



FOOD & BEVERAGE REPORT

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



2H 2022

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FOOD & BEVERAGE REPORT

FOOD & BEVERAGE 2H22: WHAT TO KNOW

- ❑ Eating and drinking may be two of the simpler things in life, but the food & beverage industry is far from simple and is going high-tech.
- ❑ Imagine creating “meat” in a lab (and selling it), turning grains into protein ingredients to reinvent food, or ordering and getting a meal all through touchscreens and robotics, because that’s happening.
- ❑ And how does growing food help humanity if it ends up in a landfill or compost bin uneaten? There’s a new push to “upcycling,” finding ways to turn less-than-perfect produce into new, desirable products.

Not The Best Of Times, But Better Ahead (But Where Are The Eggs?)

After a go-go 2021 and record M&A activity in the food & beverage industry, 2022 saw a cooling-off period. Not surprising. Rising interest rates, food inflation, the war in Ukraine, and supply chain issues created headwinds across the industry. Then, throw in a troublesome disease like Avian flu and an egg shortage. Tough times. It doesn’t mean deals didn’t get done, but not as many. Still, there are areas worth watching and some exciting possibilities, especially in food tech, from at-home nutrition tracking to the first-ever (mostly) automated McDonald’s franchise. Even when it comes to the stuff we put in our bodies, everything seems to come down to tech.^{1,2,3,4,5,6}

Food producers are turning to tech both to deliver food and to produce new proteins through an emerging new technology called precision fermentation. We’re also watching a pretty common sense move into what’s being labeled “upcycling,” taking what used to be waste products, or less-than-perfect produce, from food processors and turning them into a product someone will want to eat. Waste not, want not. And of course, there’s an association for upcycling, and they are “certifying” stuff.⁷

If the public good is in play, we can’t help but keep an eye on how Russia’s invasion of Ukraine is affecting the industry. Going beyond world hunger and Ukraine’s grain production, we’ve seen multiple food and beverage brands shut down their operations in Russia, including beer maker AB InBev, Krispy Kreme donuts, McDonald’s, Sodexo, and Starbucks. If nothing else, these demonstrate how even retail food and beverage brands are impacted by geopolitics. A good reminder that actions have consequences, and in the Food and Beverage industry we need to remain agile and aware. McDonald’s made headlines when it opened its first restaurant in the then-Soviet Union in 1990. Now it’s out.^{8,9}

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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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The Robots That Take Your Order And Make Your Food

Food Tech is driven by both consumer demand and cold hard financial realities.

For the home chef, food tech is sneaking even further into the kitchen. The refrigerator that can remind you when you're running low on eggs was just the beginning. At the CES tech show in Las Vegas, companies unveiled an A.I. driven oven that can tell you if your meal is about to burn; an autonomous ramen maker that can whip up a tasty bowl 24/7 at your office; and a digital cutting board setup that weighs your food as you prepare it and calculates calories (it's aimed at helping people who have goals such as reducing daily calorie intake by a certain percentage.)⁵

If it's fancy home cooking you're after, tech has you covered for that as well. In 2022 we saw a sort of "Peloton of cooking" gadget, a cutting board with a docking station and digital screen where you can follow along with a chef during live cooking lessons (subscription required, of course, \$9.99 a month) as you whip up a gourmet meal. Need that meal prepared absolutely to perfection? A Brazilian company has a "smart" induction stove that weighs your food, connects to an app, and guides you through the cooking process to your specifications. Even the big guys are getting in on kitchen tech as GE unveiled a voice-controlled "smart mixer" that weighs your food and uses sensors to blend to your desired specifications, without overmixing. Only \$1,000 at Crate & Barrel, today.^{5,10}

Tech is also rapidly changing the Food Service industry. McDonald's in December opened its first "mostly automated" outlet in Texas, to save on wages but also to address labor shortages. While the minimum wage is still just \$7.25 in Texas, minimum wages are rising rapidly in other areas, and reducing reliance on workers may allow some locations to remain open and reduce operating costs.^{6,11}

Machine-Made Food

If robotics and tech are already down on the farm doing the work of laborers, and at the drive-through serving your burger, they are also in the middle, preparing food at the factory.

With production labor scarce, or expensive, food processors are making a hard turn to automation. More machines making food means fewer HR headaches, sick days, scheduling issues, training, and recruiting. Somewhere, the argument for automation shifted from safety, quality, and cost savings to full-on workforce alternatives.

While automation has long been used for packaging, we're watching new innovations in sorting, moving, and quality control. And then there are "automated carcass splitters." With the food robotics market expected to reach nearly \$4.4 billion this decade, robots will likely find their way into every avenue of food production, including dairy, bakery, meat, seafood, poultry, grains, and beverages. And, as in other sectors, we're seeing the acceleration of machine learning, artificial intelligence, and real-time data analytics.^{14,15,7}

If technology is helping us package and deliver food, food tech is also emerging as a way to make food. A developing technology called "precision fermentation" is allowing producers to create raw ingredients such as animal-free proteins by modifying organisms such as yeast to create proteins. A chocolate bar with 70% less sugar, made from sweet proteins? Done. An alcoholic beverage with a protein booster? Why not? Animal-product-free ice cream? Consumer giant Unilever is on it. Why not a vegan pizza with a fermented cheese alternative that tastes like cheese? (They're working on that, too). Technology isn't just about creating these alternatives, it's about creating alternatives people will enjoy eating. And making food is going beyond ingredients, we're watching for FDA and USDA approval (possibly this year) of lab-grown meat, real meat grown from animal cells in a lab.⁷

Food Tech such as precision fermentation is likely to become even bigger within the food industry, as consumers look for alternatives to animal-derived products and the global supply chain adjusts to today's realities. By one account, the estimated precision fermentation market in 2021 of \$1.3 billion is expected to reach \$37.3 billion by 2030 at a 48% compound annual growth rate (CAGR).¹⁶



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It's Not What You Harvest, It's What You Sell

As much as 40% of the U.S. food supply is lost to waste. The federal government, the food industry, and more recently the public are taking notice, particularly with food inflation at its highest it has been in years. There is a growing quest for catching that waste before it hits the landfill or the compost bin, and in finding alternative uses to make better use of everything we grow and produce. One emerging trend is called "upcycling." The idea is to maximize food usage, eliminate supply chain failures, and find ways to incorporate ingredients that might have gone to waste into other products. A snack maker takes damaged plantains that could have been discarded and turns them into tasty chips. Pits from date processing are being turned into a coffee alternative. Products using upcycled materials saw a 122% increase in the past five years. That's more than a blip, that's a trend. And it's not just about diverting food as it spoils, better tech is on the way to help monitor the freshness, level of ripeness, and better estimate remaining shelf life. Chemical companies, too, are looking for ways to prevent waste, developing products that can kill the pathogens that cause vegetables and fruits to spoil before they are sold. It's a team effort with opportunities throughout.^{7,17}

