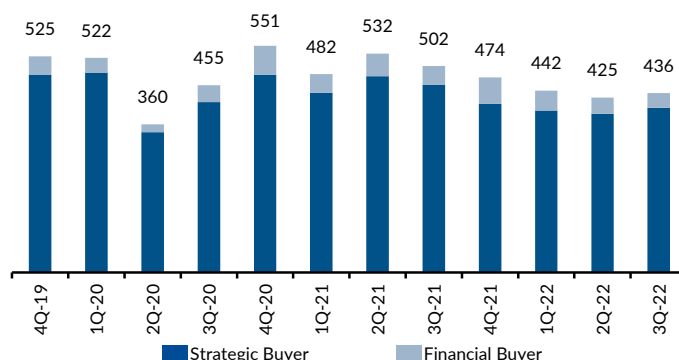
Q3 2022 M&A Market Summary

Global Food & Beverage M&A Remains Steady

- Global Food & Beverage M&A deal volume increased for the first time in five quarters, increasing 2.6% in Q3-22 compared to Q2-22. However, the 436 total deals in Q3-22 was still ~13% less relative to the prior year period.
- On the other hand, U.S. Food & Beverage M&A deal activity experienced a decrease, totaling 135 deals in Q3-22 compared to 159 deals in Q2-22. While deal volume through the first three quarters of 2022 remain behind that of 2021, it can be partially attributed to the robust M&A time period experienced post-pandemic.
- Strategic buyers represented ~93% of all Q3-22 Food & Beverage M&A transactions in the U.S., slightly higher than the three-year average of ~90% for this buyer group.
- Overall, F&B deal activity has been subdued through the first three quarters of 2022 as buyers heed caution given numerous headwinds that remain including supply chain shortages, increasing inflation, rising interest rates, and a potential recession looming. Despite these challenges, consumer demand remains steady and F&B has shown resiliency during previous uncertain economic times, leading to a favorable M&A outlook for industry participants.

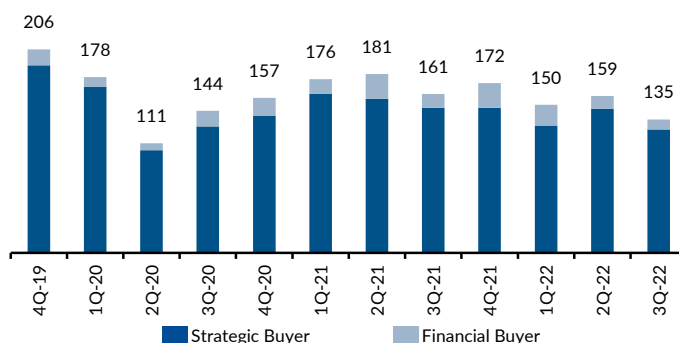
GLOBAL F&B M&A ACTIVITY⁽¹⁾

(deal volume in actuals)



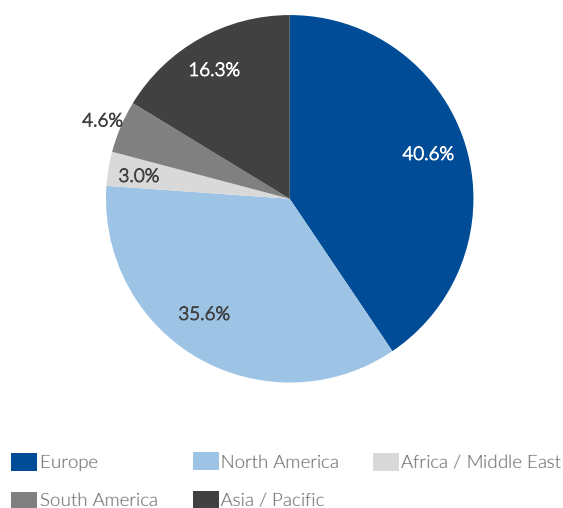
U.S. F&B M&A ACTIVITY⁽¹⁾

(deal volume in actuals)



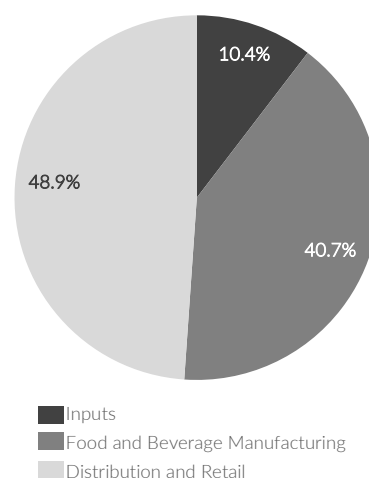
F&B M&A ACTIVITY BY REGION - GLOBAL⁽¹⁾

(Q3-2022)



F&B M&A ACTIVITY BY SEGMENT - U.S.⁽¹⁾

(Q3-2022)



Source: S&P Capital IQ Data.

¹⁾ Transactions with no reported enterprise value ("EV") and transactions with reported EV up to \$500M.

Macroeconomic Trends & Signals

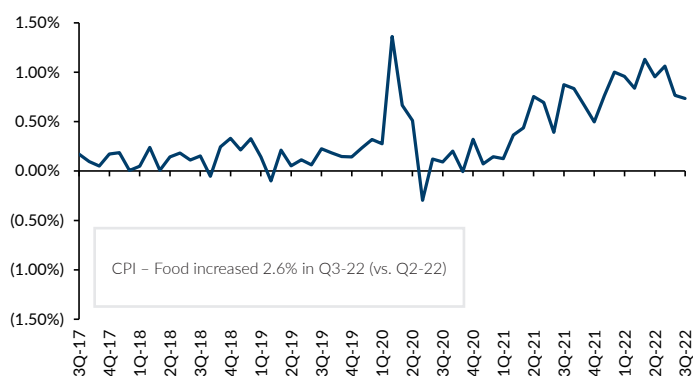
INFLATION TRENDS

- Underlying inflation continued to increase through Q3-22. The CPI – Food index saw a 2.6% increase QoQ, as sustained supply chain challenges and product shortages result in higher prices across the F&B industry.

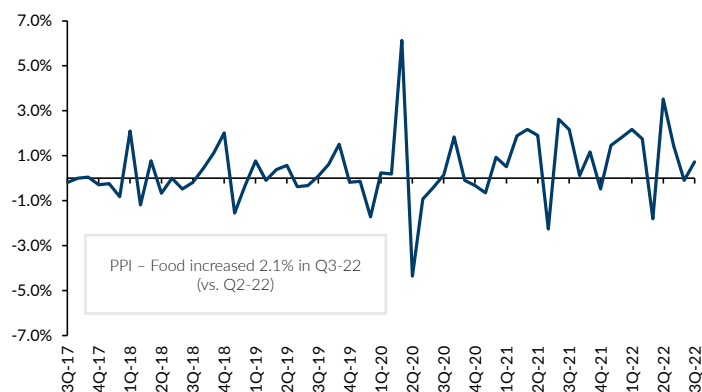
INFLATION DATA

(month-over-month % change)

