



D|A|DAVIDSON
INVESTMENT BANKING

FOOD & BEVERAGE INDUSTRY UPDATE: ARE WE THERE YET?!?

October 2023

IN THIS ISSUE

3	At a Glance
4	Opening Note
6	View From Across the Pond
7	Worth Mentioning
9	Public Company Valuation & Operating Metrics
10	Public Comparable Companies by Subsector
13	Quarterly Middle Market M&A Volume
14	D.A. Davidson Team Information
16	Consumer Industry Reports



AT A GLANCE

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

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

Select Recent Transactions

 Sold the Gluten Free business of its subsidiary  to  Pending SELL-SIDE ADVISOR <i>mcf</i>	KYRÖ DISTILLERY COMPANY has raised growth capital FINANCIAL ADVISOR <i>mcf</i>	 has merged with  a portfolio company of  FINANCIAL ADVISOR	 has sold its Sunflower & Roasted Snacks Division to  SELL-SIDE ADVISOR
 has been acquired by  HASSELFORS GARDEN SELL-SIDE ADVISOR <i>mcf</i>	 has been acquired by  TITAN MACHINERY SELL-SIDE ADVISOR	 has merged with SilverBox Engaged Merger Corp I FINANCIAL ADVISOR	BETTER CHOICE COMPANY has completed a follow-on offering of common stock \$40,000,000 SOLE BOOKRUNNER
 has merged with  FINANCIAL ADVISOR	 has completed a follow-on offering of common stock \$345,345,000 CO-MANAGER	 has acquired  ANKERKRAUT BUY-SIDE ADVISOR <i>mcf</i>	 has invested in My Minute Meal GmbH FINANCIAL ADVISOR





Are We There Yet?!?

As investment bankers, one of the most frequent questions we get asked is “how is the M&A market these days.” Unfortunately, for the past 12-18 months, our typical answer was “it’s tough right now, but there’s optimism things will improve in the next quarter or two.” At the risk of jinxing things, and as we furiously knock on any wood we can find, it feels like markets are finally beginning to improve. Admittedly, conditions and sentiment are nowhere near where they were in the heady days of 2021, and the recent uptick in activity could prove fragile (especially with recent events in congress and Israel), but we feel a change in the level of deal activity and in the tone of perspective acquirers and investors.

**Large Cap CPG
Leads the Way**

**Growth Equity Market
Beginning to Thaw**

**Middle Market M&A...
Too Early to Tell**



Large Cap CPG Leads the Way

Over the last few months, there's been a noticeable uptick in acquisitions by large, international CPG platforms. Given their scale and capitalization, they can typically afford to take a longer term perspective on acquisitions, but these groups taking a more "risk on" posture is an unmistakably positive sign for business owners thinking about potentially selling their companies. Examples include Unilever acquiring Yasso and Mars acquiring Kevin's Natural Foods, both over the summer, and more recently, Campbell Soup agreeing to acquire Sovos Brands and J.M. Smucker agreeing to acquire Hostess. Notedly, all four transactions involved healthy, growing companies that were valued at healthy premiums to previous transactions in their respective categories.

Growth Equity Market Beginning to Thaw

Perhaps nowhere has the shift in sentiment from 2021 been as pronounced as in the growth equity market. We saw the pendulum shift from nearly any DTC food & beverage brand with an influencer founder and Gen-Z friendly packaging being able to raise a \$15 million Series A round (and don't get us started on plant-based meat!) in 2021, to a virtual freeze in the market in late 2022 and first half 2023. Today, it feels like we're settling into a more sustainable, healthy medium: investors are increasingly willing to invest behind growing, differentiated brands but require strong underlying unit economics and either current profitability or a very clear path to getting there without the need to raise subsequent capital. Some recent raises that caught our attention include, Goodles announcing a \$13 million round led by L Catterton, Momofuku announcing a \$12 million round led by Alliance Consumer Growth, Meati announcing a \$50 million round led by BOND and Acre Venture Partners, and LesserEvil announcing a \$19 million round led by Aria Growth Partners.

Middle Market M&A... Too Early to Tell

And what about where we at Davidson spend most of our time, the market for companies with valuations of \$50 to \$500 million? From our vantage point, we're beginning to feel a pickup in activity, but it's still too early for us to say the market is "back", whatever that means. Strategic acquirers looking to find growth in an environment where many companies have relied on pricing actions to overcome declining unit volumes (or is it the other way around?) and financial sponsors beginning to feel more pressure from limited partners to put capital to work are both engaging more meaningfully on acquisition opportunities. But, while we've definitely seen an increase in new deal and pitch activity over the past month, the wave of new deals that was expected to come post-Labor Day has been more of the kiddie pool variety than a tsunami.



View From Across the Pond

European Economy Remains Challenging

In the third quarter, inflation significantly declined, yet remained at 4.3% in September. During this period, the European Central Bank (ECB) continued its rate-hiking strategy, reaching a historic high of 4.5% in September, a level unseen in the past 15 years. These elevated interest rates have begun to manifest their impact, notably within the construction and real estate sectors, where a marked increase in bankruptcies has already been observed.