Think about it. When food is wasted, it's not just food, it's the fuel and other inputs, labor, and precious water that goes to waste. And as wasted food rots in a landfill, it produces the greenhouse gas methane. This is an important field to watch.¹⁸

Serving Up Deals: Mergers & Acquisitions

- ❑ The consolidation in the craft beer brewing industry continues at a rapid pace with numerous deals completed during the last half of 2022. Carlsberg Group announced on December 15, 2022, that it had reached a deal with Waterloo Brewing, Ontario, Canada's largest Canadian-owned brewer to acquire the business for \$107 MM (\$144 MM CAD), at a multiple of 1.3x revenue or 8.3x EBITDA.¹⁹ And earlier this year, Japanese beer maker, Sapporo announced it had completed the acquisition of California-based Stone Brewing for \$165 MM. Stone Brewing's operations on both the east and west coasts, along with Sapporo's Sleeman brewing operations in Ontario, better positions Sapporo in the North American market to better compete with other brands and with the hard seltzers and ready-to-drink premixed cocktails eating into the craft beer market.²⁰
- ❑ Likewise, M&A activity in the non-alcoholic beverage sector continues, particularly in the coffee industry. Nestle announced its planned acquisition of Seattle's Best Coffee from Starbucks for \$7.15b, while in July Olam Food Ingredients announced a deal to acquire Canadian-based Club Coffee for \$116mm.^{21,22} Consolidation in the coffee sector began a few years ago and seems to be continuing at a robust pace despite a general slowing in the M&A market overall. Brands with niche market positions but low market penetration are benefiting from the marketing and distribution capabilities of the larger players.

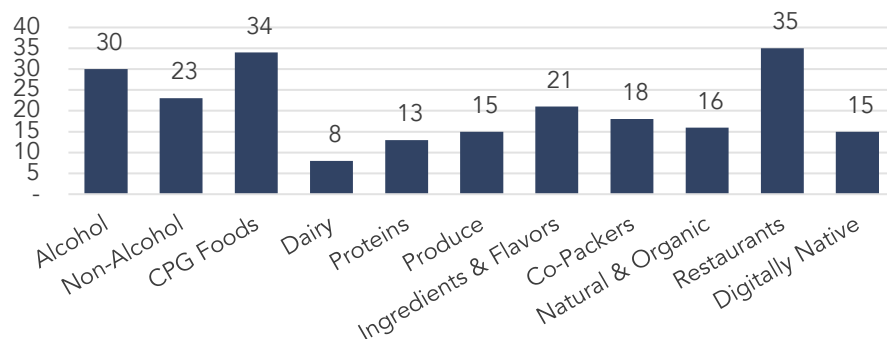
High Tech Solutions For Very Basic Needs

It's humanity's most basic need: eating. Food fuels our lives and drives our existence. You can live without an iPhone, but not without food. But as the global population grows, water supplies shrink, labor becomes a premium, and we continue to deal with the effects of an unstable climate, how we produce food must evolve. Technology is leading the way from production, to preservation, preparation, to packaging and delivery. We're excited to watch developments of not only new products and production, but also a renewed awareness about what we eat, and what we waste. While M&A activity in the sector slowed in 2022, we believe as the foundation of our existence, the food & beverage industry remains a key part of the global economy. While tastes may change, food never goes out of style.

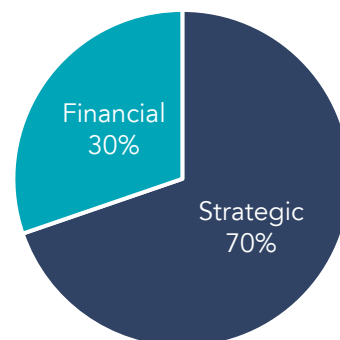


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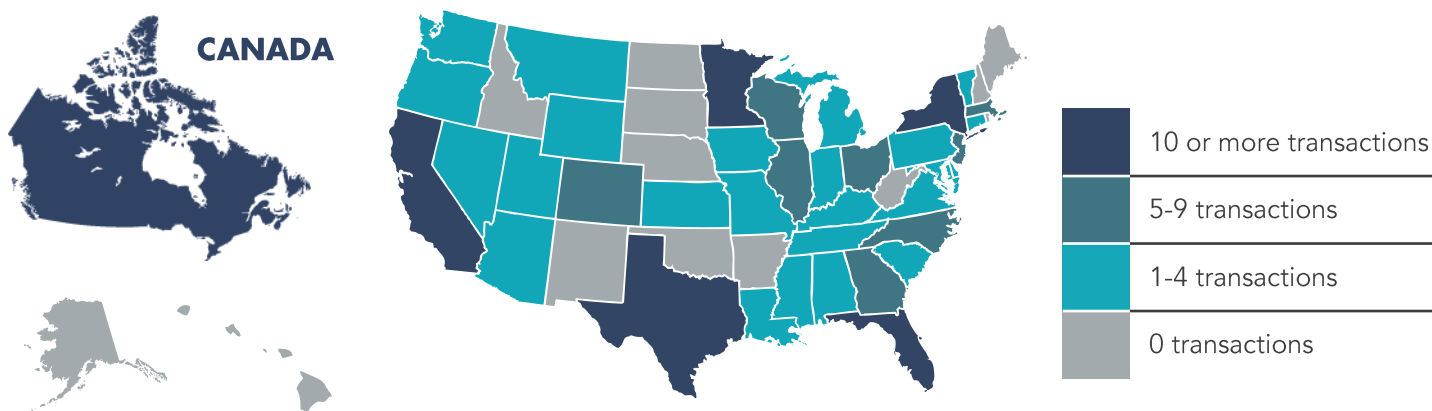
TRANSACTIONS BY SEGMENT