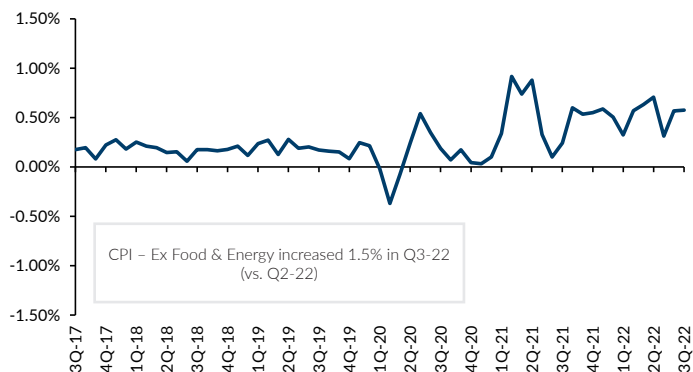
CPI – FOOD



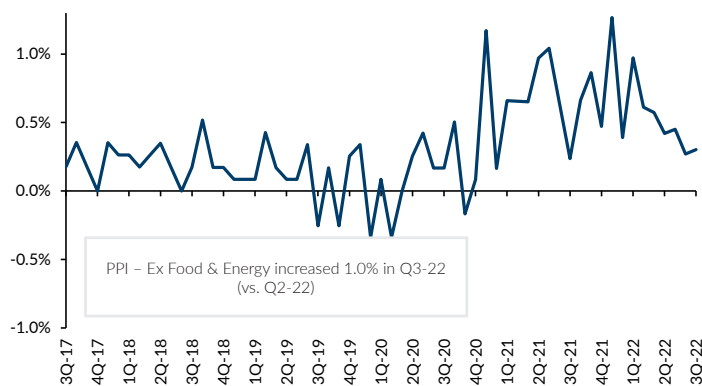
PPI – FOOD



CPI – EX FOOD & ENERGY

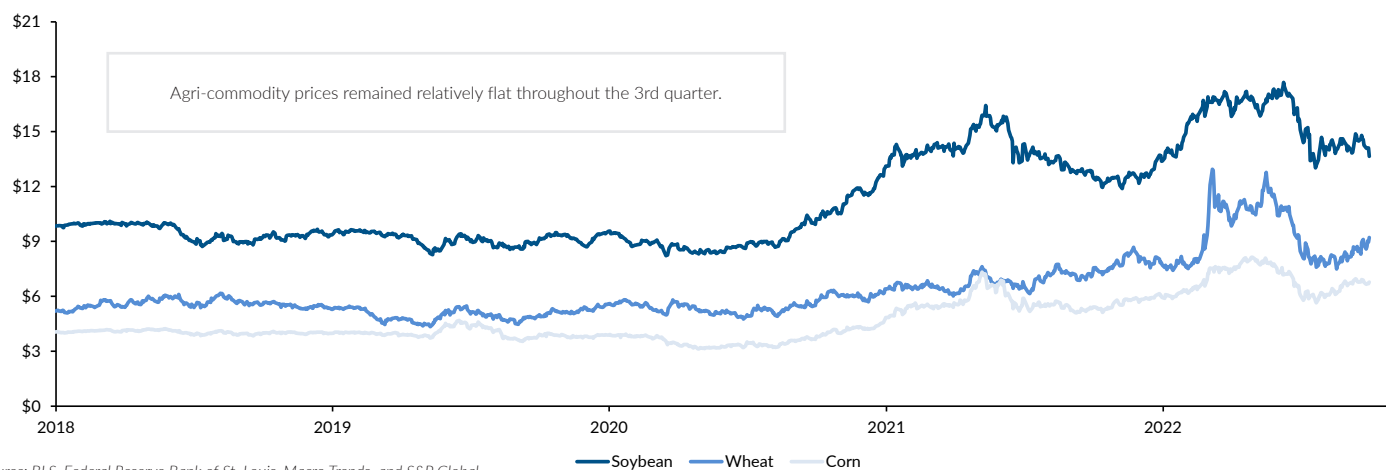


PPI – EX FOOD & ENERGY



AGRI-COMMODITIES DATA

(\$ in bushels)



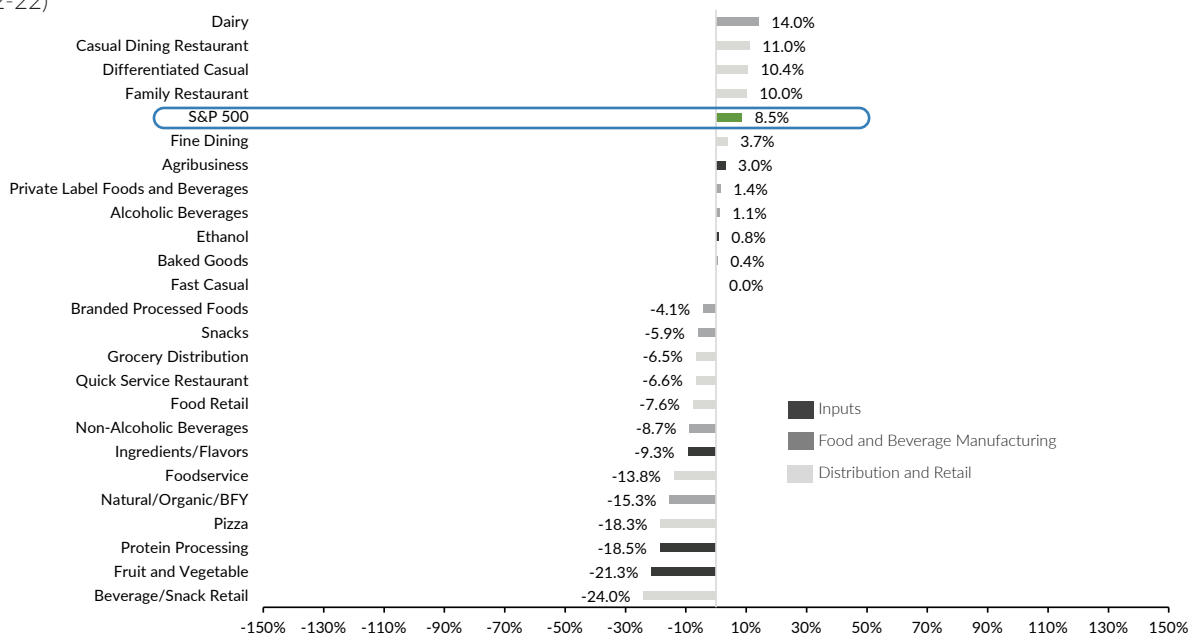
Source: BLS, Federal Reserve Bank of St. Louis, Macro Trends, and S&P Global.

Key Food & Beverage Trading Statistics

| | Industry & Segment | Stock Price % Change | | EV/EBITDA % Change | | Current Valuation Stats | | | Net Debt/ |
|-----------------------|-----------------------------------|----------------------|--------|--------------------|--------|-------------------------|--------|-----------|------------|
| | | 3 Month | 1 Year | 3 Month | 1 Year | Fwd PE | TTM PE | EV/EBITDA | TTM EBITDA |
| Inputs | Agribusiness | 3.0% | 17.8% | -15.5% | -23.1% | 8.9x | 15.1x | 5.8x | 1.2x |
| | Ethanol | 0.8% | -24.2% | 7.2% | 27.5% | 21.4x | 55.1x | 20.1x | 3.8x |
| | Fruit and Vegetable | -21.3% | -17.0% | -8.4% | 9.2% | 15.4x | 22.4x | 7.6x | 2.2x |
| | Protein Processing | -18.5% | -17.0% | -16.2% | -34.7% | 7.2x | 11.8x | 4.3x | 1.2x |
| | Ingredients/Flavors | -9.3% | -21.4% | -7.5% | -25.3% | 19.9x | 35.8x | 13.3x | 2.3x |
| Food & Beverage Mfg. | Branded Processed Foods | -4.1% | -5.0% | -1.5% | 1.7% | 16.2x | 21.8x | 12.1x | 2.8x |
| | Private Label Foods and Beverages | 1.4% | 6.4% | 11.0% | 42.4% | 16.7x | 32.2x | 11.6x | 2.9x |
| | Snacks | -5.9% | -5.8% | -3.2% | -6.1% | 0.0x | 40.6x | 16.2x | 1.3x |
| | Natural/Organic/BFY | -15.3% | -7.2% | -5.1% | -18.8% | 20.2x | 24.0x | 15.5x | 4.8x |
| | Baked Goods | 0.4% | 4.5% | 1.5% | 6.6% | 22.9x | 27.8x | 8.3x | 2.2x |
| | Dairy | 14.0% | -17.3% | 9.1% | 3.1% | 19.4x | 23.1x | 11.9x | 2.4x |
| | Specialty-Pet | -9.3% | -44.9% | -13.1% | -6.6% | 12.2x | 19.0x | NA | 3.0x |
| | Non-Alcoholic Beverages | -8.7% | -11.9% | -4.9% | -7.8% | 22.5x | 35.6x | 16.2x | 2.0x |
| | Alcoholic Beverages | 1.1% | -0.5% | -5.4% | -16.2% | 19.6x | 30.2x | 16.3x | 2.6x |
| | Grocery Distribution | -6.5% | 1.7% | -3.3% | 24.6% | 8.6x | 15.8x | 7.4x | 3.9x |
| Distribution & Retail | Food Retail | -7.6% | 8.2% | -6.0% | -8.6% | 11.0x | 15.2x | 5.9x | 2.4x |
| | Foodservice | -13.8% | -11.1% | -9.6% | -31.9% | 12.9x | 44.7x | 12.4x | 3.5x |
| | Quick Service Restaurant | -6.6% | -11.1% | -0.7% | -8.0% | 20.5x | 31.9x | 15.6x | 5.7x |
| | Fast Casual | 0.0% | -33.2% | 8.9% | -32.3% | 30.9x | 67.8x | 8.1x | 3.3x |
| | Differentiated Casual | 10.4% | -32.1% | 13.3% | -37.5% | 15.4x | 15.7x | 7.6x | 4.7x |
| | Casual Dining Restaurant | 11.0% | -24.2% | 11.1% | -24.0% | 9.9x | 12.5x | 8.3x | 3.0x |
| | Family Restaurant | 10.0% | -42.4% | 9.7% | -41.1% | 16.1x | 18.6x | 8.9x | 4.3x |
| | Pizza | -18.3% | -39.9% | -14.9% | -34.7% | 22.0x | 38.9x | 15.7x | 4.9x |
| | Fine Dining | 3.7% | -18.6% | -0.8% | -30.0% | 11.8x | 17.4x | 6.9x | 2.0x |
| | Beverage/Snack Retail | -24.0% | -47.3% | 9.2% | -28.7% | 13.5x | 29.7x | 12.6x | 2.3x |
| Overall Median | | -5.9% | -17.0% | -3.2% | -16.2% | 16.1x | 24.0x | 11.8x | 2.8x |

