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Food & Beverage Industry

Q3/2024 Review

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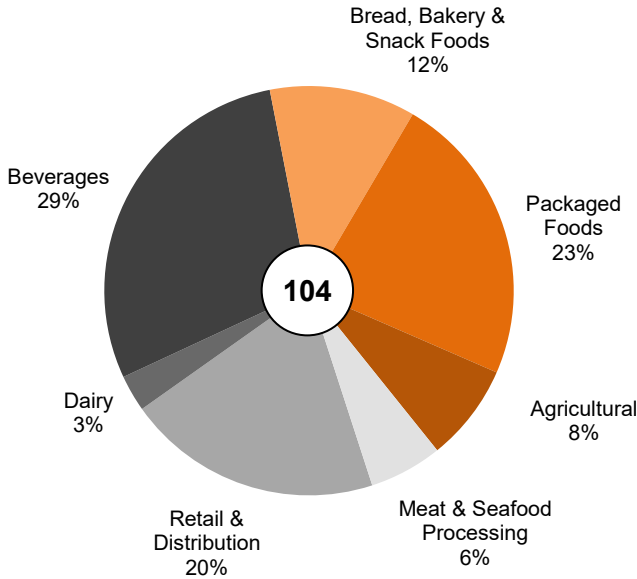
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October 2024

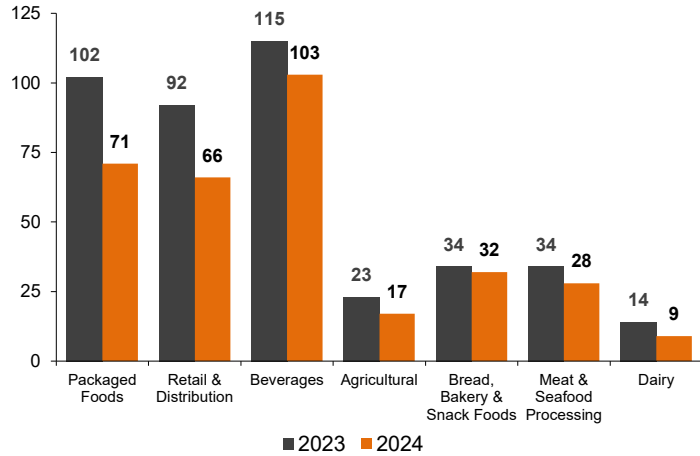


North American Merger and Acquisition Statistics

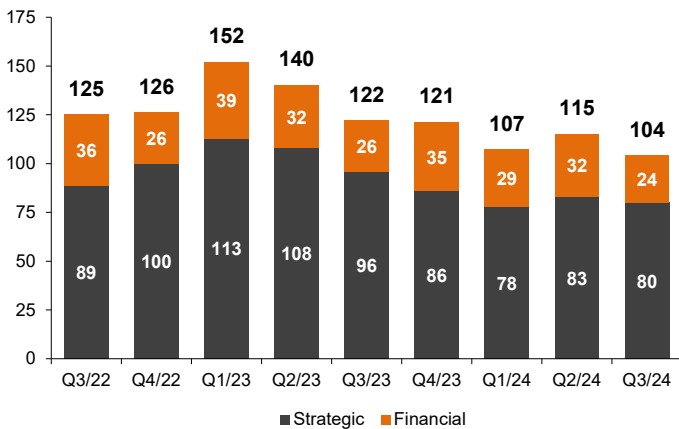
Q3/24 Food & Beverage (“F&B”) Deal Volume by Segment