TRANSACTIONS BY TYPE



TRANSACTIONS BY LOCATION



TRANSACTION ACTIVITY

Date	Target	Buyer(s)	Segment	Amount (\$ in Mil)	TEV/Rev	TEV/EBITDA
12/19/2022	Mondelez International	Perfetti Van Melle	CPG Foods	1350.00	-	-
12/14/2022	Waterloo Brewing	Carlsberg	Alcohol	106.89	1.3x	8.3x
11/1/2022	Denali Ingredients	Orkla Food Ingredients	Ingredients & Flavors	168.00	1.7x	11.7x
10/28/2022	Recipe Unlimited	Fairfax Financial Holdings	Restaurants	834.98	-	-
10/28/2022	Qdoba Restaurant	Butterfly Equity, King Street Capital Management, Modern Market	Restaurants	-	-	-
10/19/2022	Seattle's Best Coffee	Nestlé	Non-Alcohol	7150.00	-	-
10/3/2022	Winland Foods	Investindustrial	CPG Foods	950.00	-	-
8/31/2022	Stone Brewing	Sapporo Holdings	Alcohol	165.00	-	-
8/9/2022	BBQ Holdings	MTY Food Group	Restaurants	200.00	-	-
8/1/2022	Clif Bar & Company	Mondelez International	Natural & Organic	2900.00	-	-

If You Are a Business Owner Looking for Additional Transaction Activity Within Your Industry, Please Call Our Offices at 720.221.9220.

Sources: PitchBook Financial Data and Analytics

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





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ACTIVE BUYERS

MOST ACTIVE STRATEGIC BUYERS

FIRM	SELECT SUBSIDIARY BRANDS			
 GrubMarket				
 Premium Brands				

SELECT SPONSORS WITH ACTIVE PORTFOLIO HOLDINGS

FIRM	SELECT SUBSIDIARY BRANDS			
 PEAK ROCK CAPITAL®				
 Riverside		 CREATIVEFOOD INGREDIENTS	 MERIDIAN	 Whittle & Mutch Inc. Established 1892

