



AGRIBUSINESS REPORT

Explore M&A Activity, Capital Market
Conditions and Current Trends for the
Agribusiness Industry

1H 2020

SDR*Ventures*

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Industry Overview

Like almost every industry, the global coronavirus pandemic has been incredibly disruptive on many parts of the Agribusiness Industry. In developing countries, issues such as border closures and supply chain disruptions have amplified food security issues. In much of the developed world, massive changes in consumer behaviour have created huge imbalances in supply and demand. Labour intensive agricultural production and processing operations have struggled with virus outbreaks among the workforces which have led to shutdowns in many cases, while others operate at reduced capacity in order to help ensure worker safety.

Nevertheless, we all must eat, and the virus has had much less impact on agriculture and food than it has on other more sensitive industries, such as travel and tourism. It has, however, exposed weaknesses and vulnerabilities in the industry, such as labour supply and supplier concentration in segments such as Protein Processing.

According to Purdue University's latest Ag Barometer Index, almost two-thirds of respondents remain very worried about the pandemic and its impact on their business, down from three-quarters of the respondents in the March survey. More than half plan to reduce their capital expenditures and approximately 40% expect their financial performance in 2020 to be worse than last year.

SDR tracked 95 transactions involving businesses participating in and serving the Agribusiness Industry during the first half of 2020, with a median multiple of 0.6x revenue. This compares to 76 transactions, with a median multiple of 0.8x revenue in the last half of 2019 and to 97 transactions, with a median multiple of 1.7x revenue in the first half of 2019.

Machinery & Equipment, Crop/Turf/Ornamental Inputs, Ag Tech and Services and Proteins were the most active M&A segments during the first half of 2020.

The average EBITDA multiple for publicly traded Agribusiness companies was 13.9x LTM EBITDA by the end of the first half of 2020, up from 13.1x at the end of 2019, with the Ag Technologies and Services segment the highest at 30.8x and Dairy, the lowest at 9.8x.

Trends To Watch

Segments of the Agricultural Production and Processing Industry have struggled with labour challenges for years. There is a limited supply of people willing to undertake the often mundane and labour-intensive work to grow, pack and process fruit, vegetables and other food products, such as meat. The challenge has been further inflated by the virus, immigration policy and rising minimum wages.

Opportunities for automating inherently difficult processes have been slow to come. However, with machine learning, computer vision, real-time data analytics, and advances in sensor technology, the labour challenges faced

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ABOUT SDR

Established in 2002, SDR Ventures has developed deep M&A and capital transaction knowledge and expertise. SDR offers transaction advisory, private capital formation and business consulting services across a wide range of industries. We serve business owners and operators of privately held companies and provide them with a professional-class experience.

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by the Agribusiness Industry are now finally being advanced; albeit for some processes such as harvesting fruits and vegetables, it is an extremely difficult process to automate. Harvest must be gentle enough to avoid bruising the produce in a way that will affect appearance, storability and/or shelf-life. It also requires judgment on factors such as colour, ripeness, etc. however, nothing drives innovation more than necessity.

[Harvest Croo Robotics's](#) robotic strawberry picker is an example of where the market seems to be headed. It uses a three-step process, to 1) separate the plants from the fruit, 2) inspect the fruit for ripeness and 3) to gently pick it in a way to minimize damage. Not only will the robotic picker reduce the need for human pickers, but will also be able to pick 24 hours a day, if necessary. Perhaps even more importantly, it can pick during the cooler parts of the day, which can reduce cooling costs, and/or reduce cooling bottlenecks. Commercialization is being funded by a consortium of major strawberry producers that represent over 75% of the production in the U.S. The machine can pick eight acres a day, replacing more than 30 pickers.

Other examples include [Four Growers](#), who are developing a robotic harvester for greenhouse-grown tomatoes and are also working on technology to harvest cucumbers and peppers. Israeli-based [Tevel](#) is developing flying autonomous robots for the harvesting of soft fruits. [Abundant Robotics](#) is working on an apple harvester while [Energid](#) is working on an orange picker. There are many others around the world focused on additional picking equipment including produce from asparagus to raspberries.





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Key Transactions

In January, Saskatchewan-based farm equipment manufacturer, Morris Industries, applied for and was granted creditor protection after it faced what it called a liquidity crisis. In May, Rite Way Mfg., a Saskatchewan based manufacturer of complementary farm equipment, announced it had submitted a non-binding proposal to acquire the assets of Morris. Rite Way Mfg. is backed by PE/investment firm Westcap Mgt. Westcap also announced in January an investment of \$63 million in Degelman Industries, another Saskatchewan based company. Degelman manufactures a wide range of agricultural equipment and has been a leader in the development and increasing popularity of high-speed compact tillage equipment.

JR Simplot completed the previously announced acquisition of Pinnacle Agricultural Holdings, in January. Simplot's agribusiness business unit now operates out of 240 locations, with 500 crop advisors and 4,400 employees servicing 40,000 farmers.

Also, in the crop supply/input distribution segment, albeit with a focus on landscape, turf, greenhouse and horticultural/ornamental markets, Incline Equity Partners acquired BFG Supply from Parallel49 Equity in February. BFG is one of the larger greenhouse, nursery, lawn and garden distributors in the U.S. with an estimated 40% market share and over 250 employees based out of seven distribution centers across the Northeast and Midwest.

In March, Raven Industries acquired the remaining equity in DOT Technologies it didn't already own. DOT Technologies is the Canadian developer of an autonomous power unit designed to handle a wide range of agricultural implements. Raven made an initial majority equity investment in the business in late 2019 and DOT has been using Raven's technology for guidance and steering since 2018. DOT becomes part of Raven's Autonomy business unit and the acquisition follows Raven's recently acquired Smart Ag® autonomous perception and path planning technology.

In August of 2019, Elanco and Bayer announced their plans for Elanco to acquire the Global Animal Health business unit from Bayer for \$7.6 billion, subject to the approval of the required regulatory agencies. The deal cleared antitrust reviews in Europe, China, Brazil and several other major markets, however, it was recently announced that Elanco must divest select assets in Canada and the U.S. The Canadian Competition Bureau requires divestiture of a host of poultry, canine and feline products, while in the U.S., the Federal Trade Commission's approval is subject to a completing a sale of select pet and cattle products.

Also, in the Animal Health and Nutrition segment, Royal DSM announced its planned acquisition of Austrian-based ERBER Group's specialty animal nutrition and health businesses; Biomin and Romer Labs. The €980 million deal represents a multiple of approximately 14x EBITDA or almost 3x revenue. Biomin is a global provider of feed additives such as mycotoxin inhibitors and natural growth promoters in the swine, poultry, ruminant and aquaculture industries. Romer Labs is a global supplier of food and feed safety diagnostics. The deal does not include several operating units including Europe-based ERBER Enzymes, Bio-Ferm, and Sanophar, nor its recently acquired, U.S.-based, Westbridge Agricultural Products.