The impact from interest rates is anticipated to extend wider in the economy, as several European nations are now expecting negative GDP growth. Consequently, it is reasonable to anticipate that consumers will continue to face financial constraints, leading to a continued preference for more affordable grocery alternatives in their daily spending habits.

M&A Market Has Been Depressed, But Activity Is Starting to Pick Up

In the third quarter of 2023, the deal volume in the European food and beverage sector experienced a substantial decline of up to 40% compared to the same period last year, dropping more than the overall European M&A volume, which decreased by 31%. Instead of pursuing M&A activities, companies opted to concentrate on adapting to the inflationary environment, pushing for price increases throughout the industry to enhance profitability.

Nevertheless, much like in the United States, we are now witnessing an uptick in activity within the sector, with multiple deals currently in the preparatory stages, which are expected to materialize in the forthcoming months. Several key factors are anticipated to be the driving forces behind this surge in deal activity in the near term:

- *Decreased valuations* are attracting financially robust companies to expand their market presence and seek synergies within a generally sluggish growth market environment
- *Private equity funds* have record-high levels of unallocated capital and are actively seeking avenues for deployment not only in new platform investments but also in adding to existing investments
- *The increased cost of capital* is prompting companies to re-evaluate their capital allocation strategies, leading to a growing willingness to re-allocate capital for investments in core businesses and fortifying their financial positions. Consequently, a rise in carve-out transactions is expected
- *Polarization of consumer demand* is leading retailers to reallocate their shelf space to more affordable products. This trend impacts smaller (growth) companies with limited opportunities to adapt. As a result, these businesses are actively seeking strategic partnerships with larger players
- The appetite for *plant-based and healthy foods and snacks* remains strong, notwithstanding signs of lower-than-expected short-term demand in specific categories. In this context, larger companies are poised to acquire smaller counterparts boasting novel innovations and a well-established brand presence

To summarize, there are solid drivers that speak for increasing M&A activity in the food and beverage sector going forward. However, challenges such as the increased cost and limited availability of debt funding, reduced valuation multiples, and uncertainties in the operating environment continue to make reaching mutually acceptable deal terms challenging. Private equity firms also lean towards developing their current holdings rather than seeking larger scale exits. Despite these constraints, the sector remains one of the less volatile industries. As a result, there's a strong reason to believe that M&A activity in this sector will outperform many others in the coming months.





On October 2nd, Kellogg Company completed the separation of its North American cereal business into two independent, publicly traded companies: Kellanova (NYSE:K) and WK Kellogg Co (NYSE:KLG). Kellanova will focus on snacks and other foods, consisting of iconic brands like Pringle, Pop-Tarts, Cheez-It, and Kellogg's Rice Krispies Treats. WK Kellogg is committed to ready-to-eat cereal across the U.S. and Canada, and house brands such as Kellogg's, Frosted Flakes, Fruit Loops, and Raisin Bran. Kellanova is estimated to generate net sales of \$13.4B in 2024, while WK Kellogg's is expected generate \$2.7B in sales in 2024



On September 19th, Instacart, a leading grocery technology company in North America announced the pricing of its initial public offering of 22M shares of its common stock at a public offering price of \$30.00 per share under the symbol "CART." Instacart has grown rapidly to transform how people shop and has reached over millions of people nationwide



On September 11th, J.M. Smucker, a leading global manufacturer of diversified branded food and beverage products, announced the acquisition of Hostess Brands, a sweet goods leader for approximately \$5.6B, representing a 17.2x adjusted EBITDA multiple (13.2x including synergies). Smucker seeks to expand its family of brands in attractive, high-growth categories, accelerate its convenient occasion strategy, and strengthen its financial profile



On August 23rd, Hero Group, a Swiss-based company focused on branded nutritional products, announced the divestment of its Gluten free business, Semper to Dr. Schär, a provider of medically nutritious food products. Hero Group's divestment is centered around their strategy of focusing on core categories, while Semper proves to be an ideal fit for Dr. Schär who recently completed similar acquisitions. **MCF International advised Hero Group on the divestiture**





On August 7th, Campbell's Foods, a leading U.S. packaged food maker, announced the acquisition of Sovos, maker of high-growth premium Italian Sauces for \$2.7B, representing a 19.8x adjusted EBITA multiple (14.6x including synergies). The acquisition adds a market-leading premium portfolio of brands such as Raos and Michael Angelo's to diversify and enhance Campbell's Meals & Beverage division



On July 20th, Keurig Dr. Pepper, a leading producer and distributor of hot and cold beverages, announced the acquisition of a 33% stake and provided an additional \$300M investment in La Colombe, a high growth, independent coffee company. The strategic partnership includes a long-term sales and distribution agreement, allowing for La-Colombe branded K-Cup coffee pods. With the additional cash investment, La Colombe plans to use the proceeds to accelerate growth and pay off debt



On July 5th, Mars, a family-owned, global leader in food and pet care products announced the acquisition of Kevin's Natural Foods, a high-growth nutritious meal company. Kevin's specializes in chef-inspired, sous-vide meals and sauces with operations across 17,000+ retail locations, and will help Mars Food's ongoing expansion into healthier food products