Sources: PitchBook Financial Data and Analytics; Mergermarket

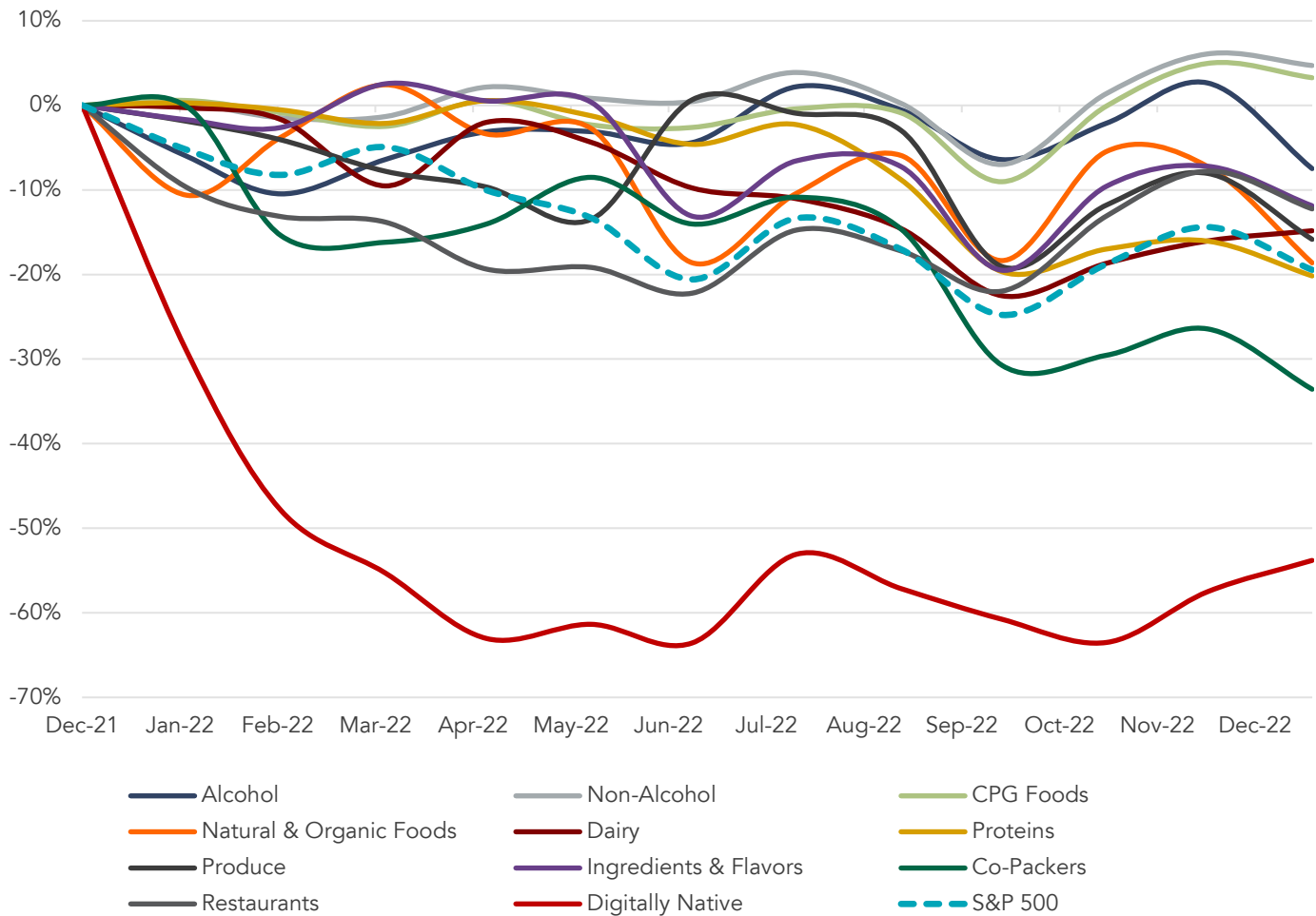


FOOD & BEVERAGE REPORT

PUBLIC BASKET

FOOD & BEVERAGE SEGMENTS VS. S&P 500

Segment Market Cap Performance – Running 12 Months



ALCOHOLIC BEVERAGES

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	
Diageo	DGE	\$ 99,849	\$ 44.00	3.8%	(19.2%)	79.2%	6.6%	34.0%	5.8x	17.1x	23.7x	5.4x	15.8x	
Constellation Brands	STZ	42,742	231.75	0.9%	(7.7%)	88.6%	4.3%	13.9%	5.7x	41.1x	NM	5.5x	15.1x	
Brown-Forman	BFB	31,484	65.68	(1.3%)	(9.9%)	84.0%	0.5%	31.8%	7.9x	24.9x	35.7x	7.9x	23.1x	
Molson Coors Beverage Company	TAP	11,220	51.52	7.4%	11.2%	85.7%	2.7%	14.6%	16x	11.2x	22.7x	16x	8.3x	
Boston Beer Co	SAM	4,051	329.52	1.8%	(34.8%)	61.6%	6.0%	5.7%	2.0x	NM	NM	1.8x	14.6x	
MGP Ingredients	MGPI	2,340	106.38	0.2%	25.2%	84.6%	7.4%	24.2%	3.3x	13.8x	19.9x	3.1x	14.3x	
Willamette Valley Vineyards	WVVI	30	5.97	(3.3%)	(31.1%)	55.0%	NM	7.9%	2.6x	32.4x	NM	NM	NM	
Abcourt Mines	ABI	5	0.04	33.6%	(37.5%)	51.1%	NM	(26.2%)	12x	NM	NM	NM	NM	
Canstar Resources	ROX	7	0.06	7.2%	(71.4%)	26.5%	NM	NM	NM	NM	NM	NM	NM	
Segment Average				5.6%	(19.5%)	68.5%	4.6%	13.2%	3.8x	23.4x	25.5x	4.2x	15.2x	
Segment Median				1.8%	(19.2%)	79.2%	5.1%	14.2%	3.0x	21.0x	23.2x	4.3x	14.8x	

Sources: PitchBook Financial Data and Analytics



FOOD & BEVERAGE REPORT

PUBLIC BASKET (CONTINUED)

NON-ALCOHOLIC BEVERAGES

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
Coca-Cola	KO	\$ 275,082	\$ 63.61	13.5%	7.4%	94.7%	4.0%	32.6%	7.2x	22.0x	27.9x	6.9x	21.3x
Pepsico	PEP	248,897	80.66	10.7%	4.0%	96.7%	5.0%	20.1%	3.4x	16.4x	25.8x	3.2x	17.4x
Monster Beverage	MNST	53,011	101.53	16.8%	5.7%	97.0%	14.6%	26.5%	8.1x	30.5x	44.9x	7.1x	23.1x
Coca Cola Consolidated	COKE	4,803	512.36	24.4%	(17.3%)	78.1%	10%	10.7%	0.9x	8.4x	14.6x	0.9x	NM
National Beverage	FIZZ	4,344	46.53	20.7%	2.6%	80.7%	4.1%	18.2%	3.7x	20.3x	32.1x	3.6x	NM
Treehouse Foods	THS	2,769	49.38	16.4%	218%	96.7%	(19.2%)	5.5%	13x	35.2x	NM	13x	14.5x
Primo Water Corporation	PRMW	2,478	15.51	22.4%	(11.4%)	86.9%	5.9%	13.3%	1.8x	13.9x	NM	17x	8.9x
The Hain Celestial Group	HAIN	1,445	16.18	(4.1%)	(62.0%)	37.2%	0.7%	8.3%	13x	15.5x	22.8x	13x	115x
Coffee Holding	JVA	12	2.04	(18.4%)	(53.5%)	43.4%	NM	0.4%	0.3x	82.3x	29.1x	NM	NM
Reed's	REED	9	0.07	(42.1%)	(80.5%)	16.2%	20.7%	(30.3%)	0.6x	NM	NM	0.5x	NM
Segment Average				6.0%	(18.3%)	72.8%	4.1%	10.5%	2.9x	27.2x	28.2x	2.9x	16.1x
Segment Median				15.0%	(4.4%)	83.8%	4.1%	12.0%	1.6x	20.3x	27.9x	1.7x	15.9x

CPG FOODS (INCLUDING SNACKS)

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
Mondelez International	MDLZ	\$ 91,018	\$ 66.65	21.6%	0.5%	95.9%	7.4%	16.7%	3.6x	21.9x	29.6x	3.4x	17.2x
General Mills	GIS	49,439	83.85	9.5%	24.4%	94.9%	4.1%	22.6%	3.1x	13.9x	17.5x	3.0x	15.2x
Hormel Foods	HRL	24,890	45.55	0.2%	(6.7%)	82.7%	2.4%	12.6%	2.2x	17.3x	25.0x	2.1x	16.5x
Kellogg's	K	24,313	71.24	2.3%	10.6%	92.3%	4.0%	17.3%	2.1x	12.3x	16.4x	2.0x	13.1x
McCormick & Company	MKC	22,219	82.89	16.3%	(14.2%)	77.2%	4.0%	18.0%	4.3x	23.8x	32.4x	4.1x	212x
Campbell Soup	CPB	16,995	56.75	20.4%	30.6%	98.2%	4.8%	17.6%	2.4x	13.9x	21.6x	2.3x	12.6x
Flowers Foods	FLO	6,068	28.74	16.4%	4.6%	95.3%	6.2%	9.2%	15x	16.3x	27.9x	14x	13.5x
Lancaster Colony	LANC	5,436	197.30	31.3%	19.1%	92.2%	9.2%	9.7%	3.2x	32.3x	56.5x	2.9x	17.6x
Post Holdings	POST	5,302	90.26	10.2%	22.4%	94.2%	5.2%	27.2%	19x	6.9x	7.7x	18x	NM
J&J Snack Foods	JJSF	2,878	149.71	15.6%	(5.2%)	90.2%	14.1%	8.4%	2.1x	25.5x	60.9x	19x	NM
B&G Foods	BGS	799	11.15	(32.4%)	(63.7%)	32.5%	3.2%	7.6%	15x	20.2x	NM	15x	9.9x
Farmer Brothers	FARM	90	4.61	(1.7%)	(38.1%)	58.5%	9.4%	2.8%	0.5x	16.7x	NM	0.4x	16.7x
Rocky Mountain Chocolate Factory	RMCF	36	5.70	(5.2%)	(27.4%)	63.8%	NM	(8.0%)	10x	NM	NM	NM	NM
Segment Average				8.0%	(3.3%)	82.2%	6.2%	12.4%	2.3x	18.4x	29.5x	2.2x	15.3x
Segment Median				10.2%	0.5%	92.2%	5.0%	12.6%	2.1x	17.0x	26.5x	2.1x	15.4x