2024 YTD⁽¹⁾ F&B Transactions by Segment

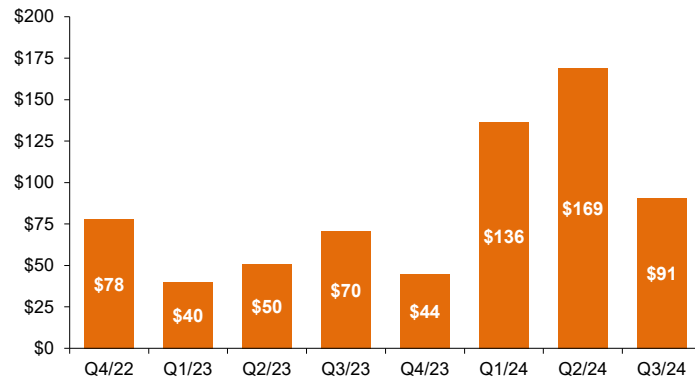


F&B Deal Volume by Transaction Type



F&B Average Deal Size (US\$M)

(For disclosed transactions under US\$500M in value)



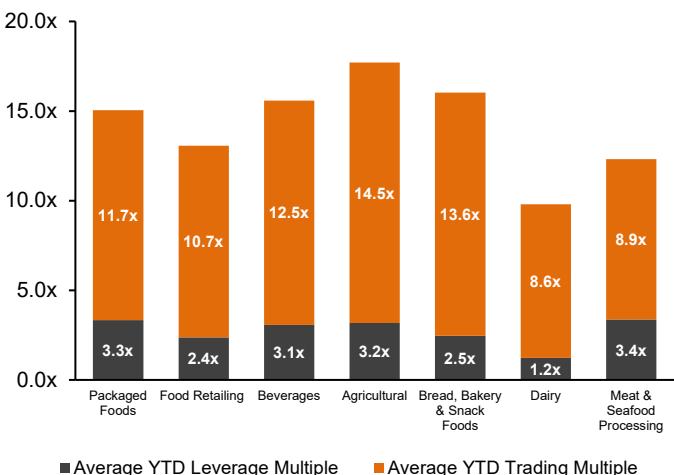
Q3/24 had 12 publicly disclosed transactions with 42% of those below US\$50M in value.

Notes:
 All statistics are for announced/closed majority stake transactions only.
 All North American statistics/figures exclude Mexico (Canada & U.S. only)
⁽¹⁾ YTD – Year-to-Date – ended September 30th
 Source: PitchBook Data, Inc.