MEDIAN 3-MONTH CHANGE IN STOCK PRICE⁽¹⁾

(Q3-22 vs. Q2-22)



Source: Capital IQ, Company filings, news reports, and PMCF research.

(1) Industry and segment returns are based on price-weighted performance; S&P is market-weighted.

Companies included in this specific segment statistics are outlined on the following pages

Food & Beverage Public Trading Comparables

| (\$ in Millions) | | | | | | | | | | | | |
|---|-----------------------|-------------|------------------|-------------|------------------|------------|------------------|-------------------|---------------------|--------------|------------------|------------------|
| Company Name | Headquarters Location | Market Cap. | Enterprise Value | TTM Revenue | TTM Gross Profit | TTM EBITDA | TTM Gross Margin | TTM EBITDA Margin | Net Debt/TTM EBITDA | EV/Revenue | EV/EBITDA Q3 '22 | EV/EBITDA Q3 '21 |
| Inputs | | | | | | | | | | | | |
| Agribusiness | | | | | | | | | | | | |
| Archer-Daniels-Midland Company | United States | \$52,890 | \$61,750 | \$98,707 | \$7,458 | \$5,277 | 7.6% | 5.3% | 1.5x | 0.63x | 9.4x | 9.6x |
| Bunge Limited | United States | 14,790 | 20,547 | 67,255 | 3,830 | 2,935 | 5.7% | 4.4% | 1.0x | 0.31x | 4.1x | 6.0x |
| CF Industries Holdings, Inc. | United States | 20,970 | 24,723 | 11,118 | 5,760 | 6,439 | 51.8% | 57.9% | 0.2x | 2.22x | 3.7x | 9.4x |
| The Mosaic Company | United States | 16,863 | 20,315 | 16,555 | 5,332 | 5,575 | 32.2% | 33.7% | 0.6x | 1.23x | 3.4x | 7.1x |
| Darling Ingredients Inc. | United States | 12,499 | 15,519 | 5,513 | 1,412 | 1,008 | 25.6% | 18.3% | 2.7x | 2.82x | 10.0x | 11.8x |
| The Andersons, Inc. | United States | 1,229 | 2,386 | 16,431 | 708 | 405 | 4.3% | 2.5% | 2.7x | 0.15x | 7.4x | 8.4x |
| Agribusiness Median | | | | | | | 16.6% | 11.8% | 1.2x | 0.93x | 5.8x | 8.9x |
| Ethanol | | | | | | | | | | | | |
| Green Plains Inc. | United States | \$1,838 | \$2,313 | \$3,551 | \$130 | \$22 | 3.7% | 0.6% | 7.5x | 0.65x | 34.7x | 20.5x |
| Alto Ingredients, Inc. | United States | 303 | 312 | 1,361 | 52 | 47 | 3.8% | 3.5% | 0.2x | 0.23x | 5.5x | 6.4x |
| Origin Materials, Inc. | United States | 733 | 340 | - | - | (30) | NM | NM | NM | 0.00x | NM | NM |
| Ethanol Median | | | | | | | 3.8% | 2.0% | 3.8x | 0.23x | 20.1x | 13.4x |
| Fruit and Vegetable | | | | | | | | | | | | |
| Fresh Del Monte Produce Inc. | Cayman Islands | \$1,275 | \$1,971 | \$4,420 | \$298 | \$216 | 6.7% | 4.9% | 2.2x | 0.45x | 7.6x | 7.4x |
| Calavo Growers, Inc. | United States | 608 | 698 | 1,221 | 63 | 21 | 5.2% | 1.7% | 2.7x | 0.57x | 20.2x | 18.5x |
| Seneca Foods Corporation | United States | 492 | 711 | 1,415 | 137 | 105 | 9.7% | 7.4% | 1.8x | 0.50x | 5.4x | 3.0x |
| Fruit and Vegetable Median | | | | | | | 6.7% | 4.9% | 2.2x | 0.50x | 7.6x | 7.4x |
| Protein Processing | | | | | | | | | | | | |
| Tyson Foods, Inc. | United States | \$23,937 | \$31,240 | \$52,356 | \$8,119 | \$7,099 | 15.5% | 13.6% | 0.9x | 0.60x | 4.0x | 7.3x |
| JBS S.A. | Brazil | 10,829 | 28,939 | 71,279 | 13,600 | 8,875 | 19.1% | 12.5% | 1.8x | 0.40x | 3.1x | 5.3x |
| WH Group Limited | Hong Kong | 7,224 | 11,447 | 27,360 | 4,885 | 2,555 | 17.9% | 9.3% | 1.3x | 0.42x | 4.9x | 5.7x |
| Pilgrim's Pride Corporation | United States | 5,623 | 8,487 | 17,380 | 2,069 | 2,519 | 11.9% | 14.5% | 1.1x | 0.49x | 3.9x | 8.0x |
| Seaboard Corporation | United States | 4,382 | 4,935 | 11,041 | 951 | 780 | 8.6% | 7.1% | 0.5x | 0.45x | 4.6x | 6.3x |
| Maple Leaf Foods Inc. | Canada | 1,804 | 2,970 | 3,595 | 444 | 190 | 12.3% | 5.3% | 5.7x | 0.88x | 14.7x | 9.5x |
| Cal-Maine Foods, Inc. | United States | 2,835 | 2,553 | 2,111 | 548 | 411 | 26.0% | 19.5% | NM | 1.21x | 5.9x | 52.6x |
| Industrias Bachoco, S.A.B. de C.V. | Mexico | 2,456 | 1,689 | 4,804 | 839 | 513 | 17.5% | 10.7% | NM | 0.35x | 2.9x | 2.5x |
| Protein Processing Median | | | | | | | 15.5% | 10.7% | 1.2x | 0.49x | 4.3x | 6.8x |
| Ingredients/Flavors | | | | | | | | | | | | |
| Givaudan SA | Switzerland | \$25,803 | \$30,856 | \$7,292 | \$2,968 | \$1,463 | 40.7% | 20.1% | 3.5x | 4.49x | 22.5x | 30.4x |
| Kerry Group plc | Ireland | 14,896 | 17,295 | 8,181 | 4,077 | 1,102 | 49.8% | 13.5% | 2.3x | 2.26x | 17.0x | 24.3x |
| International Flavors & Fragrances Inc. | United States | 23,781 | 36,193 | 12,635 | 4,348 | 2,627 | 34.4% | 20.8% | 4.4x | 2.86x | 12.7x | 22.5x |
| Symrise AG | Germany | 13,369 | 15,563 | 4,368 | 1,666 | 910 | 38.1% | 20.8% | 2.4x | 3.82x | 18.1x | 24.2x |
| Ingredion Incorporated | United States | 5,748 | 7,968 | 7,714 | 1,433 | 929 | 18.6% | 12.0% | 2.3x | 1.03x | 8.1x | 7.4x |
| Tate & Lyle plc | United Kingdom | 3,120 | 3,758 | 1,807 | 893 | 329 | 49.4% | 18.2% | 2.2x | 2.44x | 12.5x | 6.8x |
| Sensient Technologies Corporation | United States | 2,826 | 3,348 | 1,429 | 490 | 248 | 34.3% | 17.3% | 2.0x | 2.34x | 13.3x | 19.1x |
| Ingredients/Flavors Median | | | | | | | 38.1% | 18.2% | 2.3x | 2.44x | 13.3x | 22.5x |



Source: Capital IQ, Company filings, news reports, and PMCF research.