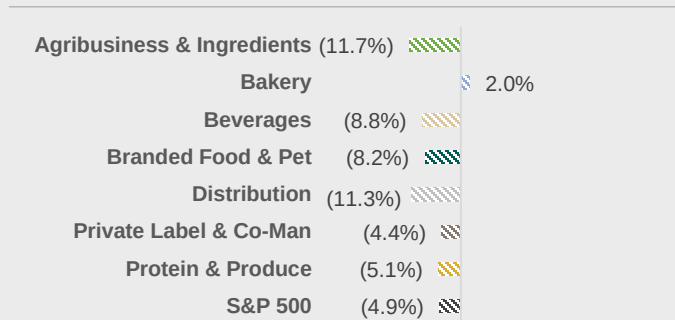


On June 14th, Unilever, a fixture in the diversified personal-care and home care specialty industries, announced the acquisition of Yasso, a premium frozen yogurt brand in the United States. Through the acquisition, Unilever will strengthen its existing premium ice cream brands of Ben & Jerry's, Magnum, and Talenti. Additionally, Yasso's offerings of high-quality, low calorie indulgent snacks will be beneficial for Unilever's customer base

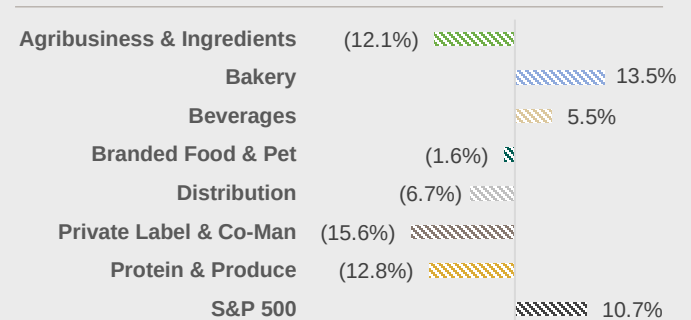


PUBLIC COMPANY VALUATION & OPERATING METRICS

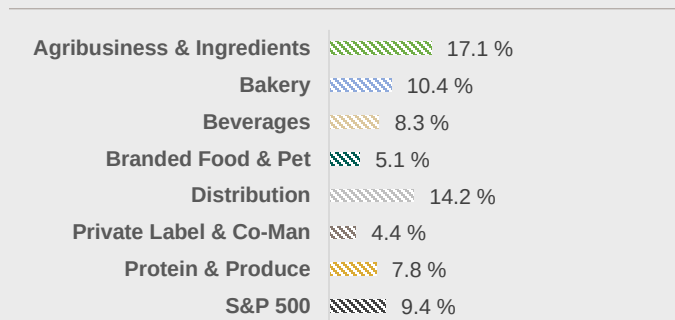
1-MONTH % CHANGE IN STOCK PRICE



12-MONTH % CHANGE IN STOCK PRICE



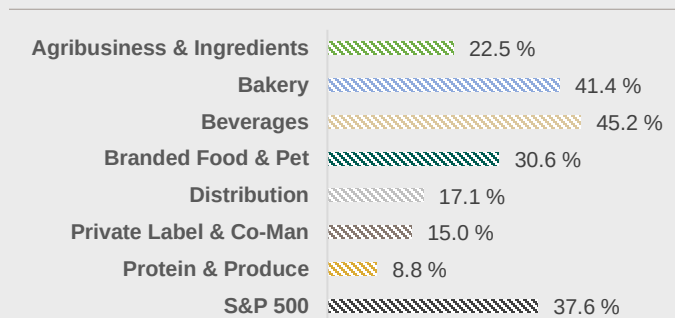
MEDIAN 3-YEAR REVENUE CAGR



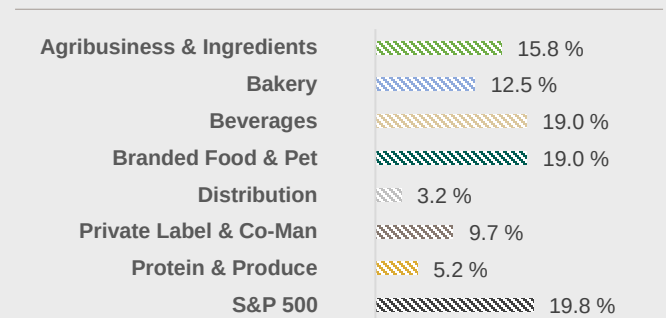
MEDIAN LTM REVENUE GROWTH



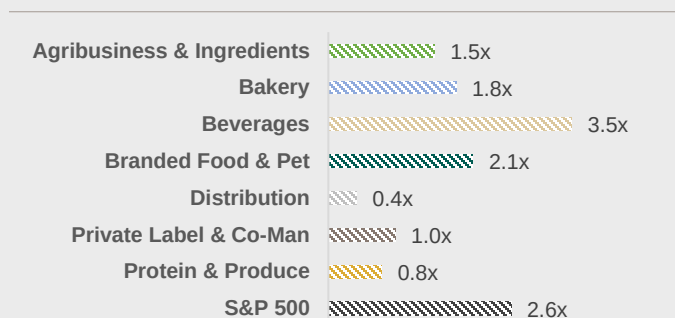
MEDIAN LTM GROSS MARGIN



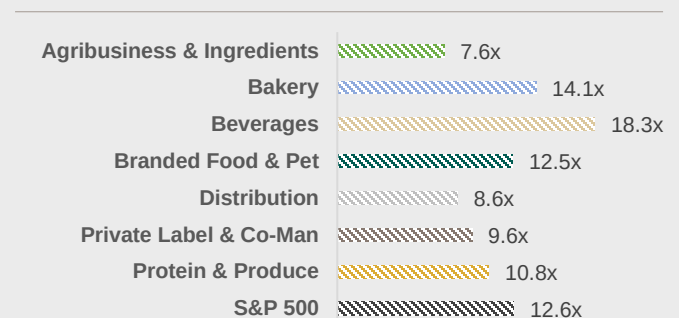
LTM EBITDA MARGIN



MEDIAN EV / 2023 REVENUE MULTIPLE



MEDIAN EV / 2023 EBITDA MULTIPLE



PUBLIC COMPARABLE COMPANIES BY SUBSECTOR

\$ U.S. IN MILLIONS, EXCEPT SHARE AMOUNTS

Company	9/30/2023				EV Multiple			
	Share Price	% of 52 Week High	Market Cap	Enterprise Value	LTM		CY 2023	
					Sales	EBITDA	Sales	EBITDA

AGRIBUSINESS & INGREDIENTS

AGRIBUSINESS

Archer-Daniels-Midland Company	\$ 75.42	76.7 %	\$ 40,511	\$ 49,250	0.5x	9.4x	0.5x	7.9x
Nutrien Ltd.	\$ 62.01	69.5 %	\$ 30,705	\$ 43,639	1.3x	5.6x	1.5x	6.9x