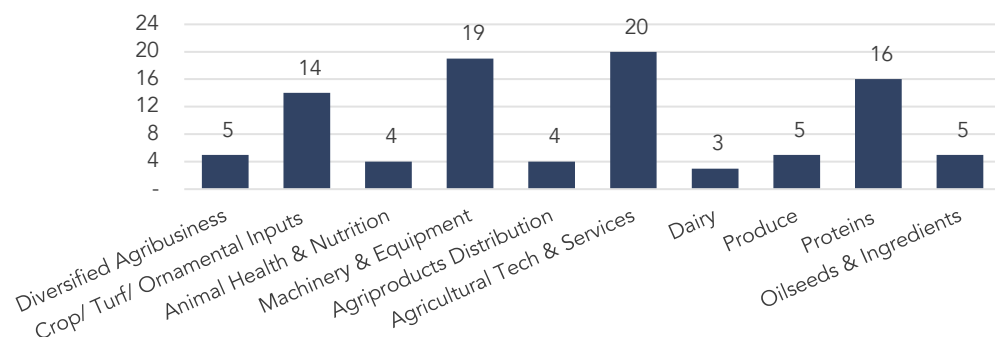




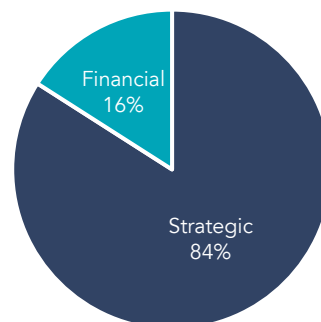
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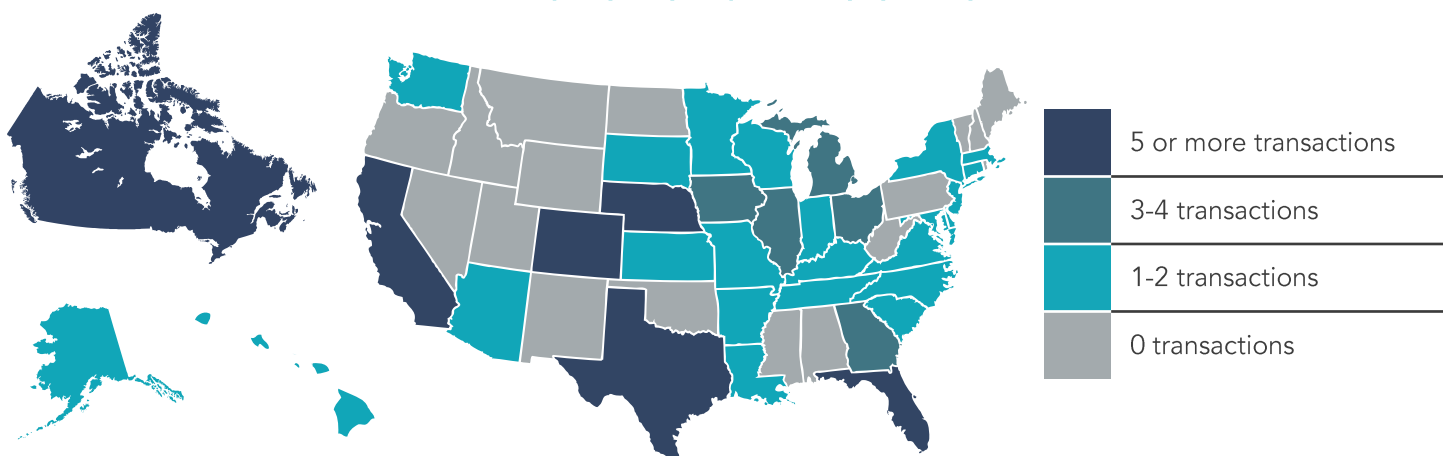
TRANSACTIONS BY SEGMENT



TRANSACTIONS BY TYPE



TRANSACTIONS BY LOCATION



TRANSACTION ACTIVITY

Date	Target	Buyer(s)	Segment	Amount (\$ in Mil)	TEV/ Rev	TEV/ EBITDA
06/24/2020	Stratford Animal Health	Swedencare	Animal Health & Nutrition	17.0	2.2x	10.6x
06/11/2020	Erber Group	Koninklijke DSM	Animal Health & Nutrition	1,082.4	2.8x	-
05/04/2020	Dean Foods	Dairy Farmers of America	Dairy	353.0	0.1x	-
04/08/2020	Performance Livestock Analytics	Zoetis	Agricultural Tech & Services	-	-	-
03/31/2020	Finney Implement	Ritchie Motors	Machinery & Equipment	-	-	-
03/13/2020	4 Seasons Landscape Group	BrightView Landscapes, Kohlberg Kravis Roberts	Crop/ Turf/ Ornamental Inputs	-	-	-
02/07/2020	Grieg NL	Grieg Seafood	Proteins	168.1	-	-
01/21/2020	BFG Supply	Incline Equity Partners	Agriproducts Distribution	-	-	-
01/17/2020	Pinnacle Agriculture Holdings	J.R. Simplot Company	Agriproducts Distribution	-	-	-
01/16/2020	Degelman Industries	Westcap Management	Machinery & Equipment	63.0	-	-
01/15/2020	Equustock	Hadley Capital	Diversified Agribusiness	-	-	-
01/06/2020	F. Menard	Fonds de solidarité FTQ	Proteins	-	-	-

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Sources: S&P Global Market Intelligence; PitchBook

Note: These data represent recorded transactions only and are not all-inclusive. Nevertheless, they are typically representative of the industry.



ACTIVE BUYERS

MOST ACTIVE STRATEGIC BUYERS

Strategic Buyer	Inv. Date	Select Corporate Acquisitions
The Chefs' Warehouse, Inc.	2/3/2020 2/25/2019 8/25/2017	<ul style="list-style-type: none"> Cambridge Packing Bassian Farms, Inc. Fells Point Wholesale Meats, Inc.
GrowGeneration	6/17/2020 2/26/2020 1/22/2019 9/17/2018	<ul style="list-style-type: none"> H2O Hydroponics Health & Harvest Chlorophyll, Inc. Heavy Gardens, Inc.
SiteOne Landscape Supply, Inc.	1/14/2020 1/7/2020 2/13/2019 12/6/2018 6/4/2018 5/21/2018	<ul style="list-style-type: none"> Garden Dept. Empire Supplies All Pro Horticulture, Inc. All Around Landscape Supply Landscape's Choice Auto-Rain Supply, Inc.
Merck Animal Health	6/17/2020 12/14/2018	<ul style="list-style-type: none"> Quantified Antelq Corp.
Zoetis	4/8/2020 7/22/2019	<ul style="list-style-type: none"> Performance Livestock Analytics Platinum Performance, Inc.
Dairy Farmers of America	5/4/2020 12/17/2018 7/26/2018 11/2/2017	<ul style="list-style-type: none"> Dean Foods Agropur Cooperative (St Paul Plant) Mopro Nutrition LLC Cumberland Dairy, Inc.
Gibraltar Industries	1/15/2020 10/11/2016	<ul style="list-style-type: none"> Thermo Energy Systems Nexus Corp. (Colorado)

SELECT SPONSORS WITH ACTIVE PORTFOLIO HOLDINGS

Financial Buyer	Inv. Date	Select Corporate Investments
Wind Point Partners	12/20/2019 12/6/2019 11/25/2019 4/11/2016	<ul style="list-style-type: none"> Origination O2D Tropicale Foods Premier AG Resources Evans Food Group Ltd.
Palladium Equity	5/11/2020 7/10/2018	<ul style="list-style-type: none"> Butts Foods Spice World, Inc.
Fonds de solidarité FTQ	3/9/2020 1/6/2020 3/11/2016	<ul style="list-style-type: none"> Agro Enviro Lab F. Menard Serres Lefort Inc.
Kohlberg Kravis Roberts	6/15/2020 3/13/2020	<ul style="list-style-type: none"> Borden Dairy 4 Seasons Landscape Group
Insight Equity	11/6/2019 2/8/2019	<ul style="list-style-type: none"> Carolina Pride Foods Eddy Packing Co., Inc.
Butterfly Equity LP	6/17/2019 4/19/2019 2/27/2018 1/9/2018	<ul style="list-style-type: none"> Bolthouse Farms, Inc. Lemonade Restaurant Group Modern Market Pacifico Aquaculture
Mill Point Capital	4/3/2020 12/7/2017	<ul style="list-style-type: none"> Groundtek KKSP Precision Machining LLC