Food & Beverage Public Trading Comparables

| (\$ in Millions) | | | | | | | | | | | | |
|--|-----------------------|-------------|------------------|-------------|------------------|------------|------------------|-------------------|---------------------|------------|-----------|---------------|
| Company Name | Headquarters Location | Market Cap. | Enterprise Value | TTM Revenue | TTM Gross Profit | TTM EBITDA | TTM Gross Margin | TTM EBITDA Margin | Net Debt/TTM EBITDA | EV/Revenue | EV/EBITDA | Q3 '22 Q3 '21 |
| Food and Beverage Manufacturing | | | | | | | | | | | | |
| Branded Processed Foods | | | | | | | | | | | | |
| Nestlé S.A. | Switzerland | \$294,528 | \$342,430 | \$95,616 | \$44,613 | \$18,927 | 46.7% | 19.8% | 2.6x | 3.80x | 12.6x | 18.0x |
| The Kraft Heinz Company | United States | 46,535 | 65,969 | 25,813 | 8,030 | 5,861 | 31.1% | 22.7% | 2.7x | 2.56x | 8.2x | 7.9x |
| General Mills | United States | 46,836 | 58,054 | 19,171 | 6,256 | 3,762 | 32.6% | 19.6% | 2.8x | 3.03x | 14.1x | 11.3x |
| Hershey Company | United States | 47,575 | 52,578 | 9,725 | 4,320 | 2,562 | 44.4% | 26.3% | 1.9x | 5.41x | 19.2x | 16.3x |
| Kellogg Company | United States | 23,641 | 30,999 | 14,902 | 4,497 | 2,371 | 30.2% | 15.9% | 2.7x | 2.08x | 12.1x | 11.9x |
| McCormick & Company, Incorporated | United States | 20,678 | 25,744 | 6,385 | 2,358 | 1,137 | 36.9% | 17.8% | 4.3x | 4.03x | 19.4x | 20.5x |
| Associated British Foods plc | United Kingdom | 12,204 | 14,158 | 20,421 | 4,570 | 2,344 | 22.4% | 11.5% | 0.8x | 0.82x | 5.4x | 11.1x |
| Conagra Brands, Inc. | United States | 17,143 | 26,190 | 11,787 | 2,920 | 1,833 | 24.8% | 15.6% | 4.9x | 2.22x | 11.2x | 10.2x |
| Hormel Foods Corporation | United States | 25,027 | 27,484 | 12,630 | 2,197 | 1,552 | 17.4% | 12.3% | 1.2x | 2.18x | 12.7x | 18.0x |
| The J. M. Smucker Company | United States | 15,854 | 20,513 | 8,014 | 2,631 | 1,549 | 32.8% | 19.3% | 2.8x | 2.56x | 11.6x | 9.6x |
| Campbell Soup Company | United States | 15,357 | 20,300 | 8,562 | 2,632 | 1,595 | 30.7% | 18.6% | 2.6x | 2.37x | 10.2x | 8.0x |
| Post Holdings, Inc. | United States | 5,137 | 10,848 | 6,874 | 1,794 | 999 | 26.1% | 14.5% | 5.4x | 1.58x | 11.4x | 12.8x |
| Nomad Foods Limited | United Kingdom | 2,616 | 4,813 | 2,837 | 793 | 481 | 28.0% | 16.9% | 4.1x | 1.70x | 9.8x | 12.0x |
| Premium Brands Holdings Corporation | Canada | 2,552 | 4,350 | 4,232 | 761 | 256 | 18.0% | 6.0% | 6.3x | 1.04x | 16.2x | 20.0x |
| B&G Foods, Inc. | United States | 1,107 | 3,433 | 2,098 | 399 | 261 | 19.0% | 12.4% | 8.4x | 1.64x | 12.7x | 11.7x |
| Branded Processed Foods Median | | | | | | | 30.2% | 16.9% | 2.8x | 2.22x | 12.1x | 11.9x |
| Private Label Foods & Beverages | | | | | | | | | | | | |
| Lamb Weston Holdings, Inc. | United States | \$12,206 | \$14,484 | \$4,240 | \$954 | \$739 | 22.5% | 17.4% | 2.9x | 3.42x | 20.2x | 14.6x |
| TreeHouse Foods, Inc. | United States | 2,755 | 4,613 | 4,606 | 672 | 309 | 14.6% | 6.7% | 5.1x | 1.00x | 11.6x | 8.2x |
| Seneca Foods Corporation | United States | 492 | 711 | 1,415 | 137 | 105 | 9.7% | 7.4% | 1.8x | 0.50x | 5.4x | 3.0x |
| Private Label Foods & Beverages Median | | | | | | | 14.6% | 7.4% | 2.9x | 1.00x | 11.6x | 8.2x |
| Snacks | | | | | | | | | | | | |
| PepsiCo, Inc. | United States | \$247,817 | \$280,478 | \$83,644 | \$44,532 | \$15,156 | 53.2% | 18.1% | 2.0x | 3.35x | 16.2x | 16.5x |
| Mondelez International, Inc. | United States | 84,668 | 104,709 | 30,459 | 11,114 | 5,778 | 36.5% | 19.0% | 3.0x | 3.44x | 12.9x | 13.7x |
| J&J Snack Foods Corp. | United States | 2,794 | 2,888 | 1,303 | 346 | 119 | 26.5% | 9.1% | 0.7x | 2.22x | 19.2x | 22.4x |
| Tootsie Roll Industries, Inc. | United States | 2,813 | 2,706 | 636 | 218 | 104 | 34.3% | 16.4% | NM | 4.25x | 21.5x | 20.8x |
| John B. Sanfilippo & Son, Inc. | United States | 930 | 984 | 982 | 198 | 97 | 20.2% | 9.9% | 0.5x | 1.00x | 9.1x | 9.7x |
| Bridgford Foods Corporation | United States | 102 | 88 | 262 | 62 | 7 | 23.5% | 2.6% | NM | 0.33x | 16.5x | 37.0x |
| Rocky Mountain Chocolate Factory, Inc. | United States | 41 | 38 | 32 | 9 | 0 | 28.8% | 0.9% | NM | 1.18x | 13.9x | 6.7x |
| Snacks Median | | | | | | | 28.8% | 9.9% | 1.3x | 2.22x | 16.2x | 16.5x |
| Natural/Organic/BFY | | | | | | | | | | | | |
| The Hain Celestial Group, Inc. | United States | \$1,626 | \$2,566 | \$1,892 | \$427 | \$176 | 22.6% | 9.3% | 4.8x | 1.36x | 12.6x | 17.4x |
| The Simply Good Foods Company | United States | 3,640 | 4,027 | 1,169 | 446 | 223 | 38.1% | 19.0% | 1.6x | 3.45x | 15.5x | 19.1x |
| SunOpta Inc. | United States | 1,126 | 1,497 | 886 | 107 | 58 | 12.1% | 6.6% | 4.8x | 1.69x | 18.9x | 18.8x |
| Natural/Organic/BFY Median | | | | | | | 22.6% | 9.3% | 4.8x | 1.69x | 15.5x | 18.8x |
| Baked Goods | | | | | | | | | | | | |
| George Weston Limited | Canada | \$15,643 | \$33,170 | \$41,733 | \$13,575 | \$4,160 | 32.5% | 10.0% | 2.8x | 0.84x | 7.4x | 7.5x |
| Grupo Bimbo, S.A.B. de C.V. | Mexico | 17,951 | 24,404 | 19,644 | 10,172 | 2,492 | 51.8% | 12.7% | 2.2x | 1.22x | 7.9x | 6.7x |
| Flowers Foods, Inc. | United States | 6,037 | 7,073 | 4,576 | 2,238 | 484 | 48.9% | 10.6% | 1.8x | 1.55x | 10.7x | 10.0x |
| Lancaster Colony Corporation | United States | 5,391 | 5,346 | 1,710 | 362 | 198 | 21.2% | 11.6% | NM | 3.13x | 20.2x | 19.0x |
| Yamazaki Baking Co., Ltd. | Japan | 2,133 | 2,046 | 7,485 | 2,467 | 432 | 33.0% | 5.8% | NM | 0.28x | 5.3x | 6.7x |
| Hostess Brands, Inc. | United States | 3,441 | 4,311 | 1,316 | 454 | 269 | 34.5% | 20.4% | 3.2x | 3.28x | 15.1x | 11.5x |
| ARYZTA AG | Switzerland | 1,009 | 1,286 | 1,791 | 328 | 195 | 18.3% | 10.9% | 1.3x | 0.76x | 8.3x | 24.3x |
| Baked Goods Median | | | | | | | 33.0% | 10.9% | 2.2x | 1.22x | 8.3x | 10.0x |

Source: Capital IQ, Company filings, news reports, and PMCF research.