Bunge Limited	\$ 108.25	92.8 %	\$ 16,404	\$ 21,636	0.3x	6.1x	0.4x	6.9x
Darling Ingredients Inc.	\$ 52.20	63.1 %	\$ 8,422	\$ 13,137	1.9x	11.8x	1.8x	7.1x
FMC Corporation	\$ 66.97	49.8 %	\$ 8,353	\$ 12,268	2.3x	9.7x	2.3x	9.3x
The Andersons, Inc.	\$ 51.51	96.4 %	\$ 1,726	\$ 2,567	0.2x	7.1x	0.2x	7.0x
MEAN		74.3 %	\$ 13,122	\$ 18,649	1.2x	8.1x	1.2x	7.4x
MEDIAN		69.5 %	\$ 8,422	\$ 13,137	1.3x	7.1x	1.5x	7.0x

INGREDIENTS

International Flavors & Fragrances Inc.	\$ 68.17	57.6 %	\$ 17,401	\$ 28,195	2.4x	14.7x	2.5x	14.7x
Ingredion Incorporated	\$ 98.40	86.7 %	\$ 6,514	\$ 8,767	1.1x	7.8x	1.0x	7.4x
Balchem Corporation	\$ 124.04	86.2 %	\$ 4,021	\$ 4,379	4.7x	20.4x	4.6x	18.8x
MGP Ingredients, Inc.	\$ 105.48	83.9 %	\$ 2,341	\$ 2,657	3.3x	15.0x	3.2x	14.0x
Benson Hill, Inc.	\$ 0.33	9.5 %	\$ 69	\$ 169	0.4x	NM	0.4x	NM
MEAN		64.8 %	\$ 6,069	\$ 8,833	2.4x	14.5x	2.4x	13.7x
MEDIAN		83.9 %	\$ 4,021	\$ 4,379	2.4x	14.8x	2.5x	14.3x
GROUP MEAN		70.2 %	\$ 12,406	\$ 16,969	1.7x	10.8x	1.7x	10.0x
GROUP MEDIAN		76.7 %	\$ 8,353	\$ 12,268	1.3x	9.6x	1.5x	7.6x

BAKERY

Grupo Bimbo, S.A.B. de C.V.	\$ 4.82	81.2 %	\$ 21,236	\$ 28,437	1.2x	9.5x	1.3x	9.0x
Flowers Foods, Inc.	\$ 22.18	73.5 %	\$ 4,687	\$ 6,049	1.2x	11.6x	1.2x	11.7x
Hostess Brands, Inc.	\$ 33.31	98.7 %	\$ 4,450	\$ 5,345	3.9x	17.5x	3.7x	16.6x
Lancaster Colony Corporation	\$ 165.03	74.8 %	\$ 4,544	\$ 4,485	2.5x	19.8x	2.4x	19.2x
MEAN		82.1 %	\$ 8,729	\$ 11,079	2.2x	14.6x	2.1x	14.1x
MEDIAN		78.0 %	\$ 4,615	\$ 5,697	1.8x	14.6x	1.8x	14.1x