Sources: S&P Global Market Intelligence; PitchBook; FactSet

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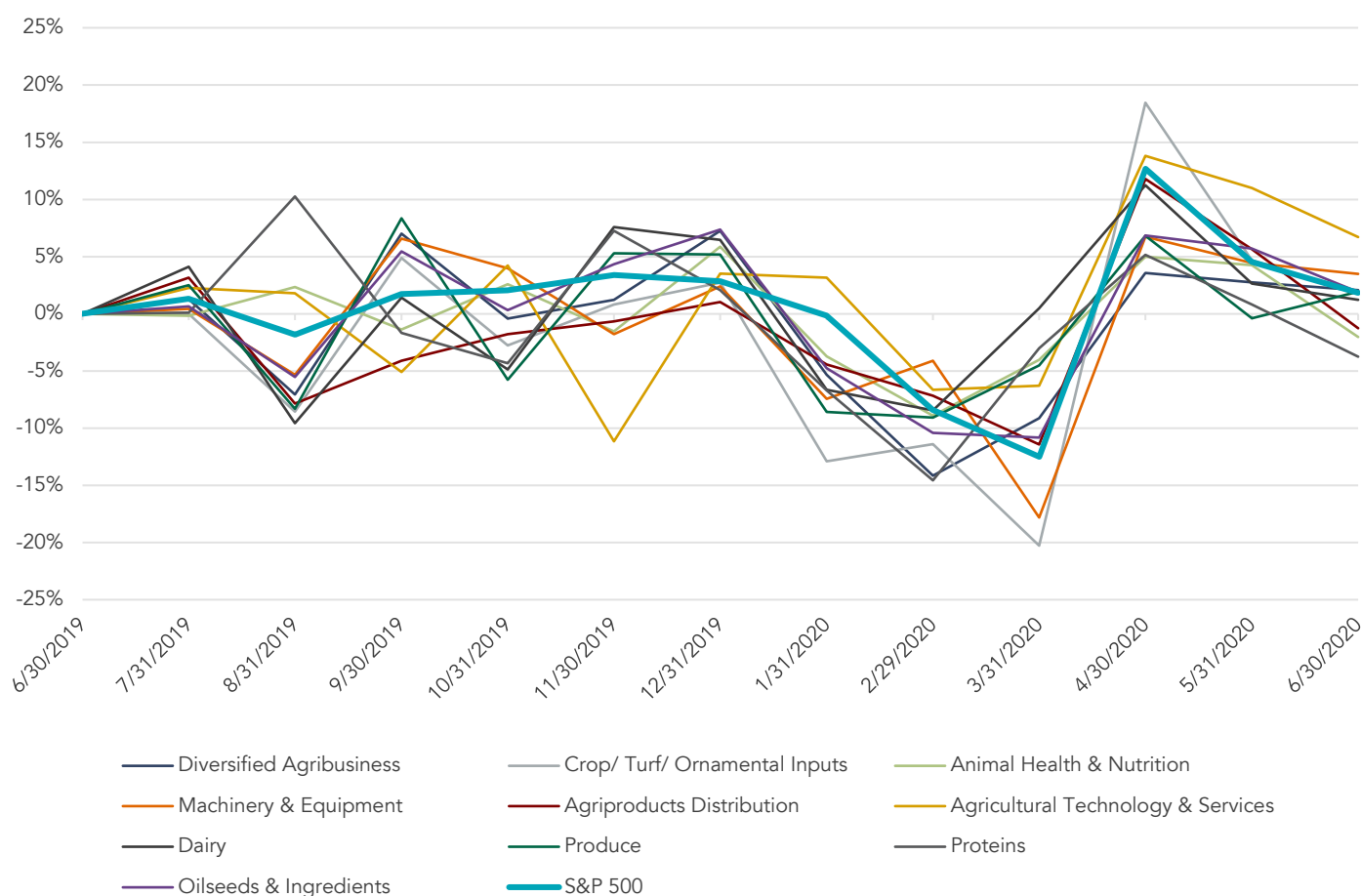


AGRIBUSINESS REPORT

PUBLIC BASKET

AGRIBUSINESS SEGMENTS VS. S&P 500

Running 12 Months



DIVERSIFIED AGRIBUSINESS

Company Name	Symbol	Market Stats						Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	Quarter Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA	
Archer Daniels Midland	ADM	\$ 22,164	\$ 39.90	13.4%	(13.9%)	84.5%	18%	4.4%	0.5x	10.6x	14.7x	0.5x	9.5x	
Bunge	BG	5,847	41.13	0.2%	(28.5%)	69.0%	(2.6%)	(18%)	0.3x	NM	NM	0.3x	11.0x	
Seaboard	SEB	3,406	2,933.82	4.3%	(310%)	65.9%	NM	2.7%	0.5x	20.1x	27.8x	NM	NM	
Andersons	ANDE	453	13.76	(26.6%)	(45.6%)	47.7%	(5.6%)	1.0%	0.3x	10.0x	NM	0.3x	7.3x	
Limoneira	LMNR	259	14.49	10.6%	(24.6%)	66.3%	9.0%	(6.5%)	2.4x	NM	NM	2.2x	NM	
Alico	ALCO	233	31.16	0.4%	(13.0%)	81.5%	NM	58.5%	3.1x	5.4x	6.3x	NM	NM	
Segment Average				0.4%	(26.1%)	69.2%	0.7%	9.7%	1.2x	11.5x	16.3x	0.8x	9.3x	
Segment Median				2.3%	(26.6%)	67.6%	(0.4%)	1.8%	0.5x	10.3x	14.7x	0.4x	9.5x	

Source: PitchBook Financial Data and Analytics



PUBLIC BASKET (CONTINUED)