Food & Beverage Public Trading Comparables

| (\$ in Millions) | | | | | | | | | | | | |
|--|-----------------------|-------------|------------------|-------------|------------------|------------|------------------|-------------------|---------------------|--------------|--------------|---------------|
| Company Name | Headquarters Location | Market Cap. | Enterprise Value | TTM Revenue | TTM Gross Profit | TTM EBITDA | TTM Gross Margin | TTM EBITDA Margin | Net Debt/TTM EBITDA | EV/Revenue | EV/EBITDA | Q3 '22 Q3 '21 |
| Dairy | | | | | | | | | | | | |
| Danone S.A. | France | \$30,362 | \$41,803 | \$26,940 | \$12,602 | \$4,795 | 46.8% | 17.8% | 2.5x | 1.66x | 9.4x | 9.1x |
| Saputo Inc. | Canada | 9,933 | 12,854 | 12,324 | 941 | 839 | 7.6% | 6.8% | 3.5x | 1.11x | 15.3x | 12.7x |
| Emmi AG | Switzerland | 4,160 | 4,784 | 4,236 | 1,505 | 424 | 35.5% | 10.0% | 1.3x | 1.20x | 11.7x | 12.5x |
| Glanbia plc | Ireland | 3,009 | 3,772 | 5,184 | 940 | 318 | 18.1% | 6.1% | 2.4x | 0.78x | 11.9x | 12.4x |
| Lifeway Foods, Inc. | United States | 91 | 91 | 128 | 27 | 4 | 20.9% | 2.8% | 0.1x | 0.71x | 23.1x | 7.2x |
| Dairy Median | | | | | | | 20.9% | 6.8% | 2.4x | 1.11x | 11.9x | 12.4x |
| Specialty-Pet | | | | | | | | | | | | |
| Freshpet, Inc. | United States | \$3,178 | \$2,997 | \$545 | \$182 | \$(24) | 33.3% | -4.5% | NM | 5.50x | NM | NM |
| Central Garden & Pet Company | United States | 2,148 | 3,341 | 3,370 | 1,005 | 337 | 29.8% | 10.0% | 3.0x | 0.99x | 7.8x | 8.3x |
| Specialty-Pet Median | | | | | | | 31.6% | 2.8% | 3.0x | 3.24x | 7.8x | 8.3x |
| Non-Alcoholic Beverages | | | | | | | | | | | | |
| The Coca-Cola Company | United States | \$254,195 | \$283,797 | \$42,343 | \$24,768 | \$13,531 | 58.5% | 32.0% | 2.0x | 6.70x | 18.2x | 17.5x |
| PepsiCo, Inc. | United States | 247,817 | 280,478 | 83,644 | 44,532 | 15,156 | 53.2% | 18.1% | 2.0x | 3.35x | 16.2x | 16.5x |
| Monster Beverage Corporation | United States | 47,994 | 45,562 | 6,009 | 3,113 | 1,690 | 51.8% | 28.1% | NM | 7.58x | 25.5x | 23.8x |
| Primo Water Corporation | United States | 2,093 | 3,597 | 2,166 | 1,228 | 367 | 56.7% | 17.0% | 3.8x | 1.77x | 8.9x | 10.0x |
| National Beverage Corp. | United States | 4,325 | 4,305 | 1,144 | 392 | 203 | 34.3% | 17.8% | NM | 3.76x | 16.4x | 17.8x |
| Lassonde Industries Inc. | Canada | 573 | 797 | 1,545 | 414 | 120 | 26.8% | 7.8% | 1.6x | 0.55x | 6.6x | 7.3x |
| A.G. BARR p.l.c. | United Kingdom | 541 | 481 | 354 | 154 | 63 | 43.4% | 17.9% | NM | 1.48x | 8.5x | 9.9x |
| Non-Alcoholic Beverages Median | | | | | | | 51.8% | 17.9% | 2.0x | 3.35x | 16.2x | 16.5x |
| Alcoholic Beverages | | | | | | | | | | | | |
| Anheuser-Busch InBev SA/NV | Belgium | \$97,359 | \$184,221 | \$57,316 | \$31,576 | \$17,979 | 55.1% | 31.4% | 4.1x | 3.23x | 9.9x | 11.7x |
| Diageo plc | United Kingdom | 91,425 | 109,391 | 18,776 | 11,518 | 6,277 | 61.3% | 33.4% | 2.7x | 6.33x | 18.1x | 21.7x |
| Heineken N.V. | Netherlands | 46,582 | 62,301 | 26,569 | 9,912 | 5,520 | 37.3% | 20.8% | 2.5x | 2.51x | 11.7x | 14.5x |
| Pernod Ricard SA | France | 44,865 | 53,622 | 11,186 | 6,767 | 3,277 | 60.5% | 29.3% | 2.6x | 5.13x | 16.9x | 20.8x |
| Constellation Brands, Inc. | United States | 45,993 | 57,100 | 9,441 | 4,942 | 3,532 | 52.3% | 37.4% | 2.8x | 6.05x | 19.5x | 14.6x |
| Brown-Forman Corporation | United States | 31,788 | 33,137 | 4,034 | 2,460 | 1,370 | 61.0% | 34.0% | 1.0x | 8.21x | 23.7x | 27.9x |
| Carlsberg A/S | Denmark | 17,022 | 20,132 | 10,327 | 4,780 | 2,242 | 46.3% | 21.7% | 1.2x | 2.09x | 9.0x | 12.5x |
| Kirin Holdings Company, Limited | Japan | 12,058 | 17,229 | 13,795 | 6,250 | 1,946 | 45.3% | 14.1% | 1.8x | 1.35x | 8.6x | 10.9x |
| Molson Coors Beverage Company | United States | 10,761 | 17,139 | 10,691 | 3,589 | 1,662 | 33.6% | 15.5% | 3.5x | 1.60x | 9.0x | 7.2x |
| Beck's, S.A.B. de C.V. | Mexico | 7,743 | 8,510 | 2,243 | 1,216 | 468 | 54.2% | 20.9% | 1.6x | 3.72x | 15.7x | 21.1x |
| The Boston Beer Company, Inc. | United States | 4,536 | 4,370 | 1,991 | 796 | 147 | 40.0% | 7.4% | NM | 2.19x | 61.3x | 16.3x |
| Sapporo Holdings Limited | Japan | 1,750 | 3,134 | 3,321 | 1,003 | 55 | 30.2% | 1.7% | 26.9x | 1.02x | 59.3x | 7.7x |
| Alcoholic Beverages Median | | | | | | | 49.3% | 21.3% | 2.6x | 2.87x | 16.3x | 14.6x |
| Distribution and Retail | | | | | | | | | | | | |
| Food Retail | | | | | | | | | | | | |
| J Sainsbury plc | United Kingdom | \$5,483 | \$11,902 | \$34,927 | \$2,685 | \$1,695 | 7.7% | 4.9% | 3.3x | 0.35x | 5.2x | 22.7x |
| Costco Wholesale Corporation | United States | 215,234 | 215,096 | 226,954 | 27,572 | 9,693 | 12.1% | 4.3% | NM | 0.95x | 20.7x | 11.6x |
| Dollar General Corporation | United States | 56,221 | 71,388 | 35,346 | 11,106 | 3,803 | 31.4% | 10.8% | 2.7x | 2.02x | 12.3x | 7.6x |
| The Kroger Co. | United States | 33,800 | 53,062 | 144,146 | 32,109 | 7,331 | 22.3% | 5.1% | 2.4x | 0.37x | 6.2x | 7.1x |
| Koninklijke Ahold Delhaize N.V. | Netherlands | 27,017 | 42,064 | 83,119 | 22,478 | 5,436 | 27.0% | 6.5% | 2.4x | 0.54x | 6.4x | 8.6x |
| Tesco PLC | United Kingdom | 18,369 | 31,105 | 74,663 | 4,854 | 4,515 | 6.5% | 6.0% | 2.6x | 0.44x | 5.9x | 6.3x |
| Dollar Tree, Inc. | United States | 34,934 | 44,232 | 27,169 | 8,386 | 2,914 | 30.9% | 10.7% | 1.9x | 1.63x | 8.0x | 7.2x |
| BJ's Wholesale Club Holdings, Inc. | United States | 10,491 | 13,667 | 18,222 | 3,240 | 883 | 17.8% | 4.8% | 2.6x | 0.75x | 10.7x | 9.2x |
| Sprouts Farmers Market, Inc. | United States | 3,117 | 4,343 | 6,239 | 2,276 | 475 | 36.5% | 7.6% | 1.7x | 0.70x | 5.7x | 5.2x |
| Ingles Markets, Incorporated | United States | 1,739 | 2,113 | 5,562 | 1,392 | 486 | 25.0% | 8.7% | 0.8x | 0.38x | 3.8x | 3.9x |
| Weis Markets, Inc. | United States | 2,311 | 2,210 | 4,497 | 1,148 | 257 | 25.5% | 5.7% | NM | 0.49x | 5.7x | 4.4x |
| Natural Grocers by Vitamin Cottage, Inc. | United States | 262 | 643 | 1,088 | 354 | 67 | 32.5% | 6.1% | 3.1x | 0.59x | 5.1x | 5.8x |
| Village Super Market, Inc. | United States | 327 | 596 | 2,061 | 580 | 74 | 28.1% | 3.6% | 2.1x | 0.29x | 4.0x | 6.0x |
| Food Retail Median | | | | | | | 25.5% | 6.0% | 2.4x | 0.54x | 5.9x | 7.1x |