North American Merger and Acquisition Statistics

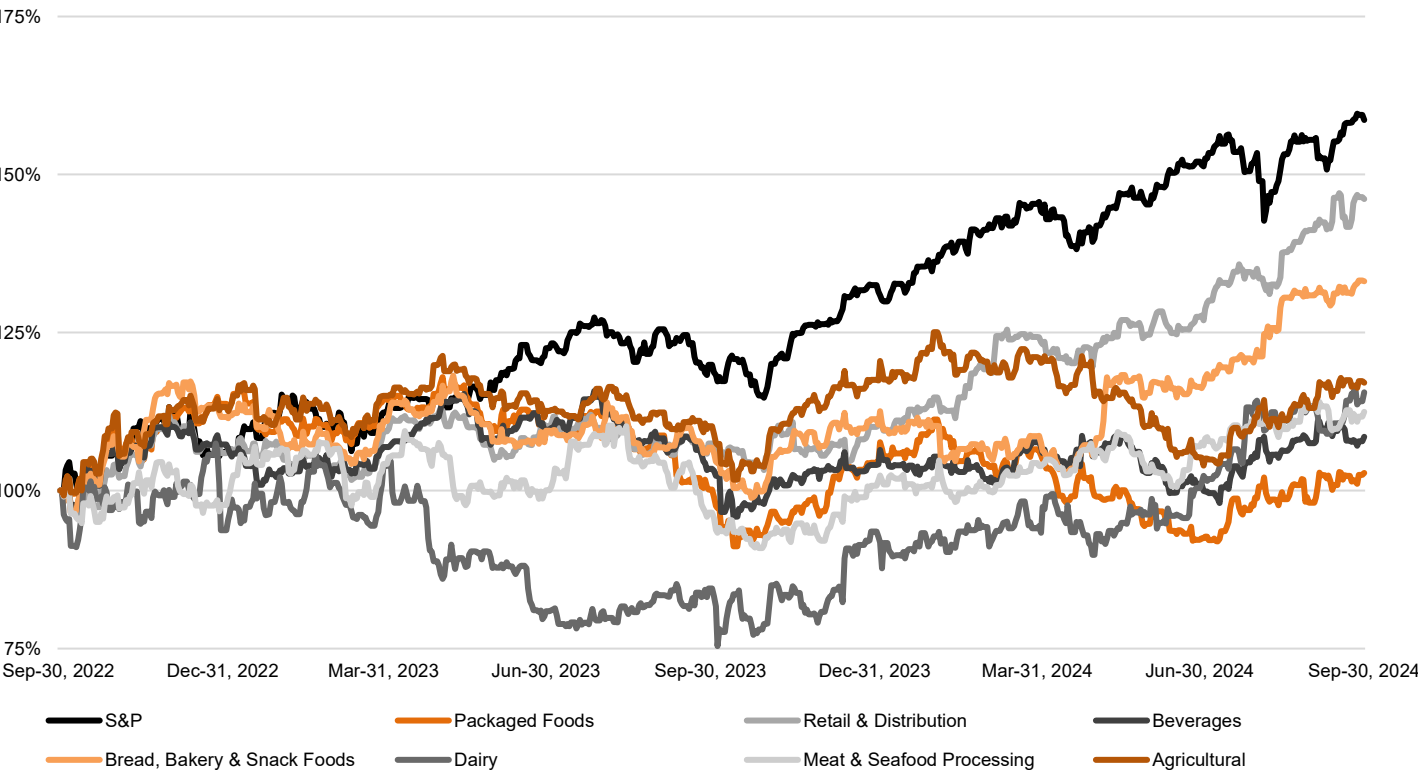
North American Public Company Trading⁽¹⁾ & Leverage⁽²⁾ Multiples



Economic Indicator Forecast⁽³⁾

Exchange Rates	Actual		Forecast			
	Q3/23	Q3/24	Q4/24	Q1/25	Q2/25	Q3/25
CAD/USD	0.74	0.74	0.73	0.74	0.74	0.74
Interest Rates	Actual		Forecast			
	Q3/23	Q3/24	Q4/24	Q1/25	Q2/25	Q3/25
5-year GOC Bonds	4.25	2.74	2.84	2.84	2.85	2.88
Other Key Rates		Q3/23	Q3/24			
CAD Prime Business Rate		7.20	6.95			
CORRA ⁽⁴⁾		5.02	4.29			
USD 3 month LIBOR ⁽⁵⁾		5.66	4.85			

F&B Sub-Industry vs. S&P500 Price Return



Notes:
⁽¹⁾ Enterprise Value to EBITDA - Earnings Before Interest, Taxes, Depreciation and Amortization.
⁽²⁾ Leverage defined as Total Debt to EBITDA.
⁽³⁾ Majority consensus of Canadian Chartered Banks.
⁽⁴⁾ CORRA - Canadian Overnight Repo Rate Average.
⁽⁵⁾ LIBOR - London Interbank Offered Rate.
 Source: PitchBook Data, Inc. & Economic Indicator Forecasts from various Canadian Banks.