CROP, TURF & ORNAMENTAL INPUTS

Company Name	Symbol	Market Stats						Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	Quarter Change	YTD Change	% of 52 Week High		Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Dow Chemical	DOW	\$ 30,192	\$ 40.76	39.4%	(25.5%)	72.5%		(9.4%)	6.2%	1x	18.9x	NM	13x	9.1x
Nutrien	NTR	18,177	31.94	(2.2%)	(35.8%)	57.8%		(1.1%)	17.6%	15x	8.3x	20.3x	15x	7.8x
FMC	FMC	12,896	99.62	21.9%	(0.2%)	916%		5.5%	18.5%	3.5x	16.7x	23.8x	3.3x	12.0x
Scotts Miracle-Gro	SMG	7,463	134.47	31.3%	26.6%	89.0%		18.5%	17.1%	2.9x	16.7x	25.3x	2.4x	13.2x
CF Industries Holdings	CF	6,016	28.14	3.5%	(41.1%)	510%		(8.5%)	26.5%	2.8x	6.8x	13.1x	3.0x	9.0x
Bunge	BG	5,847	41.13	0.2%	(28.5%)	69.0%		(2.6%)	(18%)	0.3x	NM	NM	0.3x	110x
The Mosaic	MOS	4,742	12.51	15.6%	(42.2%)	48.7%		(3.2%)	(15.4%)	1x	NM	NM	1x	6.5x
Element Solutions Inc	ESI	2,699	10.85	29.8%	(7.1%)	85.2%		(4.1%)	215%	2.2x	10.3x	30.1x	2.3x	10.3x
Central Garden & Pet	CENT	1,875	35.99	30.9%	15.8%	96.5%		7.1%	8.2%	10x	117x	23.4x	0.9x	9.9x
Compass Minerals	CMP	1,653	48.75	26.7%	(20.0%)	73.7%		1.6%	212%	19x	8.9x	20.4x	19x	7.7x
Andersons	ANDE	453	13.76	(26.6%)	(45.6%)	47.7%		(5.6%)	10%	0.3x	10.0x	NM	0.3x	7.3x
American Vanguard	AVD	415	13.76	(4.8%)	(29.3%)	70.2%		4.5%	4.7%	13x	15.0x	38.2x	12x	NM
Marrone Bio Innovations	MBII	174	1.17	43.2%	15.8%	67.6%		66.5%	NM	6.5x	NM	NM	3.9x	NM
Intrepid Potash	IPI	132	9.90	23.8%	(63.5%)	25.6%		(13.3%)	16.8%	0.8x	4.5x	NM	0.9x	NM
CVR Partners	UAN	96	0.85	(17.5%)	(72.6%)	20.6%		(10.7%)	23.8%	17x	7.3x	NM	2.0x	10.7x
S&W Seed	SANW	76	2.28	112%	8.6%	72.8%		(9.5%)	(10.8%)	1x	NM	NM	12x	NM
Arcadia Biosciences	RKDA	38	3.76	31.9%	(31.4%)	36.9%		NM	NM	219x	NM	NM	2.6x	NM
Origin Agritech	SEED	34	6.76	50.2%	26.1%	63.0%		NM	NM	5.9x	NM	NM	NM	NM
China Green Agriculture	CGA	19	2.92	12.1%	3.7%	43.8%		NM	(31.3%)	NM	NM	NM	NM	NM
Segment Average				16.9%	(18.2%)	62.3%		2.2%	7.7%	3.2x	11.3x	24.3x	1.8x	9.5x
Segment Median				21.9%	(25.5%)	67.6%		(2.9%)	12.5%	1.6x	10.1x	23.6x	1.5x	9.5x

ANIMAL HEALTH & NUTRITION

Company Name	Symbol	Market Stats						Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	Quarter Change	YTD Change	% of 52 Week High		Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Merck & Co.	MRK	\$ 195,189	\$ 77.33	0.5%	(15.0%)	83.5%		3.6%	34.3%	4.5x	13.1x	19.6x	4.3x	NM
Zoetis	ZTS	65,086	137.04	16.4%	3.5%	93.7%		4.7%	39.9%	110x	27.6x	40.9x	10.5x	24.9x
Idexx Laboratories	IDXX	28,041	330.16	36.3%	26.4%	99.2%		12.2%	26.6%	119x	NM	66.0x	10.6x	37.9x
Archer Daniels Midland	ADM	22,164	39.90	13.4%	(13.9%)	84.5%		1.8%	4.4%	0.5x	10.6x	14.7x	0.5x	9.5x
Ingredion	INGR	5,559	83.00	9.9%	(10.7%)	83.4%		(0.9%)	14.1%	12x	8.4x	14.4x	12x	8.7x
The Mosaic	MOS	4,742	12.51	15.6%	(42.2%)	48.7%		(3.2%)	(15.4%)	1x	NM	NM	1x	6.5x
Neogen	NEOG	4,106	77.60	15.8%	18.9%	97.2%		6.2%	19.8%	9.0x	NM	69.3x	8.5x	NM
Darling Ingredients	DAR	3,985	24.62	28.4%	(12.3%)	83.3%		4.2%	25.7%	17x	6.7x	10.9x	17x	12.6x
Balchem	BCPC	3,066	94.86	(3.9%)	(6.7%)	83.3%		6.5%	17.1%	4.9x	217x	38.1x	4.6x	NM
Patterson Companies	PDCO	2,111	22.00	43.9%	7.4%	85.6%		(3.0%)	(8.5%)	0.5x	NM	NM	0.5x	115x
Central Garden & Pet	CENT	1,875	35.99	30.9%	15.8%	96.5%		7.1%	8.2%	10x	117x	23.4x	0.9x	9.9x
Aemetis	AMTX	17	0.81	55.3%	(2.7%)	47.0%		112%	(3.2%)	12x	NM	NM	1x	NM
Segment Average				21.9%	(2.6%)	82.1%		4.2%	13.6%	4.0x	14.3x	33.0x	3.8x	15.2x
Segment Median				16.1%	(4.7%)	84.0%		4.5%	15.6%	1.5x	11.7x	23.4x	1.4x	10.7x

Source: PitchBook Financial Data and Analytics



PUBLIC BASKET (CONTINUED)

MACHINERY & EQUIPMENT

Company Name	Symbol	Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	Quarter Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Deere	DE	\$ 49,166	\$ 157.15	13.7%	(9.3%)	86.4%	(19.2%)	15.1%	2.5x	16.3x	17.8x	3.0x	NM
CNH Industrial	CNHI	9,592	7.03	25.3%	(36.1%)	58.6%	(12.1%)	10.1%	11x	10.9x	8.7x	12x	13.4x
The Toro	TTC	7,110	66.34	19%	(16.7%)	78.7%	0.8%	13.8%	2.4x	17.8x	27.0x	2.4x	15.5x
AGCO	AGCO	4,152	55.46	17.4%	(28.2%)	68.1%	(3.6%)	6.3%	0.6x	10.3x	34.0x	0.7x	7.8x
Advanced Drainage Systems	WMS	3,445	49.40	67.8%	27.2%	95.7%	8.0%	17%	2.8x	NM	NM	2.6x	9.3x
Valmont Industries	VMI	2,446	113.62	7.2%	(24.1%)	73.4%	2.6%	12.1%	11x	9.1x	15.4x	11x	9.0x
Cerved Group	CERV	1,380	7.19	22.7%	(25.6%)	68.4%	2.3%	513%	3.5x	7.6x	22.9x	3.4x	8.2x
Alamo Group	ALG	1,217	102.64	15.6%	(18.2%)	77.2%	(5.0%)	11.3%	14x	12.3x	19.2x	15x	116x
Lindsay	LNN	999	92.21	0.7%	(3.9%)	82.5%	5.7%	9.6%	2.3x	23.9x	NM	2.2x	14.3x
Raven Industries	RAVN	771	2151	13%	(37.6%)	56.6%	(1.9%)	12.1%	2.0x	16.9x	29.9x	2.1x	210x
Titan Machinery	TITN	242	10.86	25.0%	(26.5%)	49.6%	(10.6%)	3.9%	0.5x	13.8x	14.5x	0.6x	22.4x
Titan International	TWI	88	146	(5.8%)	(59.7%)	310%	(5.6%)	0.5%	0.4x	NM	NM	0.4x	7.6x
Rocky Mountain Dealerships	RME	59	3.05	12.1%	(40.9%)	50.3%	NM	3.9%	0.2x	4.6x	NM	NM	NM
Bion Environmental Technologies	BNET	17	0.58	16.0%	13.7%	77.4%	NM	NM	NM	NM	NM	NM	NM
Arts Way Manufacturing	ARTW	10	2.35	114%	32.8%	53.8%	NM	(10%)	0.7x	NM	NM	NM	NM
Segment Average				15.5%	(16.9%)	67.2%	(3.2%)	10.8%	1.5x	13.0x	21.0x	1.8x	12.7x
Segment Median				13.7%	(24.1%)	68.4%	(2.8%)	9.8%	1.2x	12.3x	19.2x	1.8x	11.6x