Source: Capital IQ, Company filings, news reports, and PMCF research.

Food & Beverage Public Trading Comparables

| (\$ in Millions) | | | | | | | | | | | | |
|--|-----------------------|-------------|------------------|-------------|------------------|------------|------------------|-------------------|----------------------|--------------|------------------|--------------|
| Company Name | Headquarters Location | Market Cap. | Enterprise Value | TTM Revenue | TTM Gross Profit | TTM EBITDA | TTM Gross Margin | TTM EBITDA Margin | Net Debt/ TTM EBITDA | EV/ Revenue | EV/EBITDA Q3 '22 | Q3 '21 |
| Grocery Distribution | | | | | | | | | | | | |
| United Natural Foods, Inc. | United States | \$2,469 | \$5,807 | \$28,928 | \$4,182 | \$692 | 14.5% | 2.4% | 3.4x | 0.20x | 5.4x | 5.8x |
| Coreo AG | Germany | 19 | 73 | 16 | 4 | 1 | 25.6% | 8.7% | 41.4x | 4.90x | 56.4x | NM |
| SpartanNash Company | United States | 1,267 | 2,019 | 9,204 | 1,457 | 193 | 15.8% | 2.1% | 2.9x | 0.22x | 7.0x | 5.6x |
| AMCON Distributing Company | United States | 109 | 254 | 1,394 | 116 | 24 | 8.3% | 1.7% | 4.4x | 0.18x | 7.9x | 5.6x |
| Grocery Distribution Median | | | | | | | 15.1% | 2.2% | 3.9x | 0.21x | 7.4x | 5.6x |
| Foodservice | | | | | | | | | | | | |
| Sysco Corporation | United States | \$41,175 | \$52,310 | \$71,306 | \$12,838 | \$3,417 | 18.0% | 4.8% | 3.1x | 0.73x | 13.1x | 19.8x |
| US Foods Holding Corp. | United States | 6,456 | 12,015 | 32,154 | 5,061 | 860 | 15.7% | 2.7% | 5.4x | 0.37x | 12.4x | 18.2x |
| Performance Food Group Company | United States | 7,942 | 12,921 | 47,194 | 5,256 | 790 | 11.1% | 1.7% | 5.0x | 0.27x | 11.8x | 13.0x |
| The Chefs' Warehouse, Inc. | United States | 1,422 | 1,925 | 2,380 | 557 | 112 | 23.4% | 4.7% | 3.5x | 0.81x | 12.6x | 159.1x |
| Colabor Group Inc. | Canada | 59 | 118 | 405 | 69 | 13 | 17.0% | 3.1% | 3.2x | 0.30x | 7.4x | 9.3x |
| Foodservice Median | | | | | | | 17.0% | 3.1% | 3.5x | 0.37x | 12.4x | 18.2x |
| Quick Service Restaurant | | | | | | | | | | | | |
| McDonald's Corporation | United States | \$200,814 | \$246,522 | \$23,265 | \$13,059 | \$10,571 | 56.1% | 45.4% | 4.3x | 10.60x | 15.6x | 17.9x |
| Yum! Brands, Inc. | United States | 34,003 | 45,182 | 6,713 | 3,235 | 2,258 | 48.2% | 33.6% | 5.0x | 6.73x | 18.2x | 19.8x |
| Restaurant Brands International Inc. | Canada | 17,780 | 32,843 | 6,362 | 2,595 | 2,225 | 40.8% | 35.0% | 6.6x | 5.16x | 14.6x | 16.9x |
| The Wendy's Company | United States | 4,331 | 7,947 | 1,575 | 717 | 446 | 45.5% | 28.3% | 7.7x | 5.05x | 15.8x | 16.6x |
| Jack in the Box Inc. | United States | 1,778 | 4,889 | 1,344 | 414 | 300 | 30.8% | 22.3% | 5.7x | 3.64x | 8.5x | 8.0x |
| Quick Service Restaurant Median | | | | | | | 45.5% | 33.6% | 5.7x | 5.16x | 15.6x | 16.9x |
| Fast Casual | | | | | | | | | | | | |
| Chipotle Mexican Grill, Inc. | United States | \$38,584 | \$41,529 | \$8,415 | \$3,226 | \$1,327 | 38.3% | 15.8% | 1.6x | 4.94x | 27.0x | 39.9x |
| Wingstop Inc. | United States | 4,559 | 5,116 | 325 | 155 | 89 | 47.8% | 27.3% | 6.1x | 15.76x | 51.8x | 69.9x |
| Shake Shack Inc. | United States | 2,040 | 2,442 | 865 | 296 | 44 | 34.2% | 5.1% | 3.3x | 2.82x | 19.3x | 34.7x |
| El Pollo Loco Holdings, Inc. | United States | 363 | 561 | 459 | 90 | 52 | 19.7% | 11.4% | 2.6x | 1.22x | 6.9x | 9.9x |
| Noodles & Company | United States | 266 | 523 | 484 | 76 | 27 | 15.8% | 5.6% | 4.1x | 1.08x | 7.6x | 11.9x |
| Fiesta Restaurant Group, Inc. | United States | 154 | 285 | 372 | 70 | 9 | 18.9% | 2.4% | 3.7x | 0.77x | 8.1x | 4.4x |
| Potbelly Corporation | United States | 146 | 343 | 419 | 108 | 6 | 25.8% | 1.5% | 3.3x | 0.82x | 5.4x | 12.0x |
| Fast Casual Median | | | | | | | 25.8% | 5.6% | 3.3x | 1.22x | 8.1x | 12.0x |
| Differentiated Casual | | | | | | | | | | | | |
| The Cheesecake Factory Incorporated | United States | \$1,664 | \$3,277 | \$3,187 | \$1,241 | \$177 | 38.9% | 5.6% | 9.1x | 1.03x | 7.4x | 12.7x |
| Dave & Buster's Entertainment, Inc. | United States | 1,795 | 4,586 | 1,581 | 484 | 373 | 30.6% | 23.6% | 5.1x | 2.90x | 7.8x | 11.8x |
| BJ's Restaurants, Inc. | United States | 722 | 1,226 | 1,231 | 130 | 55 | 10.5% | 4.5% | 4.3x | 1.00x | 8.9x | 15.1x |
| Chuy's Holdings, Inc. | United States | 527 | 631 | 412 | 90 | 54 | 21.9% | 13.0% | 1.3x | 1.53x | 6.8x | 9.7x |
| Differentiated Casual Median | | | | | | | 26.3% | 9.3% | 4.7x | 1.28x | 7.6x | 12.2x |
| Casual Dining Restaurant | | | | | | | | | | | | |
| Darden Restaurants, Inc. | United States | \$17,069 | \$22,653 | \$9,770 | \$1,942 | \$1,474 | 19.9% | 15.1% | 3.0x | 2.32x | 11.3x | 14.9x |
| Texas Roadhouse, Inc. | United States | 6,580 | 7,158 | 3,901 | 669 | 451 | 17.1% | 11.6% | 1.1x | 1.83x | 12.7x | 16.2x |
| Bloomin' Brands, Inc. | United States | 2,017 | 4,091 | 4,369 | 745 | 505 | 17.0% | 11.6% | 3.0x | 0.94x | 5.6x | 7.8x |
| Brinker International, Inc. | United States | 1,297 | 3,571 | 3,883 | 460 | 304 | 11.8% | 7.8% | 4.2x | 0.92x | 5.8x | 7.3x |
| Dine Brands Global, Inc. | United States | 1,140 | 2,579 | 931 | 378 | 232 | 40.6% | 24.9% | 6.2x | 2.77x | 10.7x | 14.1x |
| Red Robin Gourmet Burgers, Inc. | United States | 107 | 697 | 1,260 | 196 | 51 | 15.5% | 4.0% | 2.9x | 0.55x | 4.7x | 8.5x |
| Casual Dining Restaurant Median | | | | | | | 17.1% | 11.6% | 3.0x | 1.39x | 8.3x | 11.3x |