NATURAL & ORGANIC FOODS

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
Sprouts Farmers Market	SFM	\$ 3,426	\$ 32.37	16.6%	9.1%	91.6%	6.6%	9.3%	0.7x	7.8x	14.1x	0.7x	9.4x
United Natural Foods	UNFI	2,316	38.71	12.6%	(21.1%)	75.7%	3.4%	2.5%	0.2x	8.2x	10.0x	0.2x	7.0x
The Hain Celestial Group	HAIN	1,445	16.18	(4.1%)	(62.0%)	37.2%	0.7%	8.3%	13x	15.5x	22.8x	13x	115x
SunOpta	SOY	906	8.40	(8.8%)	22.1%	71.9%	10.4%	3.3%	14x	43.2x	NM	13x	13.2x
Calavo Growers	CVGW	521	29.40	(7.4%)	(30.7%)	64.6%	0.3%	1.3%	0.5x	39.1x	NM	0.5x	9.8x
Limoneira	LMNR	216	12.21	(7.4%)	(18.6%)	75.0%	(0.2%)	6.7%	19x	NM	NM	19x	NM
Natural Grocers	NGVC	208	9.14	(5.3%)	(35.9%)	37.7%	2.1%	5.3%	0.5x	10.1x	9.7x	0.5x	NM
Destination Italia	DI	14	1.15	46.0%	(23.8%)	67.2%	NM	NM	0.8x	NM	NM	0.3x	NM
Reed's	REED	9	0.07	(42.1%)	(80.5%)	16.2%	20.7%	(30.3%)	0.6x	NM	NM	0.5x	NM
RiceBran Technologies	RIBT	5	0.74	(58.6%)	(78.7%)	8.3%	(3.4%)	(22.4%)	0.3x	NM	NM	0.3x	NM
Segment Average				(6.8%)	(32.0%)	54.5%	4.5%	(1.8%)	0.8x	20.7x	14.1x	0.7x	10.2x
Segment Median				(7.4%)	(27.2%)	65.9%	2.1%	3.3%	0.7x	12.8x	12.0x	0.5x	9.8x

Sources: PitchBook Financial Data and Analytics



FOOD & BEVERAGE REPORT

PUBLIC BASKET (CONTINUED)

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	
Danone	BN	\$ 33,563	\$ 52.47	9.9%	(5.1%)	78.6%	3.7%	15.6%	16x	10.0x	19.0x	15x	9.3x	
Lifeway Foods	LWAY	77	5.55	(3.0%)	20.7%	61.7%	12.2%	2.8%	0.6x	22.3x	NM	0.6x	NM	
Segment Average				3.5%	2.8%	70.1%	7.4%	9.2%	1.1x	16.1x	19.0x	1.0x	9.3x	
Segment Median				3.5%	2.8%	70.1%	7.4%	9.2%	1.1x	16.1x	19.0x	1.0x	9.3x	

PROTEINS

Company Name	Symbol	Market Stats						Operating Stats		LTM M ultiples			NTM M ultiples	
		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	\$ 24,890	\$ 45.55	0.2%	(6.7%)	82.7%	2.4%	12.6%	2.2x	17.3x	25.0x	2.1x	15.5x	
Tyson Foods	TSN	22,275	62.25	(5.6%)	(28.6%)	61.8%	4.8%	10.7%	0.6x	5.2x	7.0x	0.5x	6.4x	
Pilgrim's Pride	PPC	5,611	23.73	3.1%	(5.9%)	68.5%	(2.2%)	10.0%	0.5x	4.9x	6.1x	0.5x	8.0x	
Post Holdings	POST	5,302	90.26	10.2%	22.4%	94.2%	5.2%	27.2%	19x	6.9x	7.7x	18x	NM	
Nomad Foods	NOMD	3,001	17.24	21.4%	(32.1%)	64.1%	3.7%	14.2%	16x	11.5x	11.5x	16x	8.4x	
Bridgford Foods	BRID	108	11.92	(15.8%)	(16%)	76.9%	NM	24.0%	0.4x	15x	NM	NM	NM	
Pingtan Marine Enterprises	PME	34	0.40	(52.7%)	(30.4%)	35.7%	NM	NM	2.4x	12.3x	20.0x	NM	NM	
Segment Average				(5.6%)	(13.3%)	69.1%	2.8%	16.5%	1.4x	8.5x	12.9x	1.3x	9.9x	
Segment Median				0.2%	(15.9%)	68.5%	3.7%	13.4%	1.6x	6.9x	9.6x	1.6x	8.2x	

PRODUCE/AGRIBUSINESS

Company Name	Symbol	Market Stats						Operating Stats		LTM M multiples			NTM Multiples	
		Market Cap (\$ in Mil)	Price (\$)	Quarter Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA M argin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA	
Sysco	SY	\$ 38,742	\$ 76.45	8.1%	(2.7%)	83.5%	9.1%	4.7%	0.7x	14.9x	27.1x	0.6x	11.4x	
US Foods	USFD	7,651	34.02	28.7%	(2.3%)	85.6%	8.5%	2.8%	0.4x	14.1x	NM	0.4x	8.8x	
Nomad Foods	NOMD	3,001	17.24	21.4%	(32.1%)	64.1%	3.7%	14.2%	16x	11.5x	11.5x	16x	8.4x	
United Natural Foods	UNFI	2,316	38.71	12.6%	(21.1%)	75.7%	3.4%	2.5%	0.2x	8.2x	10.0x	0.2x	7.0x	
Fresh Del Monte Produce	FDP	1,253	26.19	12.7%	(5.1%)	83.3%	1.9%	4.3%	0.4x	10.2x	18.2x	0.4x	NM	
SpartanNash	SPTN	1,066	30.24	4.2%	17.4%	80.1%	4.8%	2.0%	0.2x	9.9x	19.6x	0.2x	7.4x	
SunOpta	SOY	906	8.40	(8.8%)	22.1%	71.9%	10.4%	3.3%	14x	43.2x	NM	13x	13.2x	
Calavo Growers	CVGW	521	29.40	(7.4%)	(30.7%)	64.6%	0.3%	1.3%	0.5x	39.1x	NM	0.5x	9.8x	
Seneca Foods	SENEA	464	60.95	20.8%	27.1%	88.7%	NM	7.1%	0.6x	7.8x	10.9x	NM	NM	
Limoneira	LMNR	216	12.21	(7.4%)	(18.6%)	75.0%	(0.2%)	6.7%	19x	NM	NM	19x	NM	
Alico	ALCO	181	23.87	(15.5%)	(35.5%)	54.7%	(33.8%)	34.2%	3.2x	9.4x	14.5x	4.9x	17.0x	
Segment Average				6.3%	(7.4%)	75.2%	0.8%	7.6%	1.0x	16.8x	16.0x	1.2x	10.4x	
Segment Median				8.1%	(5.1%)	75.7%	3.5%	4.3%	0.6x	10.9x	14.5x	0.6x	9.3x	