AGRIPRODUCTS DISTRIBUTION

Company Name	Symbol	Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	Quarter Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Nutrien	NTR	\$ 18,177	\$ 3194	(2.2%)	(35.8%)	57.8%	(11%)	17.6%	15x	8.3x	20.3x	15x	7.8x
Tractor Supply	TSCO	15,239	13179	55.9%	41.0%	99.2%	16.4%	112%	2.1x	19.0x	27.8x	18x	16.9x
Scotts Miracle-Gro	SMG	7,463	134.47	31.3%	26.6%	89.0%	18.5%	17.1%	2.9x	16.7x	25.3x	2.4x	13.2x
Andersons	ANDE	453	13.76	(26.6%)	(45.6%)	47.7%	(5.6%)	10%	0.3x	10.0x	NM	0.3x	7.3x
Segment Average				14.6%	(3.4%)	73.4%	7.1%	11.7%	1.7x	13.5x	24.5x	1.5x	11.3x
Segment Median				14.5%	(4.6%)	73.4%	7.6%	14.2%	1.8x	13.4x	25.3x	1.7x	10.5x

AGRICULTURAL TECHNOLOGY & SERVICES

Company Name	Symbol	Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	Quarter Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Idexx Laboratories	IDXX	\$ 28,041	\$ 330.16	36.3%	26.4%	99.2%	12.2%	26.6%	119x	44.7x	66.0x	10.6x	37.9x
Raven Industries	RAVN	771	2151	13%	(37.6%)	56.6%	(1.9%)	12.1%	2.0x	16.9x	29.9x	2.1x	210x
Iteris	ITI	194	4.76	48.6%	(4.7%)	71.1%	4.3%	(2.9%)	16x	NM	NM	15x	20.0x
Marrone Bio Innovations	MBII	174	1.17	43.2%	15.8%	67.6%	66.5%	NM	6.5x	NM	NM	3.9x	NM
Arcadia Biosciences	RKDA	38	3.76	31.9%	(31.4%)	36.9%	NM	NM	219x	NM	NM	2.6x	(2.2x)
Origin Agritech	SEED	34	6.76	50.2%	26.1%	63.0%	NM	NM	5.9x	NM	NM	NM	NM
Bion Environmental Technologies	BNET	17	0.58	16.0%	13.7%	77.4%	NM	NM	NM	NM	NM	NM	NM
Segment Average				32.5%	1.2%	67.4%	20.3%	11.9%	8.3x	30.8x	48.0x	4.1x	19.2x
Segment Median				36.3%	13.7%	67.6%	8.2%	12.1%	6.2x	30.8x	48.0x	2.6x	20.5x

DAIRY

Company Name	Symbol	Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	Quarter Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Nomad Foods	NOMD	\$ 4,314	\$ 2145	15.6%	(4.1%)	93.0%	10.2%	14.6%	2.1x	12.8x	219x	19x	9.9x
Lifeway Foods	LWAY	35	2.28	18.5%	14.3%	60.8%	NM	5.7%	0.4x	6.8x	34.8x	NM	NM
Segment Average				17.0%	5.1%	76.9%	10.2%	10.2%	1.2x	9.8x	28.4x	1.9x	9.9x
Segment Median				17.0%	5.1%	76.9%	10.2%	10.2%	1.2x	9.8x	28.4x	1.9x	9.9x

Source: PitchBook Financial Data and Analytics



PUBLIC BASKET (CONTINUED)

PRODUCE

Company Name	Symbol	Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	Quarter Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Sysco	SY	\$ 27,746	\$ 54.66	19.8%	(36.1%)	63.6%	(12.6%)	4.8%	0.6x	12.9x	20.6x	0.7x	13.4x
US Foods	USFD	4,344	19.72	11.3%	(52.9%)	45.8%	(5.8%)	3.1%	0.4x	11.3x	23.8x	0.4x	10.5x
Nomad Foods	NOMD	4,314	21.45	15.6%	(4.1%)	93.0%	10.2%	14.6%	2.1x	12.8x	21.9x	1.9x	9.9x
Fresh Del Monte Produce	FDP	1,175	24.62	(10.8%)	(29.6%)	63.5%	(18%)	4.0%	0.4x	11.1x	27.4x	0.5x	NM
Calavo Growers	CVGW	1,110	62.91	9.0%	(30.6%)	63.1%	2.1%	3.1%	10x	32.4x	NM	10x	14.5x
United Natural Foods	UNFI	996	18.21	98.4%	107.9%	77.9%	5.1%	0.0%	0.2x	NM	NM	0.2x	7.4x
SpartanNash	SPTN	758	21.25	48.4%	49.2%	93.2%	2.7%	1.5%	0.2x	12.6x	58.2x	0.2x	7.3x
SunOpta	SOY	417	4.68	183.5%	810%	86.5%	7.0%	3.1%	0.8x	27.2x	NM	0.8x	110x
Seneca Foods	SENEA	308	33.81	(15.0%)	(17.1%)	80.7%	NM	5.5%	0.5x	8.8x	14.8x	NM	NM
Village Farms International	VFF	267	4.74	72.9%	(26.5%)	32.6%	51.6%	(24.7%)	2.0x	NM	NM	1.3x	17.7x
Limoneira	LMNR	259	14.49	10.6%	(24.6%)	66.3%	9.0%	(6.5%)	2.4x	NM	NM	2.2x	35.5x
Alico	ALCO	233	31.16	0.4%	(13.0%)	81.5%	NM	58.5%	3.1x	5.4x	6.3x	NM	NM
Landec	LNDC	232	7.96	(8.4%)	(29.6%)	63.9%	(8.1%)	(0.5%)	0.7x	NM	NM	0.8x	12.5x
Segment Average				33.5%	(2.0%)	70.1%	5.4%	5.1%	1.1x	14.9x	24.7x	0.9x	14.0x
Segment Median				11.3%	(24.6%)	66.3%	2.7%	3.1%	0.7x	12.6x	21.9x	0.8x	11.7x

PROTEINS

Company Name	Symbol	Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	Quarter Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Hormel Foods	HRL	\$ 26,015	\$ 48.27	3.5%	7.0%	93.7%	2.2%	13.9%	2.7x	19.2x	28.4x	2.6x	18.4x
Tyson Foods	TSN	21,754	59.71	3.2%	(34.4%)	63.4%	0.2%	9.3%	0.8x	8.3x	11.1x	0.8x	8.3x
Pilgrim's Pride	PPC	4,167	16.89	(6.8%)	(48.4%)	50.2%	5.5%	8.8%	0.6x	6.4x	9.6x	0.5x	6.2x
Seaboard	SEB	3,406	2,933.82	4.3%	(31.0%)	65.9%	NM	2.7%	0.5x	20.1x	NM	NM	NM
Sanderson Farms	SAFM	2,577	115.89	(6.0%)	(34.2%)	64.6%	4.4%	2.6%	0.8x	30.3x	NM	0.8x	15.3x
Cal-Maine Foods	CALM	2,169	44.48	1.1%	4.0%	95.3%	19.8%	(2.9%)	1.7x	NM	NM	1.4x	12.2x
Prestige Consumer Healthcare	PBH	1,885	37.56	2.4%	(7.3%)	81.4%	(2.1%)	32.9%	3.7x	11.2x	13.5x	3.8x	10.7x
China Growth Equity Investment	PME	92	1.16	14.9%	(7.2%)	39.5%	NM	39.7%	4.3x	10.8x	6.1x	NM	NM
Segment Average				2.1%	(18.9%)	69.2%	5.0%	13.4%	1.9x	15.2x	13.7x	1.6x	11.9x
Segment Median				2.8%	(19.1%)	65.3%	3.3%	9.1%	1.3x	11.2x	11.1x	1.1x	11.5x