Source: Capital IQ, Company filings, news reports, and PMCF research.

Food & Beverage Public Trading Comparables

| (\$ in Millions) | | | | | | | | | | | | |
|--|-----------------------|-------------|------------------|-------------|------------------|------------|------------------|-------------------|----------------------|--------------|------------------|------------------|
| Company Name | Headquarters Location | Market Cap. | Enterprise Value | TTM Revenue | TTM Gross Profit | TTM EBITDA | TTM Gross Margin | TTM EBITDA Margin | Net Debt/ TTM EBITDA | EV/ Revenue | EV/EBITDA Q3 '22 | EV/EBITDA Q3 '21 |
| Family Restaurant | | | | | | | | | | | | |
| Cracker Barrel Old Country Store, Inc. | United States | \$2,446 | \$3,601 | \$3,268 | \$1,069 | \$257 | 32.7% | 7.9% | 3.1x | 1.10x | 8.7x | 11.6x |
| Denny's Corporation | United States | 712 | 1,127 | 443 | 171 | 72 | 38.6% | 16.3% | 5.3x | 2.54x | 11.4x | 32.7x |
| BJ's Restaurants, Inc. | United States | 722 | 1,226 | 1,231 | 130 | 55 | 10.5% | 4.5% | 4.3x | 1.00x | 8.9x | 15.1x |
| Family Restaurant Median | | | | | | | 32.7% | 7.9% | 4.3x | 1.10x | 8.9x | 15.1x |
| Pizza | | | | | | | | | | | | |
| Domino's Pizza, Inc. | United States | \$12,463 | \$17,732 | \$4,488 | \$1,168 | \$796 | 26.0% | 17.7% | 6.0x | 3.95x | 18.6x | 25.8x |
| Papa John's International, Inc. | United States | 2,578 | 3,309 | 2,105 | 635 | 160 | 30.2% | 7.6% | 3.7x | 1.57x | 12.8x | 21.8x |
| Pizza Median | | | | | | | 28.1% | 12.7% | 4.9x | 2.76x | 15.7x | 23.8x |
| Fine Dining | | | | | | | | | | | | |
| Ruth's Hospitality Group, Inc. | United States | \$659 | \$887 | \$486 | \$132 | \$76 | 27.1% | 15.6% | 2.0x | 1.83x | 6.9x | 9.9x |
| Fine Dining Median | | | | | | | 27.1% | 15.6% | 2.0x | 1.83x | 6.9x | 9.9x |
| Beverage/Snack Retail | | | | | | | | | | | | |
| Starbucks Corporation | United States | \$97,162 | \$117,814 | \$31,983 | \$8,639 | \$6,355 | 27.0% | 19.9% | 2.3x | 3.68x | 12.6x | 17.7x |
| DAVIDsTEA Inc. | Canada | 21 | 15 | 76 | 31 | (6) | 40.8% | -7.8% | NM | 0.19x | NM | 8.8x |
| Beverage/Snack Retail Median | | | | | | | 33.9% | 6.1% | 2.3x | 1.94x | 12.6x | 13.3x |

FOOD & BEVERAGE EARNINGS RELEASE CALENDAR

December 2022

| | |
|---|--------------------------------------|
| 12/1/22 Dollar General Corporation | 12/9/22 Costco Wholesale Corporation |
| 12/5/22 Brown-Forman Corporation | 12/14/22 DAVIDsTEA Inc. |
| 12/6/22 The Kroger Co. | 12/16/22 General Mills, Inc. |
| 12/6/22 Village Super Market, Inc. | 12/19/22 Calavo Growers, Inc. |
| 12/8/22 National Beverage Corp. | 12/20/22 Darden Restaurants, Inc. |
| 12/8/22 Dave & Buster's Entertainment, Inc. | 12/28/22 A.G. BARR p.l.c. |
| 12/8/22 United Natural Foods, Inc. | 12/30/22 Bridgford Foods Corporation |
| 12/9/22 Campbell Soup Company | |



Market Commentary

As the third quarter of 2022 came to a close, business executives remained cognizant of consumer concerns related to price increases and inflation. However, corporate leaders believe their companies will remain resilient as they deliver needed products.

August 2022: On consumer resiliency to price changes: “there is no doubt that end consumers have a lot on their minds these days. We think it’s important to remember the resilience of our industry and how we have adapted over the past few years. We submit respectively that food away from home has proven to be resilient. And quite frankly, essential. Over the last 2.5 years, our industry has dealt with challenge after challenge with 3 major ways of COVID, double-digit inflation and innovation in Ukraine impacting the food supply.”

Kevin P. Hourican, President & CEO, Sysco Corporation

August 2022: On continued challenges ahead: “we expect the consumer environment to be more challenging, and we are preparing accordingly, stepping up our investments, sharpening our resource allocation capabilities and tapping into data to better reach our consumers. We also recognize that the dollar strength is impacting our translated earnings, and we remain committed to delivering U.S. dollar growth”.

James Robert B. Quincey, Chairman & CEO, Coca-Cola

September 2022: On consumer spending habits: “Consumers in developed markets continue to prioritize groceries over other forms of spending, and they continue to view our brands as affordable indulgences. Meanwhile, in emerging markets, consumer confidence remains strong with growing demand for our categories and continued loyalty to our iconic brands.”

Dirk Van de Put, Chairman & CEO, Mondelez International, Inc.

September 2022: On combating inflation: “The environment clearly is still very inflationary with a lot of supply chain challenges across the industry and everybody trying to have responsible behaviors to maximize the value of its brands. So our philosophy is the same. We continue to invest in advertising and marketing, make sure that we have very strong innovation, very strong commercial plans. That’s where we put the focus of our organization. We’re trying to be growth drivers to our customers.”

Ramon Luis Laguarda, Chairman & CEO, PepsiCo, Inc.

Sources: Company filings and conference call transcripts.

Key Deal Highlights

Product Expansion

Entrepreneurial Equity Partners
acquired Roskam Baking Company

On August 3, Entrepreneurial Equity Partners (“e2p”), a Chicago-based private equity firm focused on food and consumer packaged goods, announced its acquisition of Roskam Baking Company and merged Roskam with Organic Milling. e2p Managing Partner, Mark Burgett, commented “we plan to execute our consistent and repeatable playbook: growing the business by executing specific and identified initiatives to drive organic growth alongside existing and new customers and by pursuing strategic, transformative acquisitions that will enhance our manufacturing capabilities and expand our geographic reach.”