INGREDIENTS & FLAVORS

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	
McCormick & Company	MKC	\$ 22,219	\$ 82.89	16.3%	(14.2%)	77.2%	4.0%	18.0%	4.3x	23.8x	32.4x	4.1x	21.2x	
Ingredion	INGR	6,420	97.93	21.6%	1.3%	96.1%	13.5%	12.0%	1x	9.3x	14.8x	10x	8.0x	
Sensient Technologies	SXT	3,065	72.92	5.2%	(27.1%)	71.7%	3.7%	17.4%	2.5x	14.4x	22.1x	2.4x	13.8x	
SunOpta	SOY	906	8.40	(8.8%)	22.1%	71.9%	10.4%	3.3%	14x	43.2x	NM	13x	13.2x	
Segment Average				8.6%	(4.5%)	79.2%	7.9%	12.7%	2.3x	22.7x	23.1x	2.2x	14.0x	
Segment Median				10.7%	(6.4%)	74.5%	7.2%	14.7%	2.0x	19.1x	22.1x	1.9x	13.5x	

Sources: PitchBook Financial Data and Analytics



FOOD & BEVERAGE REPORT

PUBLIC BASKET (CONTINUED)

CO-PACKERS

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	
Pilgrim's Pride	PPC	\$ 5,611	\$ 23.73	3.1%	(15.9%)	68.5%	(2.2%)	10.0%	0.5x	4.9x	6.1x	0.5x	8.0x	
Herbalife International of America	HLF	1,457	14.88	(25.2%)	(63.6%)	32.5%	(9.1%)	12.3%	0.7x	6.0x	4.8x	0.8x	6.9x	
John B. Sanfilippo & Son	JBSS	937	81.32	7.4%	(9.8%)	88.3%	(4.2%)	9.9%	10x	10.2x	16.3x	11x	NM	
Bridgford Foods	BRID	108	11.92	(15.8%)	(16%)	76.9%	NM	24.0%	0.4x	1.5x	NM	NM	NM	
Coffee Holding	JVA	12	2.04	(18.4%)	(53.5%)	43.4%	NM	0.4%	0.3x	NM	NM	NM	NM	
RiceBran Technologies	RIBT	5	0.74	(58.6%)	(78.7%)	8.3%	(3.4%)	(22.4%)	0.3x	NM	NM	0.3x	NM	
Segment Average				(17.9%)	(37.2%)	53.0%	(4.7%)	5.7%	0.5x	5.6x	9.1x	0.7x	7.5x	
Segment Median				(17.1%)	(34.7%)	55.9%	(3.8%)	10.0%	0.4x	5.4x	6.1x	0.7x	7.5x	

FINE DINING

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	
Darden Restaurants	DRI	\$ 16,930	\$ 138.33	9.5%	(8.2%)	89.1%	9.4%	15.4%	2.1x	14.3x	19.1x	2.0x	12.8x	
Ruth's Hospitality Group	RUTH	514	15.48	(8.2%)	(22.2%)	62.1%	11.1%	13.3%	1.5x	11.6x	13.0x	1.4x	8.8x	
The One Group	STKS	203	6.30	(5.1%)	(50.0%)	45.5%	22.0%	8.9%	10x	11.7x	14.7x	0.9x	6.2x	
Segment Average				(1.3%)	(26.8%)	65.6%	14.2%	12.5%	1.6x	12.5x	15.6x	1.4x	9.3x	
Segment Median				(5.1%)	(22.2%)	62.1%	11.1%	13.3%	1.5x	11.7x	14.7x	1.4x	8.8x	

CASUAL DINING

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	
Restaurant Brands International	QSR	\$ 19,762	\$ 64.60	20.2%	7.4%	94.0%	6.9%	33.5%	5.5x	16.4x	210x	5.1x	13.9x	
Texas Roadhouse	TXRH	6,086	90.95	4.2%	19%	89.4%	13.7%	116%	17x	14.8x	23.7x	15x	12.5x	
Cracker Barrel Old Country Store	CBRL	2,103	94.74	2.3%	(26.4%)	67.7%	5.5%	7.5%	10x	13.1x	18.9x	0.9x	11.8x	
Bloomin' Brands	BLMN	1,766	20.12	9.8%	(4.1%)	78.9%	7.3%	8.4%	0.8x	10.0x	19.7x	0.8x	6.8x	
Dave & Buster's	PLAY	1,711	35.44	14.2%	(7.7%)	67.5%	29.8%	21.7%	2.6x	11.8x	14.1x	2.0x	8.2x	
The Cheesecake Factory	CAKE	1,631	31.71	8.3%	(19.0%)	710%	10.4%	4.5%	10x	23.0x	NM	0.9x	12.4x	
Brinker International	EAT	1,405	31.91	27.7%	(12.8%)	72.5%	5.6%	7.3%	0.9x	13.0x	19.7x	0.9x	9.4x	
Dine Brands	DIN	1,013	64.60	16%	(14.8%)	76.8%	(12.1%)	24.1%	2.6x	10.9x	12.1x	3.0x	9.7x	
BJ's Restaurants	BJRI	617	26.38	10.6%	(23.6%)	70.9%	8.7%	4.4%	0.9x	20.6x	NM	0.8x	10.8x	
Denny's	DENN	527	9.21	(2.1%)	(42.4%)	54.3%	5.3%	37.9%	2.1x	5.6x	5.5x	2.0x	10.1x	
Chuy's Holdings	CHUY	509	28.30	22.1%	(6.0%)	81.7%	9.8%	13.7%	1.5x	10.9x	22.3x	1.4x	11.5x	
Fiesta Restaurant Group	FRGI	191	7.35	15.9%	(33.2%)	62.9%	9.6%	0.9%	0.8x	87.7x	NM	0.8x	6.6x	
Red Robin Gourmet Burgers	RRGB	89	5.58	(17.1%)	(66.2%)	29.9%	4.1%	3.5%	0.5x	15.5x	NM	0.5x	9.8x	
Carrols Restaurant Group	TAST	72	1.36	(16.6%)	(54.1%)	41.8%	5.8%	12%	0.8x	68.6x	NM	0.8x	16.4x	
Segment Average				7.2%	(21.5%)	68.5%	7.9%	12.9%	1.6x	23.0x	17.4x	1.5x	10.7x	
Segment Median				9.0%	(16.9%)	71.0%	7.1%	7.9%	1.0x	14.0x	19.7x	0.9x	10.5x	