Q3/24 Featured Transactions

BEVERAGES

Date	Target Location	Target	Acquirer Location	Acquirer	Target Business Description	Enterprise Value*	EV / LTM Revenue	EBITDA
09-25-24		Ritual Zero Proof		Diageo	Producer of non-alcoholic beverages intended to provide the taste and sensation of liquor.	-	-	-
09-24-24		Ohza		FX Matt	Producer of canned flavored mimosas.	-	-	-
09-04-24		Natalie's Orchid Island Juice Company		Perricone Farms	Producer of handcrafted fresh citrus juices fruit and vegetable blend.	-	-	-
09-03-24		Revolver Brewing		Tilray Brands	Operator of a brewery producing craft beer.	-	-	-
09-03-24		Terrapin Beer		Tilray Brands	Producer of alcoholic craft beers.	-	-	-
08-16-24		Truss Beverages		Ya Ya Foods	Producer of non-alcoholic, cannabis-infused beverages.	-	-	-
08-13-24		Atwater Brewery		Tilray Brands	Operator of a brewery focused on offering craft beers.	-	-	-
08-13-24		Hop Valley Brewing Company		Tilray Brands	Operator of a brewery producing Buble Stash IPA, Cryo Stash Imperial IPA, Henry Weinhard's, and Raiders.	-	-	-
08-08-24		Charles Smith Wines		Ackley Brands	Producer of wine.	-	-	-
07-24-24		Suero Oral		Genomma Lab Internacional	Manufacturer of electrolyte beverages.	-	-	-
07-24-24		Uproot		Califia Farms	Producer of plant-based oat milk, soymilk, oat milk and chocolate pea milk.	-	-	-
07-23-24		Biolete		Adia Nutrition	Producer of energy-boosting adaptogen & protein coffee.	-	-	-
07-17-24		Distillerie du St. Laurent		Distillerie Arsenal	Operator of a beverage company providing cocktail drinks.	-	-	-
07-15-24		Flying Monkeys Craft Brewery		Matbridge Investments	Producer of malt beverages.	-	-	-

PACKAGED FOODS

Date	Target Location	Target	Acquirer Location	Acquirer	Target Business Description	Enterprise Value*	EV / LTM Revenue	EBITDA
09-13-24		Reliance Private Label Supplements		Impetus Wellness Group	Provider and manufacturer of plant-based protein and meal replacement powders beverages and vitamins.	-	-	-
09-03-24		That's How We Roll		Our Home	Producer of shelf-stable healthy snacks.	-	-	-
08-27-24		Stuffed Puffs		Mount Franklin Foods	Producer of marshmallows filled with real milk chocolate.	-	-	-
08-26-24		Richelieu Foods (Sauces Production Unit)		La Doria	Operator of a sauces production unit.	-	-	-
08-21-24		Ancient Harvest		Saco Foods Holdings	Producer of organic, non-GMO, gluten-free quinoa, pasta, polenta grains, flakes, and flours.	-	-	-
08-08-24		The Zidian Group		Lassonde Industries	Manufacturer of Italian food products.	\$286.0	1.9x	10.3x
08-08-24		Halsey Food Service		Legacy Food Group	Provider of food service and fresh meat, fresh produce, refrigerated products, and other related products.	-	-	-
08-05-24		Whole Earth Brands		Rhône Group	Provider of high-quality, plant-based sweeteners, flavor enhancers and other foods.	\$144.2	0.3x	3.2x
08-01-24		Piece Of Cake Frozen Specialties		Unnamed Buyer	Manufacturer and distributor of specialty frozen desserts and baked goods.	-	-	-
07-31-24		Gemsa Enterprises		Marubeni	Manufacturer and distributor of virgin olive oil.	-	-	-
07-23-24		The Humble Seed		Manitoba Harvest Hemp Foods	Producer of healthy grain-free, seed-based crackers.	-	-	-
07-22-24		Appalaches Nature		Les Industries Bernard & Fils	Producer of maple syrup.	-	-	-
07-16-24		Mondoux Confectionery		Regal Confections	Producer of candies and chocolates.	-	-	-

Notes:
 * Implied Enterprise Value in \$USM.
 Source: PitchBook Data, Inc.