BEVERAGES

NON-ALCOHOLIC

The Coca-Cola Company	\$ 55.98	86.1 %	\$ 242,670	\$ 271,710	6.2x	19.3x	6.0x	18.7x
Keurig Dr Pepper Inc.	\$ 31.57	79.5 %	\$ 44,115	\$ 58,209	4.0x	15.2x	3.9x	13.7x
Monster Beverage Corporation	\$ 52.95	87.6 %	\$ 56,109	\$ 52,863	7.9x	27.1x	7.4x	25.1x
Celsius Holdings, Inc.	\$ 171.60	83.0 %	\$ 13,513	\$ 13,657	14.3x	NM	11.0x	NM
National Beverage Corp.	\$ 47.02	85.3 %	\$ 4,405	\$ 4,219	3.6x	18.9x	3.6x	18.0x
The Vita Coco Company, Inc.	\$ 26.04	78.2 %	\$ 1,525	\$ 1,478	3.2x	31.4x	3.1x	24.7x
Flow Beverage Corp.	\$ 0.23	31.8 %	\$ 13	\$ 29	0.8x	NM	0.7x	NM
MEAN		75.9 %	\$ 51,764	\$ 57,452	5.7x	22.4x	5.1x	20.0x
MEDIAN		83.0 %	\$ 13,513	\$ 13,657	4.0x	19.3x	3.9x	18.7x



PUBLIC COMPARABLE COMPANIES BY SUBSECTOR

\$ U.S. IN MILLIONS, EXCEPT SHARE AMOUNTS

Company	9/30/2023				EV Multiple			
	Share Price	% of 52 Week High	Market Cap	Enterprise Value	LTM		CY 2023	
					Sales	EBITDA	Sales	EBITDA
ALCOHOLIC								
Anheuser-Busch InBev SA/NV	\$ 55.30	82.4 %	\$ 109,826	\$ 195,270	3.3x	10.9x	3.2x	9.6x
Brown-Forman Corporation	\$ 57.69	77.2 %	\$ 27,680	\$ 30,330	7.1x	23.2x	6.9x	21.4x
Molson Coors Beverage Company	\$ 63.59	89.7 %	\$ 13,758	\$ 19,988	1.8x	10.0x	1.7x	8.6x
The Boston Beer Company, Inc.	\$ 389.53	92.1 %	\$ 4,729	\$ 4,571	2.2x	21.0x	2.3x	21.3x
The Duckhorn Portfolio, Inc.	\$ 10.26	57.3 %	\$ 1,183	\$ 1,431	3.6x	11.8x	3.5x	9.6x
Vintage Wine Estates, Inc.	\$ 0.57	14.3 %	\$ 34	\$ 338	1.2x	NM	1.3x	NM
MEAN		68.8 %	\$ 26,202	\$ 41,988	3.2x	15.4x	3.1x	14.1x
MEDIAN		79.8 %	\$ 9,243	\$ 12,279	2.8x	11.8x	2.7x	9.6x
GROUP MEAN		72.6 %	\$ 39,966	\$ 50,315	4.5x	18.9x	4.2x	17.1x
GROUP MEDIAN		82.4 %	\$ 13,513	\$ 13,657	3.6x	19.1x	3.5x	18.3x

BRANDED FOOD & PET

Mondelez International, Inc.	\$ 69.40	88.3 %	\$ 94,804	\$ 114,367	3.4x	16.5x	3.2x	16.4x
The Hershey Company	\$ 200.08	72.3 %	\$ 40,982	\$ 45,814	4.2x	15.9x	4.1x	14.9x
Kellanova	\$ 59.51	77.1 %	\$ 20,373	\$ 27,755	1.7x	13.3x	2.1x	12.5x
Conagra Brands, Inc.	\$ 27.42	66.4 %	\$ 13,103	\$ 22,354	1.8x	9.2x	1.8x	9.0x
Campbell Soup Company	\$ 41.08	71.1 %	\$ 12,240	\$ 17,020	1.8x	9.2x	1.8x	9.9x
The J. M. Smucker Company	\$ 122.91	75.4 %	\$ 12,555	\$ 16,350	1.9x	9.4x	2.1x	9.7x
Post Holdings, Inc.	\$ 85.74	86.7 %	\$ 5,291	\$ 11,277	1.7x	11.0x	1.5x	9.3x
BellRing Brands, Inc.	\$ 41.23	98.2 %	\$ 5,420	\$ 6,312	4.0x	20.5x	3.7x	18.4x
The Simply Good Foods Company	\$ 34.52	86.0 %	\$ 3,474	\$ 3,773	3.2x	16.6x	3.0x	15.0x
Freshpet, Inc.	\$ 65.88	77.8 %	\$ 3,195	\$ 3,233	4.8x	NM	4.3x	NM
B&G Foods, Inc.	\$ 9.89	58.6 %	\$ 715	\$ 2,985	1.4x	9.5x	1.4x	9.4x
Utz Brands, Inc.	\$ 13.43	70.1 %	\$ 1,108	\$ 2,817	2.0x	24.4x	1.9x	15.1x
Sovos Brands, Inc.	\$ 22.55	99.2 %	\$ 2,285	\$ 2,611	2.8x	13.8x	2.7x	18.2x
The Hain Celestial Group, Inc.	\$ 10.37	46.8 %	\$ 929	\$ 1,796	1.0x	11.8x	1.0x	12.1x
Oatly Group AB	\$ 0.90	28.4 %	\$ 532	\$ 819	1.1x	NM	1.0x	NM
MEAN		73.5 %	\$ 14,467	\$ 18,619	2.5x	13.9x	2.4x	13.1x
MEDIAN		75.4 %	\$ 5,291	\$ 6,312	1.9x	13.3x	2.1x	12.5x