Portfolio Expansion

Butterfly Equity acquired Qdoba

On August 9, Butterfly Equity announced its agreement to acquire Qdoba from its owner, Apollo Global Management. Co-Founder of Butterfly Equity commented the concepts of Qdoba are “are incredibly positioned for the future with craveable food, flexible and affordable menu choices and a powerful off-premise offering.”

Product Expansion

Piccadilly acquired K&W Cafeteria Inc.

On August 17, Piccadilly announced its acquisition of K&W Cafeteria Inc., a Winston-Salem-based purveyor of Southern comfort foods for 85 years. Dax Allred, K&W’s president stated, “after three generations of the Allred family operating K&W restaurants and serving our treasured guests, a new leadership group will continue the longstanding K&W tradition of serving homestyle, scratch-made food to our guests.”

Product Expansion

MTY Food Group Inc. (TSX: MTY)
acquired BBQ Holdings, Inc.
(NASDAQ: BBQ)

On September 28, MTY Food Group Inc. (“MTY”) announced its acquisition of BBQ Holdings, Inc (“BBQ Holdings”), an international restaurant company engaged in the business of franchising and operating fast casual dining restaurants. As a result of the acquisition, shares of common stock of BBQ Holdings ceased trading prior to the open of the market on September 28, 2022.

Food & Beverage M&A Activity

RECENT FOOD & BEVERAGE TRANSACTIONS

(\$ in Millions)

| Date | Target | Buyer | Industry Segment | Enterprise Value | Enterprise Revenue | Enterprise Value / EBITDA |
|--------|---|---|--------------------------|------------------|--------------------|---------------------------|
| Apr-22 | ALexander Valley Gourmet, LLC | Cleveland Kitchen Co. | Food Retail | - | - | - |
| Apr-22 | Pet Factory, Inc. | Worldwise, Inc. | Specialty/Pet | \$- | - | - |
| Apr-22 | Lingua Franca, LLC | Constellation Brands, Inc. | Beverage/Snack Retail | - | - | - |
| Apr-22 | Pierre's Ice Cream Company | Ohio Processors, Inc. | Beverage/Snack Retail | - | - | - |
| Apr-22 | KISA Enterprises MI, LLC/KISA Holdings, LLC | TerrAscend Corp. | Natural/Organic/BFY | 24 | 0.00x | - |
| Apr-22 | Miracle Greens, Inc | Chalice Brands Ltd. | Fruits and Vegetables | 2 | - | - |
| Apr-22 | Sealand Food, Inc. | HF Foods Group Inc. | Protein Processing | 20 | - | - |
| Apr-22 | W.A. Kendall & Co., Inc. | Sterling Investment Partners | Agribusiness | - | - | - |
| Apr-22 | Chef's Choice Produce Co. | Worldwide Produce | Fruits and Vegetables | - | - | - |
| Apr-22 | Hotel YVE Miami | RFR Realty LLC | Fine Dining | 26 | - | - |
| Apr-22 | Evans Food Group in Kings Mountain | Utz Quality Foods, LLC | Agribusiness | 40 | - | - |
| May-22 | NatureBox, Inc. | Hungry Marketplace, Inc. | Fruits and Vegetables | - | - | - |
| May-22 | Imperial Western Products, Inc. | Denali Water Solutions LLC | Food Retail | - | - | - |
| May-22 | Medley Pharmacy, Inc. | Onerorx, Inc. | Natural/Organic/BFY | - | - | - |
| May-22 | Charlotte, N.C. Production Facility | Coca-Cola Consolidated, Inc. | Natural/Organic/BFY | 60 | - | - |
| May-22 | Keke's Breakfast Café | Denny's Corporation | Fast Casual | 83 | - | 12.00 |
| May-22 | Baker Cheese, Inc. | Sargento Foods Inc. | Beverage/Snack Retail | - | - | - |
| May-22 | N.R.O. Management, LLC/ The Pottery, Inc. | Glass House Brands Inc. | Natural/Organic/BFY | 1 | - | - |
| May-22 | Vega Produce LLC | GrubMarket, Inc. | Fruits and Vegetables | - | - | - |
| May-22 | TNT Crust, Inc. | General Mills, Inc. | Beverage/Snack Retail | - | - | - |
| May-22 | City Produce Of Fort Walton Beach, Inc. | FreshEdge, LLC | Fruits and Vegetables | - | - | - |
| May-22 | Kessler Foods, Inc. | Brother and Sister Food Service, Inc. | Food Retail | - | - | - |
| May-22 | Deli-Boy Inc. | Lipari Foods, LLC | Protein Processing | - | - | - |
| May-22 | Dippin' Dots, LLC | J&J Snack Foods Corp. | Beverage/Snack Retail | 222 | - | - |
| May-22 | Captain D's, LLC | Centre Partners Management LLC | Fast Casual | - | - | - |
| May-22 | Dairyfood USA Inc. | Gilman Cheese Corporation | Beverage/Snack Retail | - | - | - |
| Jun-22 | Syracuse Food Group, LLC | Standard Meat Company, LP | Fast Casual | - | - | - |
| Jun-22 | Foster Poultry Farms, Inc. | Atlas Holdings LLC | Agribusiness | - | - | - |
| Jun-22 | Krier Foods, Inc. | Celerant Capital | Protein Processing | - | - | - |
| Jun-22 | Western Milling, LLC | Viserion International Holdco, LLC | Food Retail | - | - | - |
| Jun-22 | Cardenas Markets, Inc. | Apollo Global Management, Inc. | Food Retail | - | - | - |
| Jun-22 | Frank Sexton Enterprises, Inc. | Honor Foods | Agribusiness | - | - | - |
| Jun-22 | Missoula Fresh Market | Yoke's Foods, Inc. | Fruits and Vegetables | - | - | - |
| Jun-22 | Valley Food Services, Inc | Worldwide Produce | Fruits and Vegetables | - | - | - |
| Jun-22 | Maytag Family Farms, Inc. | AgCertain Industries, Inc. | Food Retail | - | - | - |
| Jun-22 | KB Ingredients, LLC | Eurogerm USA, Inc. | Ingredients/Flavors | - | - | - |
| Jun-22 | Long Trail Brewing Company | Massachusetts Bay Brewing Company, Inc. | Ingredients/Flavors | - | - | - |
| Jun-22 | Modern Times Drinks, Inc. | Brewery X, LLC | Beverage/Snack Retail | 20 | - | - |
| Jun-22 | Krishna Krupa Corporation | Vadilal Industries USA Inc. | Beverage/Snack Retail | 0 | 2.81 | - |
| Jun-22 | The Silverado Vineyards | Foley Family Wines, Inc. | Beverage/Snack Retail | - | - | - |
| Jun-22 | Grain Craft, Inc. | Redwood Capital Investments, LLC | Beverage/Snack Retail | - | - | - |
| Jun-22 | Phyljohn Distributors, Inc. | GlacierPoint Enterprises, Inc. | Beverage/Snack Retail | - | - | - |
| Jun-22 | JAVO BEVERAGE COMPANY, INC. | Florida Food Products, LLC | Beverage/Snack Retail | - | - | - |
| Jun-22 | Harp & Eagle Restaurant Company, Inc. | Private Investor | Family Dining Restaurant | - | - | - |
| Jun-22 | Mill Haven Foods LLC | Select Milk Producers, Inc. | Protein Processing | - | - | - |
| Jun-22 | Fusion Specialty Pharmacy, Inc. | Emergent Health Corp | Natural/Organic/BFY | - | - | - |
| Jun-22 | Joseph Phelps Vineyards, Inc. | LVMH Moët Hennessy | Natural/Organic/BFY | 0 | - | - |
| Jun-22 | Sully's Bistro & Bar | Triangular Processing, Inc. | Beverage/Snack Retail | - | - | - |
| Median | | | | \$- | 0.0x | 0.00x |
| Mean | | | | \$10.4 | 0.1x | 0.25x |

Sources: Capital IQ, company websites and proprietary research.

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