FAST CASUAL RESTAURANTS

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	
Starbucks	SBUX	\$ 113,862	\$ 99.20	17.7%	(15.2%)	84.2%	14.9%	19.1%	4.2x	21.9x	35.1x	3.6x	18.1x	
Chipotle Mexican Grill	CMG	38,463	138.74	(7.7%)	(20.6%)	78.8%	17.1%	15.5%	4.9x	31.8x	48.3x	4.2x	21.8x	
Shake Shack	SHAK	1,631	41.53	(7.7%)	(42.4%)	52.2%	24.8%	5.2%	2.4x	NM	NM	1.9x	20.8x	
El Pollo Loco	LOCO	369	9.96	11.7%	(29.8%)	67.3%	5.0%	9.4%	1.2x	12.8x	17.8x	1.1x	9.9x	
Potbelly Sandwich Works	PBPB	160	5.57	23.0%	(0.2%)	78.0%	12.0%	3.1%	0.8x	25.9x	NM	0.7x	13.7x	
Segment Average				7.4%	(21.7%)	72.1%	14.8%	10.5%	2.7 x	23.1x	33.7 x	2.3 x	16.9 x	
Segment Median				11.7%	(20.6%)	78.0%	14.9%	9.4%	2.4 x	23.9x	35.1 x	1.9 x	18.1 x	

Sources: PitchBook Financial Data and Analytics



FOOD & BEVERAGE REPORT

PUBLIC BASKET (CONTINUED)

FAST FOOD RESTAURANTS

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	
McDonald's	MCD	\$ 193,016	\$ 263.53	14.2%	(1.7%)	93.6%	18%	45.7%	10.2x	22.3x	33.2x	10.0x	18.3x	
Yum! Brands	YUM	36,079	128.08	20.4%	(7.8%)	91.7%	6.4%	34.4%	7.0x	20.4x	29.2x	6.6x	18.8x	
Domino's Pizza	DPZ	12,262	346.40	11.7%	(38.6%)	61.0%	6.3%	19.0%	3.9x	20.5x	28.0x	3.7x	18.8x	
The Wendy's Company	WEN	4,821	22.63	21.1%	(5.1%)	92.4%	3.1%	24.0%	4.1x	17.2x	26.3x	4.0x	16.8x	
Wingstop Restaurants	WING	4,117	137.62	9.7%	(20.4%)	78.0%	28.3%	26.6%	14.3x	53.9x	NM	11.2x	NM	
Papa John's International	PZZA	2,908	82.31	17.6%	(38.3%)	60.5%	3.8%	7.7%	1.7x	22.3x	42.6x	1.7x	15.8x	
Four Corners Property Trust	FCPT	2,175	25.93	7.2%	(11.8%)	86.1%	10.3%	79.1%	14.2x	18.0x	21.3x	12.9x	17.0x	
Jack In The Box	JACK	1,418	68.23	(7.9%)	(22.0%)	70.4%	14.2%	20.8%	3.0x	14.7x	12.5x	2.7x	13.9x	
Segment Average				11.8%	(18.2%)	79.2%	9.3%	32.2%	7.3x	23.7x	27.6x	6.6x	17.1x	
Segment Median				12.9%	(16.1%)	82.0%	6.3%	25.3%	5.6x	20.5x	28.0x	5.3x	17.0x	

DIGITALLY NATIVE

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	
Delivery Hero	DHER	\$ 12,246	\$ 47.73	28.0%	(57.1%)	41.8%	49.6%	(110%)	18x	NM	NM	12x	NM	
Yelp	YELP	1906	27.34	(19.4%)	(24.6%)	69.6%	11.7%	8.5%	14x	16.3x	53.6x	12x	5.3x	
Blue Apron	APRN	33	0.83	(85.6%)	(87.7%)	9.0%	3.4%	(18.7%)	0.1x	NM	NM	0.1x	NM	
Segment Average				(25.7%)	(56.5%)	40.1%	21.6%	(7.0%)	1.1x	16.3x	53.6x	0.9x	5.3x	
Segment Median				(19.4%)	(57.1%)	41.8%	11.7%	(11.0%)	1.4x	16.3x	53.6x	1.2x	5.3x	

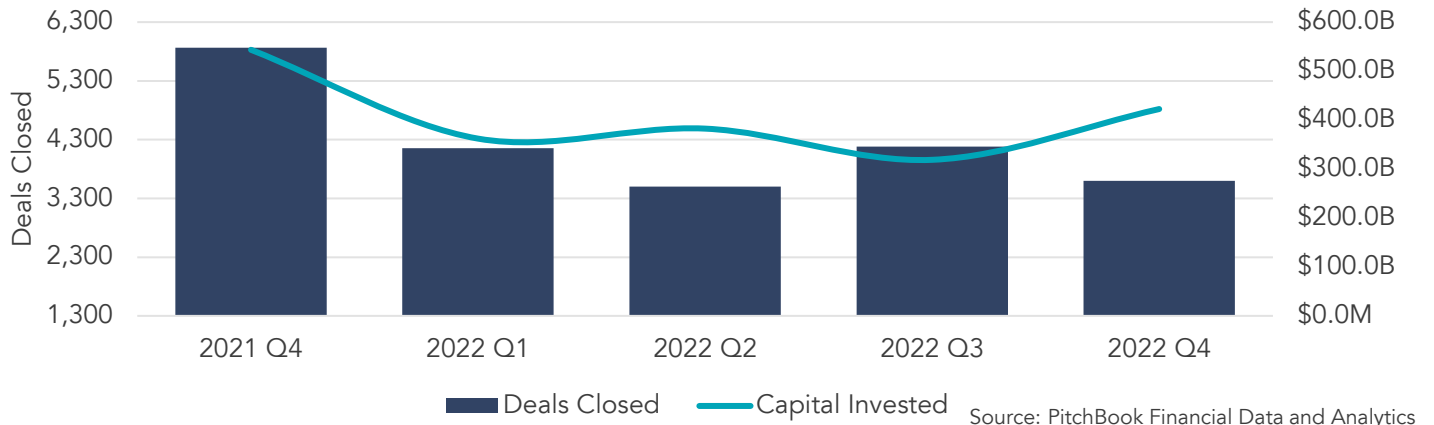
Sources: PitchBook Financial Data and Analytics