DISTRIBUTION

Sysco Corporation	\$ 66.05	75.6 %	\$ 33,360	\$ 43,814	0.6x	12.4x	0.6x	10.8x
US Foods Holding Corp.	\$ 39.70	89.2 %	\$ 9,802	\$ 14,364	0.4x	10.3x	0.4x	9.3x
Performance Food Group Company	\$ 58.86	91.5 %	\$ 9,238	\$ 13,955	0.3x	10.7x	0.2x	10.0x
United Natural Foods, Inc.	\$ 14.14	29.5 %	\$ 831	\$ 4,043	0.1x	7.6x	0.1x	8.6x
The Chefs' Warehouse, Inc.	\$ 21.18	53.6 %	\$ 840	\$ 1,700	0.6x	10.6x	0.5x	8.4x
SpartanNash Company	\$ 22.00	58.3 %	\$ 776	\$ 1,590	0.2x	8.1x	0.2x	6.2x
Karat Packaging Inc.	\$ 23.06	86.4 %	\$ 461	\$ 494	1.2x	9.3x	1.2x	7.7x
HF Foods Group Inc.	\$ 3.97	60.6 %	\$ 215	\$ 391	0.3x	19.9x	NA	NA
MEAN		68.1 %	\$ 6,940	\$ 10,044	0.5x	11.1x	0.5x	8.7x
MEDIAN		68.1 %	\$ 836	\$ 2,872	0.4x	10.4x	0.4x	8.6x



PUBLIC COMPARABLE COMPANIES BY SUBSECTOR

\$ U.S. IN MILLIONS, EXCEPT SHARE AMOUNTS

9/30/2023					EV Multiple			
					LTM		CY 2023	
Company	Share Price	% of 52 Week High	Market Cap	Enterprise Value	Sales	EBITDA	Sales	EBITDA
PRIVATE LABEL / CO-MANUFACTURING								
George Weston Limited	\$ 111.35	81.9 %	\$ 15,252	\$ 34,995	0.8x	7.2x	0.8x	6.8x
TreeHouse Foods, Inc.	\$ 43.58	78.8 %	\$ 2,457	\$ 4,207	1.2x	11.3x	1.1x	11.6x
Seneca Foods Corporation	\$ 53.83	78.3 %	\$ 409	\$ 875	0.6x	8.5x	NA	NA
SunOpta Inc.	\$ 3.37	28.9 %	\$ 399	\$ 847	1.0x	10.5x	1.0x	9.6x
MEAN		67.0 %	\$ 4,629	\$ 10,231	0.9x	9.4x	1.0x	9.3x
MEDIAN		78.6 %	\$ 1,433	\$ 2,541	0.9x	9.5x	1.0x	9.6x

PROTEIN & PRODUCE

PROTEIN

JBS S.A.	\$ 3.61	64.5 %	\$ 8,017	\$ 28,152	0.4x	7.1x	0.4x	8.4x
Tyson Foods, Inc.	\$ 50.49	73.1 %	\$ 17,952	\$ 26,697	0.5x	9.5x	0.5x	13.2x
Hormel Foods Corporation	\$ 38.03	76.5 %	\$ 20,802	\$ 23,427	1.9x	16.4x	1.9x	15.6x
Premium Brands Holdings Corporation	\$ 70.30	83.7 %	\$ 3,122	\$ 5,148	1.1x	17.7x	1.1x	11.9x
Cal-Maine Foods, Inc.	\$ 48.42	74.1 %	\$ 2,372	\$ 1,760	0.6x	2.0x	0.7x	2.9x
Beyond Meat, Inc.	\$ 9.62	42.1 %	\$ 619	\$ 1,625	4.6x	NM	4.4x	NM
Vital Farms, Inc.	\$ 11.58	63.7 %	\$ 483	\$ 399	0.9x	10.5x	0.9x	10.2x
MEAN		68.2 %	\$ 7,624	\$ 12,458	1.4x	10.5x	1.4x	10.4x
MEDIAN		73.1 %	\$ 3,122	\$ 5,148	0.9x	10.0x	0.9x	11.0x