OILSEEDS & INGREDIENTS

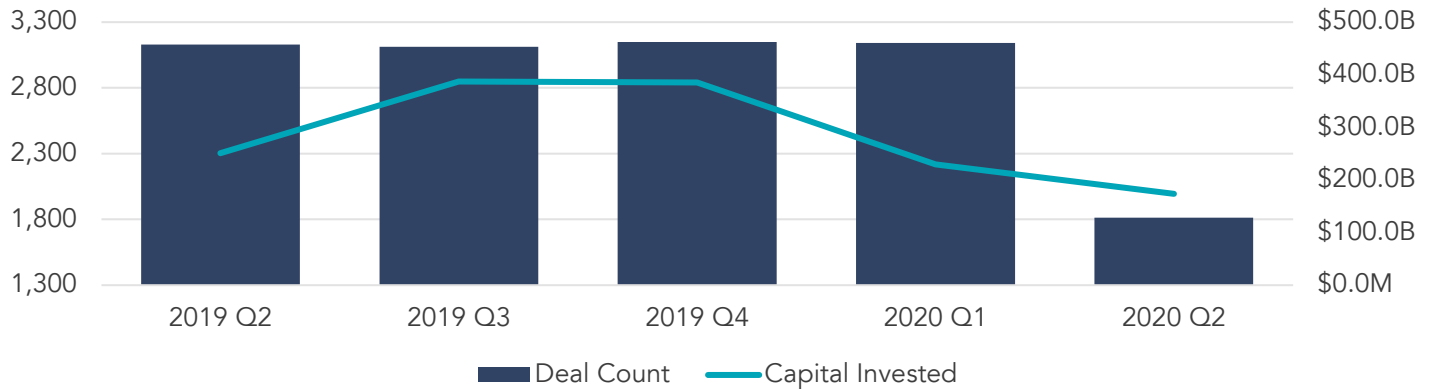
Company Name	Symbol	Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	Quarter Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Archer Daniels Midland	ADM	\$ 22,164	\$ 39.90	13.4%	(13.9%)	84.5%	18%	4.4%	0.5x	10.6x	14.7x	0.5x	9.5x
FM C	FMC	12,896	99.62	21.9%	(0.2%)	91.6%	5.5%	18.5%	3.5x	16.7x	23.8x	3.3x	12.0x
Bunge	BG	5,847	41.13	0.2%	(28.5%)	69.0%	(2.6%)	(18%)	0.3x	NM	NM	0.3x	110x
Ingredion	INGR	5,559	83.00	9.9%	(10.7%)	83.4%	(0.9%)	14.1%	1.2x	8.4x	14.4x	1.2x	8.7x
Darling Ingredients	DAR	3,985	24.62	28.4%	(12.3%)	83.3%	4.2%	25.7%	1.7x	6.7x	10.9x	1.7x	12.6x
Sensient Technologies	SXT	2,209	52.16	19.9%	(21.1%)	70.2%	(4.8%)	12.1%	2.1x	17.5x	31.6x	2.2x	13.4x
SunOpta	SOY	417	4.68	183.5%	810%	86.5%	7.0%	3.1%	0.8x	27.2x	NM	0.8x	110x
Feronia	FRN	21	0.02	33.2%	21.6%	46.4%	NM	NM	1.5x	NM	NM	NM	NM
Aemetis	AMTX	17	0.81	55.3%	(2.7%)	47.0%	11.2%	(3.2%)	1.2x	NM	NM	1.1x	NM
Segment Average				40.7%	1.5%	73.5%	2.7%	9.1%	1.4x	14.5x	19.1x	1.4x	11.2x
Segment Median				21.9%	(10.7%)	83.3%	3.0%	8.2%	1.2x	13.7x	14.7x	1.1x	11.0x

Source: PitchBook Financial Data and Analytics



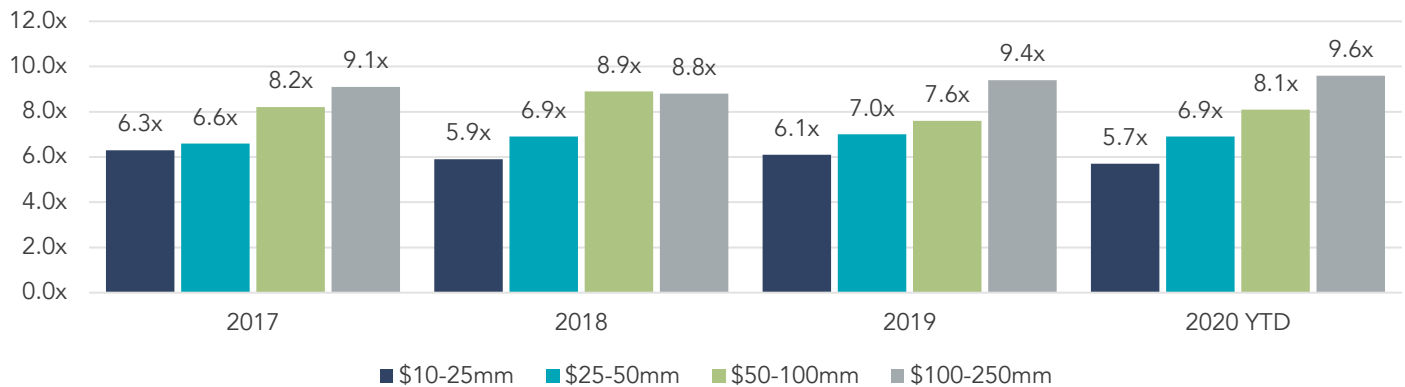
U.S. M&A ACTIVITY SNAPSHOT

OVERALL U.S. M&A ACTIVITY

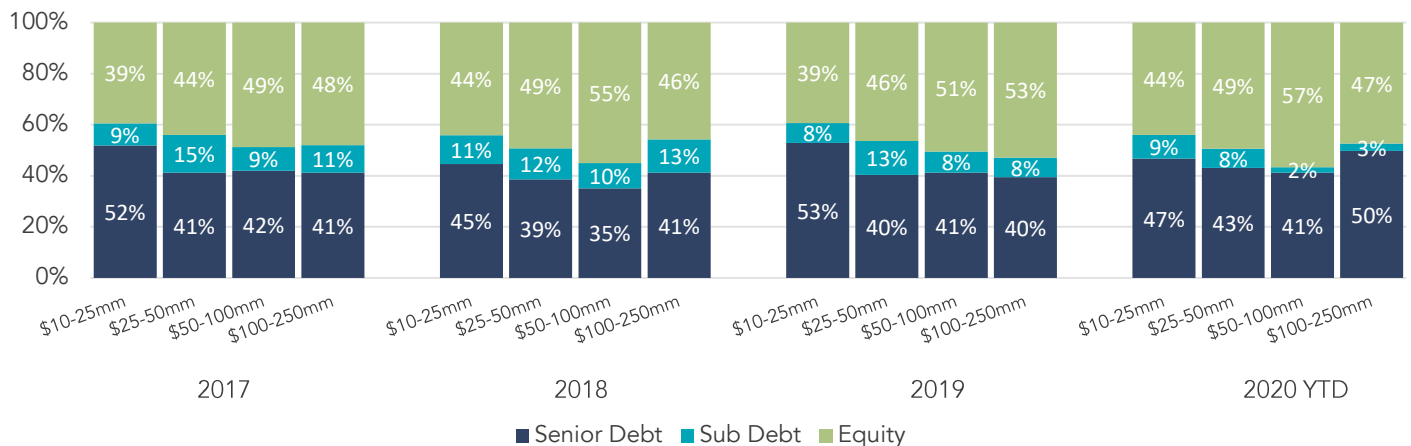


LOWER MIDDLE MARKET PRIVATE EQUITY TRANSACTION MULTIPLES

EBITDA Multiples By Transaction Size



CAPITAL BREAKDOWN – LOWER MIDDLE MARKET PRIVATE EQUITY TRANSACTIONS



Note: The most current source of GF Data is as of May 2020.