Q3/24 Featured Transactions

BREAD, BAKERY & SNACK FOODS

Date	Target Location	Target	Acquirer Location	Acquirer	Target Business Description	Enterprise Value*	EV / LTM Revenue	EBITDA
08-21-24		Pamela's Products		Saco Foods Holdings	Manufacturer of gluten-free food products.	-	-	-
07-29-24		Kinnikinnick Foods		English Bay Blending and Fine Chocolates	Producer of gluten free baked snacks.	\$6.4	-	-
07-17-24		Insomnia Cookies		Verlinvest	Operator of a chain of bakeries selling brownies, cookie cakes, ice cream, and cold milk.	\$344.6	-	-
07-01-24		Killer Brownie		Irresistible Foods Group	Producer and retailer of gourmet brownies.	\$42.0	-	-

MEAT & SEAFOOD PROCESSING

Date	Target Location	Target	Acquirer Location	Acquirer	Target Business Description	Enterprise Value*	EV / LTM Revenue	EBITDA
09-10-24		Lombardi's Prime Meats		Unnamed Buyer	Producer of meat and poultry foods.	-	-	-
08-09-24		Sweetwood Smoke		Conagra Brands	Producer and retailer of meat sticks and protein snacks.	-	-	-
08-06-24		Triad Fisheries		Alaska Glacier Seafood	Wholesaler of wild salmon.	-	-	-
07-23-24		Verde		Manna Tree Partners	Producer and wholesaler of meat products.	-	-	-

RETAIL & DISTRIBUTION

Date	Target Location	Target	Acquirer Location	Acquirer	Target Business Description	Enterprise Value*	EV / LTM Revenue	EBITDA
09-26-24		Central Milling		Grain Craft	Producer and distributor of flour and grains.	-	-	-
09-03-24		Playa Bowls		Sycamore Partners Management	Operator of a chain of fruit shops.	\$300.0	-	-
08-30-24		Curdtown		Kaufhold's Kurds	Producer of deep-fried cheese curds.	-	-	-
08-23-24		Natura Market		Revive Superfoods	Online retail store specializing in paleo and ketogenic products.	-	-	-
08-13-24		Tacala		Altamont Capital Partners	Operator of a restaurant chain.	\$512.5	-	-
08-06-24		Good Eggs		GrubMarket	Online grocery delivery platform.	-	-	-
08-06-24		The Cookie Place		Front Range Holdings	Operator of cookies and desserts restaurant franchisees.	-	-	-
07-30-24		Sushi Avenue		Sojitz	Operator of a Japanese restaurant catering to prepare fresh sushi daily.	-	-	-
07-26-24		Velodrome Coffee Company		MQT Hospitality	Operator of a coffee store chain.	-	-	-
07-25-24		Billingsgate Fish		North Sea Fish	Operator of a seafood retail store located in Calgary.	-	-	-
07-24-24		Frontier Produce (Tulsa)		Indianapolis Fruit Company	Distributor of fresh food produce.	-	-	-
07-17-24		Culinary Resources		Xceed Foodservice Group	Distributor of food products.	-	-	-
07-03-24		Your Way Fresh		Strategic Sourcing International	Operator of a supply chain company serving fresh vegetables.	-	-	-
07-01-24		CDS Foods		Gestalt Capital	Distributor of fresh food products.	-	-	-

DAIRY

Date	Target Location	Target	Acquirer Location	Acquirer	Target Business Description	Enterprise Value*	EV / LTM Revenue	EBITDA
08-09-24		Butterworks Farm		Unnamed Buyer	Producer of organic dairy products.	-	-	-
07-12-24		CoolBrands International		Denali Ingredients	Manufacturer of ice cream ingredients.	-	-	-

Notes:
 * Implied Enterprise Value in \$USM.
 Source: PitchBook Data, Inc.