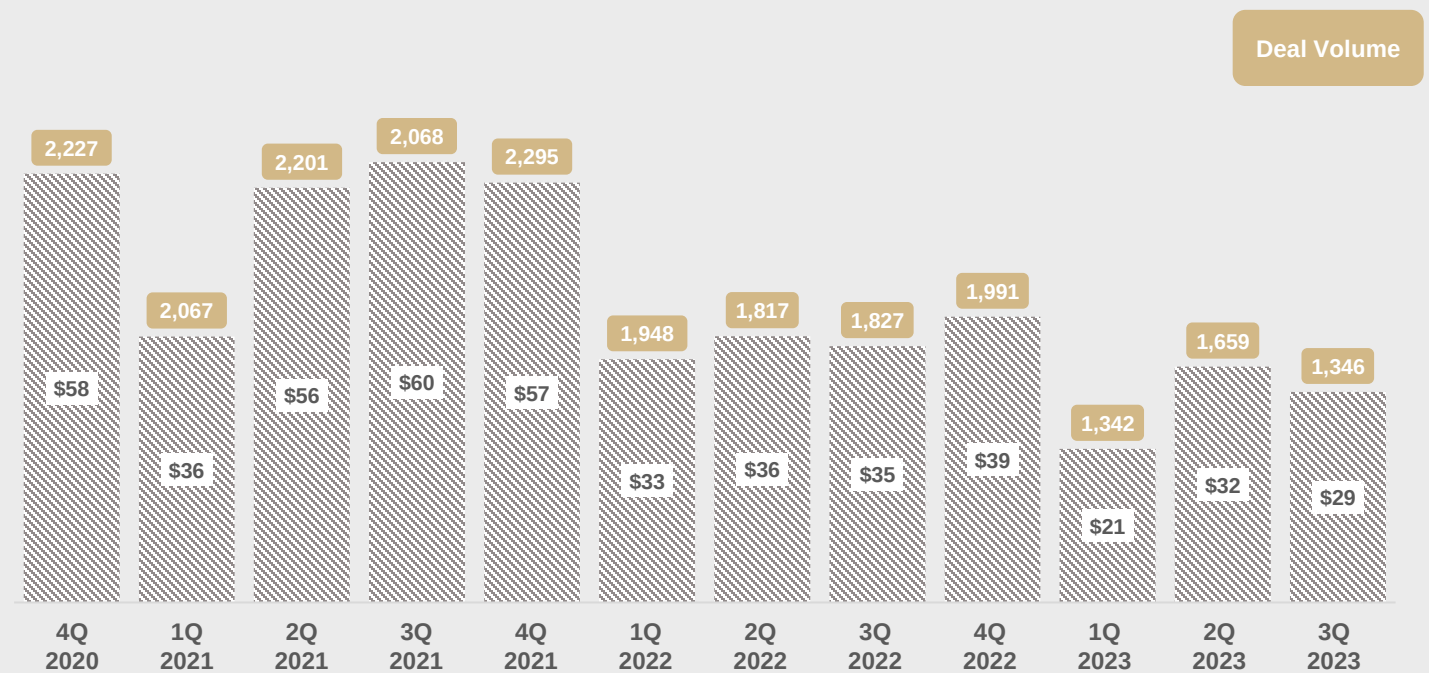
PRODUCE

Dole plc	\$ 11.58	82.7 %	\$ 1,099	\$ 2,574	0.3x	9.0x	0.3x	7.1x
Fresh Del Monte Produce Inc.	\$ 25.84	79.5 %	\$ 1,243	\$ 1,824	0.4x	6.3x	0.4x	6.9x
Mission Produce, Inc.	\$ 9.68	57.1 %	\$ 685	\$ 953	1.0x	22.8x	1.0x	14.9x
Calavo Growers, Inc.	\$ 25.23	64.7 %	\$ 448	\$ 549	0.6x	15.3x	0.5x	11.4x
Limoneira Company	\$ 15.32	85.6 %	\$ 275	\$ 334	1.9x	NM	1.9x	NM
MEAN		73.9 %	\$ 750	\$ 1,247	0.8x	13.4x	0.8x	10.1x
MEDIAN		79.5 %	\$ 685	\$ 953	0.6x	12.2x	0.5x	9.2x
GROUP MEAN		70.6 %	\$ 4,760	\$ 7,787	1.2x	11.7x	1.2x	10.2x
GROUP MEDIAN		73.6 %	\$ 1,171	\$ 1,792	0.8x	10.0x	0.8x	10.8x