Source: GF Data®



COMPREHENSIVE AGRIBUSINESS EXPERTISE

Our Agribusiness Team has worked on and completed numerous M&A transactions with both strategic and financial buyers and sellers across a wide range of manufacturing, distribution and service-related businesses in the agribusiness, horticultural, agrifood and green space industries. This accumulated experience and expertise will help your company approach the market with the right strategy and resources in place.

Our Agribusiness Industry investment banking expertise includes the following segments:

- ❑ Diversified Agribusiness
- ❑ Crop Inputs
- ❑ Animal Health & Nutrition
- ❑ Machinery & Equipment
- ❑ Distribution
- ❑ Agricultural Technology & Services
- ❑ Dairy
- ❑ Produce
- ❑ Proteins
- ❑ Ingredients

CONTACT US



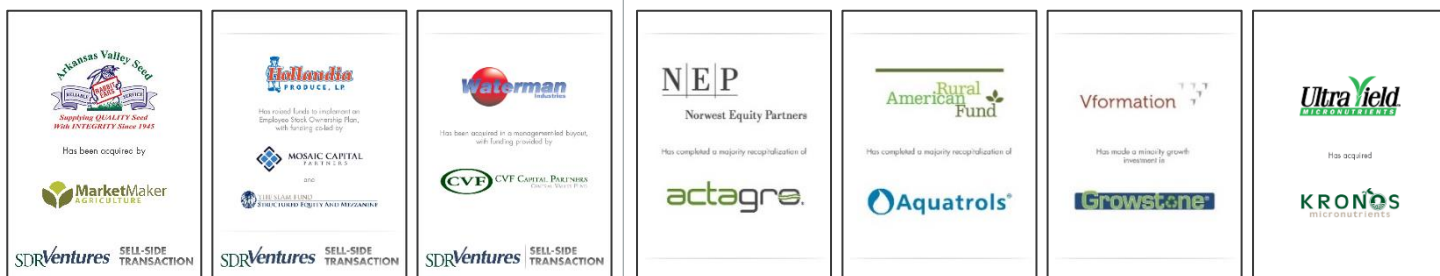
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SELECT TRANSACTION EXPERIENCE

SDR has completed numerous transactions types throughout the Agribusiness Industry, including:



*These transactions were completed by SDR Senior Advisor Eric Bosveld during his tenure at another firm.

SDR SERVICE OFFERINGS



SELL-SIDE ADVISORY



PRIVATE CAPITAL FORMATION



BUY-SIDE ADVISORY



STRATEGIC CONSULTING



1H 2020 TRANSACTION ACTIVITY

Date	Target	Buyer(s)	Segment	Amount (\$ in Mil)	TEV/ Rev	TEV/ EBITDA
06/24/2020	Stratford Animal Health	SwedenCare	Animal Health & Nutrition	16.98	2.2x	10.6x
06/18/2020	RnAgri	RNAissance Ag	Agricultural Tech & Services	-	-	-
06/17/2020	H2O Hydroponics	GrowGeneration	Diversified Agribusiness	-	-	-
06/17/2020	Modern Meat Holdings	Navis Resources	Proteins	-	-	-
06/17/2020	Quantified	Merck Animal Health	Agricultural Tech & Services	-	-	-
06/15/2020	Borden Dairy	Capitol Peak Partners, Kohlberg Kravis Roberts	Dairy	340.00	0.3x	12x
06/15/2020	Paradise Plastics	Portage Plastics	Diversified Agribusiness	-	-	-
06/11/2020	Erber Group	Koninklijke DSM	Animal Health & Nutrition	1082.39	2.8x	-
06/08/2020	Bobcat of Atlanta	Berry Companies	Machinery & Equipment	-	-	-
06/02/2020	PastureMap	Soilworks Natural Capital	Agricultural Tech & Services	-	-	-
06/01/2020	Beller and Backes	Mitchell Equipment	Machinery & Equipment	-	-	-
06/01/2020	Verdant Bio Sciences	Ackermans & van Haaren, Sipef	Crop/ Turf/ Ornamental Inputs	16.55	-	-
05/28/2020	My Dairy Dashboard	APES Ventures, Banneker Partners, Dairy.com, Farol Asset Management, L Capital	Agricultural Tech & Services	-	-	-
05/27/2020	Willie Bird Turkeys	Diestel Family Ranch	Proteins	-	-	-
05/26/2020	Rite Way Manufacturing	Morris Industries, Westcap Management	Machinery & Equipment	-	-	-
05/26/2020	B.I. Foods	RKW Holdings	Proteins	-	-	-
05/22/2020	Prime Pork	Hylife	Proteins	-	-	-
05/22/2020	Retail Pro Associates	Endexx	Animal Health & Nutrition	-	-	-
05/17/2020	Agjet LLC	Van Doren Sales Inc.	Agricultural Tech & Services	-	-	-
05/11/2020	Better Harvest	Deveron UAS	Agricultural Tech & Services	0.27	0.6x	-
05/11/2020	Butts Foods	Palladium Equity Partners, Quirch Foods	Proteins	-	-	-
05/07/2020	Ingredients	Barentz International, Cinven	Oilseeds & Ingredients	-	-	-
05/06/2020	HarvestMark	iFood Decision Sciences	Agricultural Tech & Services	-	-	-
05/06/2020	McArthur Dairy	Individual Investor	Dairy	16.50	-	-
05/05/2020	Pure Cultures	CanBioCin	Animal Health & Nutrition	-	-	-
05/04/2020	Dean Foods	Dairy Farmers of America	Dairy	352.99	0.1x	-
05/04/2020	HorizonWest	Titan Machinery	Machinery & Equipment	-	-	-
04/30/2020	Westbridge Agricultural Products	Erber Group	Crop/ Turf/ Ornamental Inputs	-	-	-
04/24/2020	Aliments Trans Gras	LHG Foods	Proteins	-	-	-
04/23/2020	Feather Crest Farms	MPS Egg Farms	Proteins	-	-	-
04/21/2020	Bunge	Zen-Noh Grain	Oilseeds & Ingredients	-	-	-
04/20/2020	Huerfano-Cucharas Irrigation Company	WaterVault America	Crop/ Turf/ Ornamental Inputs	-	-	-
04/10/2020	Scott & Sons Landscaping	Ruppert Landscape	Crop/ Turf/ Ornamental Inputs	-	-	-
04/10/2020	Vanguard Seed	Sakata Seed America	Crop/ Turf/ Ornamental Inputs	-	-	-
04/10/2020	United Right-of-Way	Montage Partners	Crop/ Turf/ Ornamental Inputs	-	-	-
04/08/2020	Net Irrigate	Lindsay	Machinery & Equipment	-	-	-
04/08/2020	Performance Livestock Analytics	Zoetis	Agricultural Tech & Services	-	-	-
04/06/2020	Ultimate Superfoods	Cambridge Commodities	Oilseeds & Ingredients	-	-	-
04/03/2020	Groundtek	Cohesive Capital Partners, Mill Point Capital, Outworx Group	Crop/ Turf/ Ornamental Inputs	-	-	-
04/01/2020	UIS Group	Carousel Capital, Consolidated Claims Group	Agricultural Tech & Services	-	-	-
03/31/2020	Finney Implement	Ritchie Motors	Machinery & Equipment	-	-	-
03/25/2020	Rousseau Farming Company (Carrot Operations)	Apollo Investment, Bolthouse Farms, Butterfly Equity	Produce	-	-	-
03/13/2020	4 Seasons Landscape Group	BrightView Landscapes, Kohlberg Kravis Roberts	Crop/ Turf/ Ornamental Inputs	-	-	-
03/13/2020	Warth Insurance Agency	First MainStreet Insurance	Agricultural Tech & Services	-	-	-
03/12/2020	The Great American Turkey		Proteins	-	-	-