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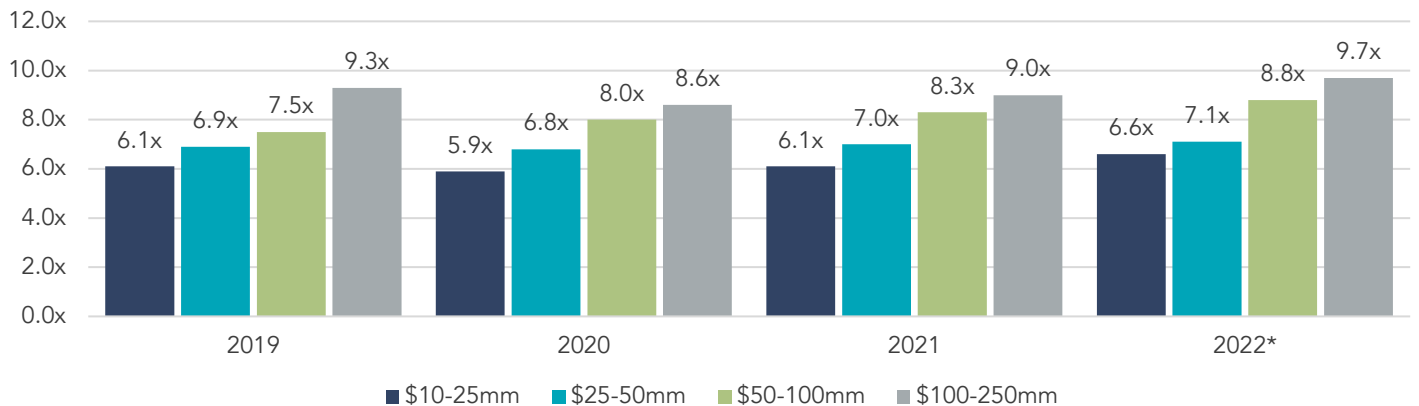
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OVERALL U.S. M&A ACTIVITY

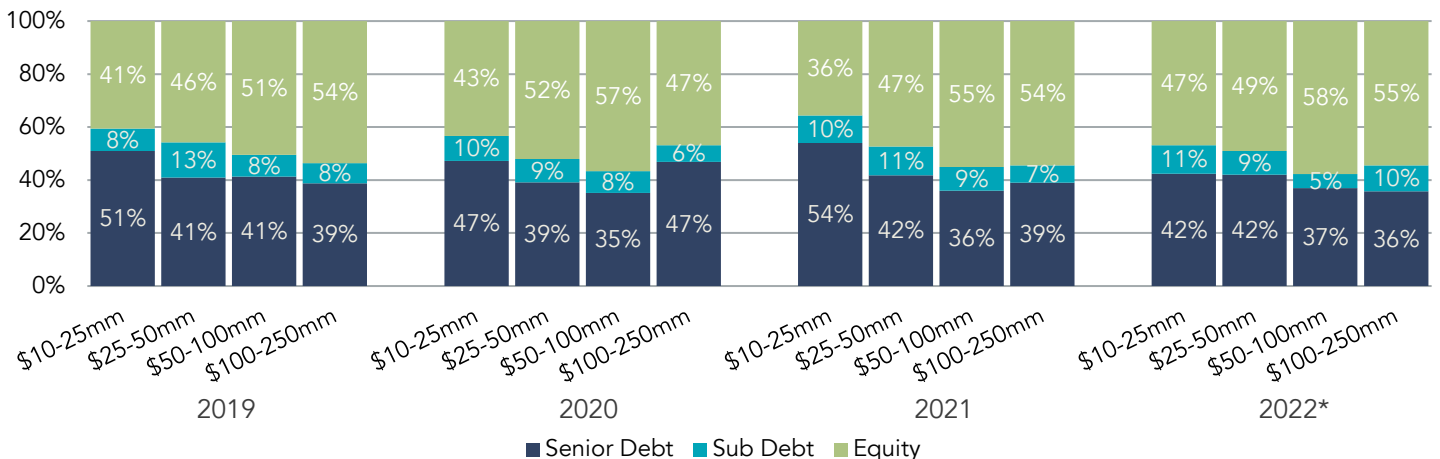


LOWER MIDDLE MARKET PRIVATE EQUITY TRANSACTION MULTIPLES

EBITDA Multiples By Transaction Size



CAPITAL BREAKDOWN – LOWER MIDDLE MARKET PRIVATE EQUITY TRANSACTIONS



Note: The most current source of GF Data is as of November 2022.



FOOD & BEVERAGE REPORT

FOOD & BEVERAGE EXPERTISE

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- ☐ CPG Foods
- ☐ Natural & Organic Foods
- ☐ Dairy
- ☐ Proteins
- ☐ Produce/Agribusiness
- ☐ Ingredients & Flavors
- ☐ Co-Packers
- ☐ Restaurants

We have been featured in many top food and beverage publications, including *The Packer*, *Beverage World* and *Food Dive*.

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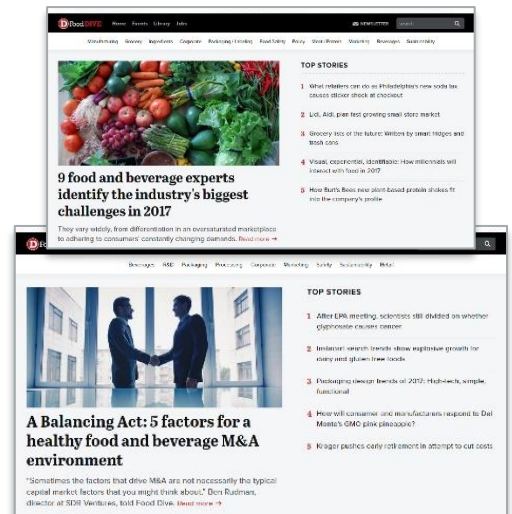
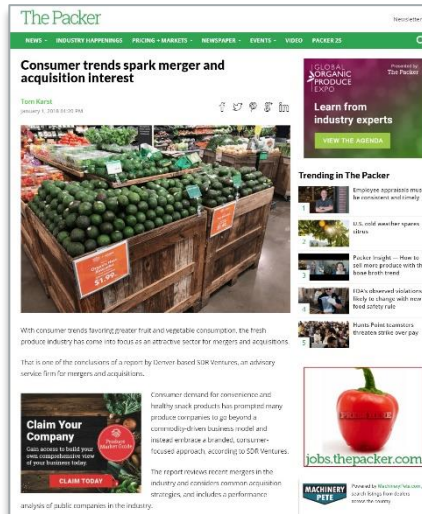
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