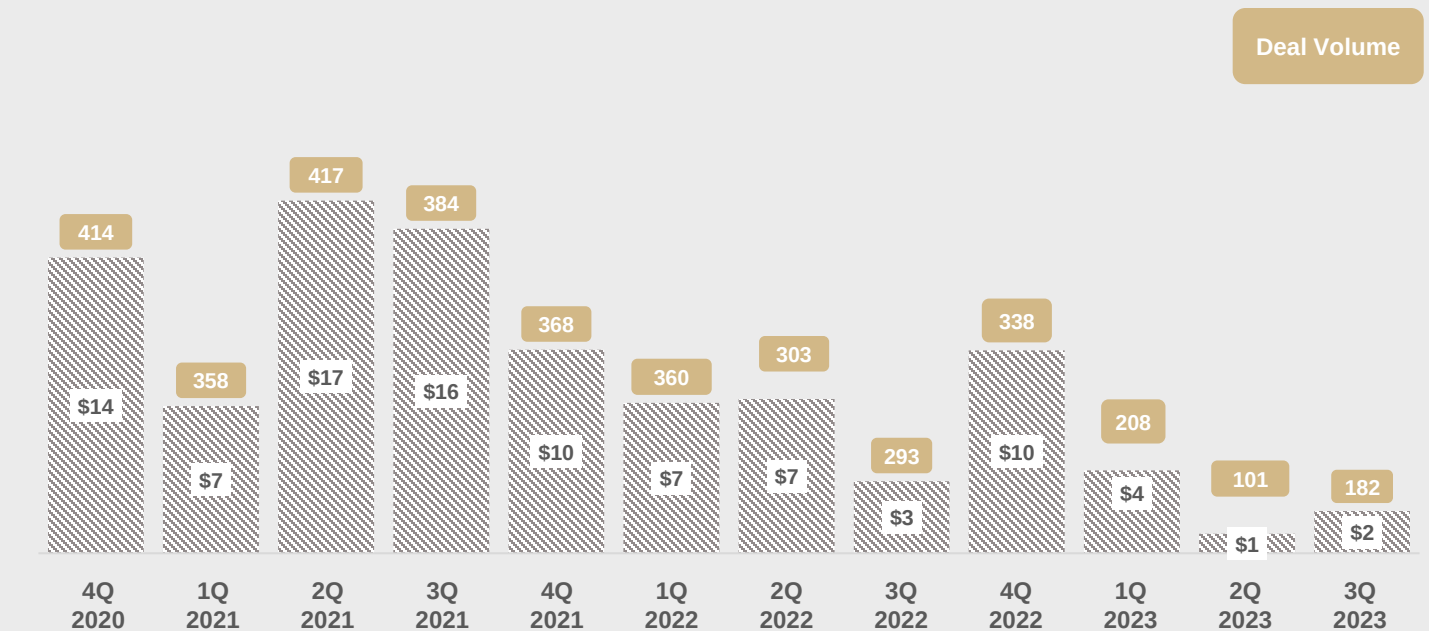
QUARTERLY CONSUMER MIDDLE MARKET M&A VOLUME

AGGREGATE DEAL VALUE (\$ BILLIONS)



QUARTERLY F&B MIDDLE MARKET M&A VOLUME

AGGREGATE DEAL VALUE (\$ BILLIONS)



FOOD & BEVERAGE TEAM

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



Danny Friedman

MANAGING DIRECTOR

dfriedman@dadco.com



Ville Sihto

PARTNER, MCF

sihto@mcfcorpfin.com



Andrew Norwood

DIRECTOR

anorwood@dadco.com



Gustav Glans

DIRECTOR, MCF

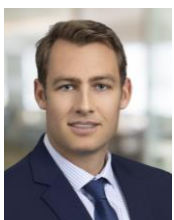
glangs@mcfcorpfin.com



Steven Orr

VICE PRESIDENT

sorr@dadco.com



Will Prioleau

VICE PRESIDENT

wprioleau@dadco.com



D.A. DAVIDSON CONSUMER TEAM



Joe Schimmelpfennig

HEAD OF CONSUMER,
MANAGING DIRECTOR
jschim@dadco.com



Danny Friedman

MANAGING DIRECTOR
dfriedman@dadco.com



John Jameson

MANAGING DIRECTOR
jjameson@dadco.com



Michael Smith

MANAGING DIRECTOR
msmith@dadco.com



Andrew Norwood

DIRECTOR
anorwood@dadco.com



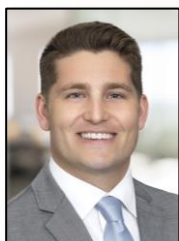
Austin Black

VICE PRESIDENT
ablack@dadco.com



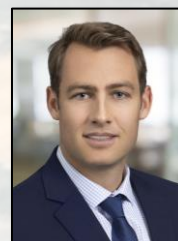
David Lawless

VICE PRESIDENT
dlawless@dadco.com



Steven Orr

VICE PRESIDENT
sorr@dadco.com



Will Prioleau

VICE PRESIDENT
wprioleau@dadco.com

MCF CORPORATE FINANCE CONSUMER TEAM



Robert Bäckström

PARTNER
backstrom@mcfcorpfin.com



Stefan Mattern

PARTNER
mattern@mcfcorpfin.com



Ville Sihto

PARTNER
sihto@mcfcorpfin.com



Gustav Glans

DIRECTOR
glans@mcfcorpfin.com



Xavier Hildebrand

ASSOCIATE DIRECTOR
hildebrand@mcfcorpfin.com

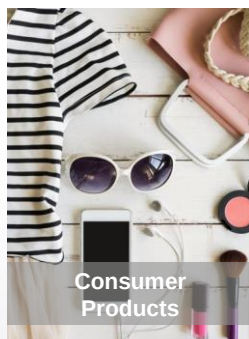


Ilkka Heikkilä

ASSOCIATE DIRECTOR
heikkila@mcfcorpfin.com



D.A. DAVIDSON CONSUMER INDUSTRY REPORTS



ATLANTA

BOCA RATON

BOSTON

CHICAGO

DENVER

FRANKFURT*

GREAT FALLS

HAMBURG*

HELSINKI*

LONDON*

NEW YORK

ORANGE COUNTY

PORTLAND

SALT LAKE CITY

SEATTLE

STOCKHOLM*

* MCF Corporate Finance Office Locations

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

D.A. Davidson & Co. Member SIPC.