Source: PitchBook Financial Data and Analytics

Note: These data represent recorded transactions only and are not all-inclusive. Nevertheless, they are typically representative of the industry.



1H 2020 TRANSACTION ACTIVITY (CONTINUED)

Date	Target	Buyer(s)	Segment	Amount (\$ in Mil)	TEV/ Rev	TEV/ EBITDA
03/11/2020	National Flavors (Food Products)	The Riverside Company	Oilseeds & Ingredients	-	-	-
03/09/2020	Agro Enviro Lab	Fonds de solidarité FTQ, Premier Tech	Agricultural Tech & Services	-	-	-
03/01/2020	BioHarvest	Canna-V-Cell Sciences	Agricultural Tech & Services	-	-	-
03/01/2020	Zuke's Landscape	Landscape Development	Crop/ Turf/ Ornamental Inputs	-	-	-
02/28/2020	Ashland Industries	K-Tec Earthmovers, Owner Resource Group	Machinery & Equipment	-	-	-
02/26/2020	Health & Harvest	GrowGeneration	Machinery & Equipment	2.85	-	-
02/24/2020	Centerra Hardware	Hartville Hardware and Lumber	Diversified Agribusiness	-	-	-
02/20/2020	Maui Cattle	Mahi Pono	Proteins	-	-	-
02/19/2020	Growers	Israel Chemicals	Agricultural Tech & Services	27.50	-	-
02/12/2020	Golden Harvests	Grown Rogue	Produce	-	-	-
02/10/2020	Cawoods Produce	Mr Greens, Nuveen Investments, NXT Capital, Private Advisors, Shoreline Equity	Produce	-	-	-
02/08/2020	International Seafoods of Alaska	Silver Bay Seafoods	Proteins	-	-	-
02/07/2020	Grieg NL	Grieg Seafood	Proteins	168.05	-	-
02/06/2020	Baswood	Cambrian Innovation	Agricultural Tech & Services	-	-	-
02/06/2020	GreenVenus	Third Security	Agricultural Tech & Services	-	-	-
02/05/2020	Mood's Equipment LP	Robertson Implements	Machinery & Equipment	-	-	-
02/05/2020	Andean Naturals	Ardent Mills	Oilseeds & Ingredients	-	-	-
02/03/2020	Cambridge Packing	The Chefs' Warehouse	Proteins	20.00	-	-
02/03/2020	Green Line Equipment, Stutheit Implement,	AKRS Equipment Solutions	Machinery & Equipment	-	-	-
02/03/2020	Ace Irrigation & Manufacturing	Reinke	Machinery & Equipment	-	-	-
02/03/2020	Potter's Lawn & Landscaping	Andover National	Crop/ Turf/ Ornamental Inputs	2.80	-	-
02/03/2020	American Pellet Mill Services	Bühler	Machinery & Equipment	-	-	-
02/03/2020	Okanagan Specialty Fruits	TS Biotechnology Holdings	Produce	-	-	-
02/03/2020	Carolina Coastal Railway	3i Group, Regional Rail	Agricultural Tech & Services	-	-	-
01/31/2020	Huron Bay Co-Operative	North Wellington Co-operative Services	Diversified Agribusiness	-	-	-
01/31/2020	Marroquin Organic International	Agrana Beteiligungs	Agriproducts Distribution	-	-	-
01/29/2020	Greenbook (Kansas)	Agworld	Agricultural Tech & Services	-	-	-
01/28/2020	Force Unlimited	Unverferth Manufacturing	Machinery & Equipment	-	-	-
01/28/2020	GreenScapes Landscape Company		Crop/ Turf/ Ornamental Inputs	-	-	-
01/24/2020	Garcia Foods	Mission Consumer Capital	Proteins	-	-	-
01/24/2020	Highlands Landscaping and Fencing	Saturn Five	Crop/ Turf/ Ornamental Inputs	-	-	-
01/23/2020	TriGrow Systems	Agriify	Machinery & Equipment	-	-	-
01/21/2020	Simply Fresh Fruit (SFFI)	Calavo Growers	Produce	-	-	-
01/21/2020	BFG Supply	Incline Equity Partners	Agriproducts Distribution	-	-	-
01/17/2020	Pinnacle Agriculture Holdings	J.R. Simplot Company	Agriproducts Distribution	-	-	-
01/16/2020	Degelman Industries	Westcap Management	Machinery & Equipment	63.00	-	-
01/15/2020	Thermo Energy Systems	Gibraltar Industries	Machinery & Equipment	5.58	-	-
01/15/2020	Equustock	Hadley Capital	Diversified Agribusiness	-	-	-
01/15/2020	Thrushwood Farms	Charis Consumer Partners, Western's Smokehouse	Proteins	-	-	-
01/14/2020	Garden Dept.	SiteOne Landscape Supply	Agriproducts Distribution	-	-	-
01/13/2020	CropMetrics	CropX	Agricultural Tech & Services	-	-	-
01/13/2020	HyFrontier Technologies	Golden Triangle Enterprises	Agricultural Tech & Services	-	-	-
01/13/2020	Summit Landscape Group	BrightView Landscapes	Crop/ Turf/ Ornamental Inputs	-	-	-
01/07/2020	Empire Supplies	SiteOne Landscape Supply	Crop/ Turf/ Ornamental Inputs	-	-	-
01/06/2020	F. Menard	Desjardins Capital, Fondation, Fonds de solidarité FTQ, Sollio Cooperative Group	Proteins	-	-	-
01/02/2020	TAG Manufacturing	Center Rock Capital Partners	Machinery & Equipment	-	-	-
01/02/2020	AgSense	Valmont Industries	Machinery & Equipment	-	-	-

Source: PitchBook Financial Data and Analytics

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1H 2020 TRANSACTION ACTIVITY (CONTINUED)

Date	Target	Buyer(s)	Segment	Amount (\$ in Mil)	TEV/ Rev	TEV/ EBITDA
01/01/2020	Hydrogreen	CubicFarm Systems	Agricultural Tech & Services	3.50	-	-
01/01/2020	Ag Express Electronics (assets of the manufacturing and distribution divisions)	Ag Express Electronics, Caymus Capital Group	Machinery & Equipment	-	-	-
01/01/2020	The Royal Butcher	Individual Investor	Proteins	-	-	-

Source: PitchBook Financial Data and Analytics

Note: These data represent recorded transactions only and are not all-inclusive. Nevertheless, they are typically representative of the industry.