Q3/24 Valuation and Operating Metrics

Select North American Public Companies

Ticker	Company	Share Price	52-week		Enterprise Value	Total Debt	TTM Revenue	TTM EBITDA	EBITDA Margin	Total Debt to TTM EBITDA	TEV/TTM Revenue	TEV/TTM EBITDA
			High	Low								
(all data in US\$M except for share price & multiples)												
30-Sep-24												
Packaged Foods												
NAS:MDLZ	Mondelez International, Inc.	74.20	77.20	60.75	117,991	20,245	35,976	7,478	20.8%	2.7x	3.3x	15.8x
NAS:KHC	The Kraft Heinz Company	35.37	38.96	30.68	61,246	19,934	26,317	6,456	24.5%	3.1x	2.3x	9.5x
NYS:GIS	General Mills, Inc.	74.38	75.90	60.33	54,396	13,320	19,801	4,198	21.2%	3.2x	2.7x	13.0x
NYS:CAG	Conagra Brands, Inc.	32.47	33.24	25.16	24,161	8,614	12,051	2,500	20.7%	3.4x	2.0x	9.7x
NYS:SJM	The J. M. Smucker Company	121.15	134.62	105.69	21,457	8,606	8,499	2,014	23.7%	4.3x	2.5x	10.7x
Food Retailing Market												
NYS:WMT	Walmart Inc.	79.78	81.60	49.85	700,135	61,305	665,035	40,952	6.2%	1.5x	1.1x	17.1x
NYS:KR	The Kroger Co.	56.52	58.34	42.10	56,389	19,381	150,202	8,567	5.7%	2.3x	0.4x	6.6x
TSE:L	Loblaw Companies Limited	131.88	134.17	79.71	52,907	13,591	44,516	5,053	11.4%	2.7x	1.2x	10.5x
TSE:MRU	Metro Inc.	62.95	64.24	48.43	17,240	3,218	15,757	1,461	9.3%	2.2x	1.1x	11.8x
TSE:EMP.A	Empire Company Limited	30.33	30.63	22.79	12,516	5,412	22,657	1,675	7.4%	3.2x	0.6x	7.5x
Beverages Market												
NYS:KO	The Coca-Cola Company	71.79	73.53	51.55	335,787	43,817	46,465	16,501	35.5%	2.7x	7.2x	20.3x
NAS:PEP	PepsiCo, Inc.	170.00	183.41	155.83	271,900	44,927	92,054	18,199	19.8%	2.5x	3.0x	14.9x
NAS:KDP	Keurig Dr Pepper Inc.	37.42	38.28	27.66	66,723	16,416	15,062		n.a.	n.a.	4.4x	n.a.
NYS:TAP	Molson Coors Beverage Company	56.83	69.18	49.19	17,422	7,056	11,938	2,535	21.2%	2.8x	1.5x	6.9x
TSE:ADW.A	Andrew Peller Limited	2.93	3.75	2.65	300	168	286	38	13.3%	4.4x	1.1x	7.9x
Agricultural Food Market												
NYS:ADM	Archer Daniels Midland	60.00	77.35	50.72	40,114	11,876	88,768	4,776	5.4%	2.5x	0.5x	8.4x
NYS:INGR	Ingredion Incorporated	137.37	138.37	89.54	10,301	1,850	7,714	1,131	14.7%	1.6x	1.3x	9.1x
TSE:SOY	SunOpta Inc.	6.54	7.58	2.81	1,199	422	688	70	10.1%	6.1x	1.7x	17.2x
NAS:CVGW	Calavo Growers, Inc.	28.48	31.26	20.30	568	61	1,012	24	2.4%	2.5x	0.6x	23.4x
Bread, Bakery & Snack Foods Market												
TSE:WN	George Weston Limited	167.07	168.82	104.73	41,839	16,204	44,965	5,267	11.7%	3.1x	0.9x	7.9x
NYS:K	Kellanova	80.78	80.97	47.63	34,191	6,501	11,420	2,001	17.5%	3.2x	3.0x	17.1x
NYS:FLO	Flowers Foods, Inc.	23.25	26.12	19.64	6,278	1,389	5,130	521	10.2%	2.7x	1.2x	12.1x
NAS:JJSF	J&J Snack Foods Corp.	170.85	176.38	133.23	3,427	172	1,592	200	12.5%	0.9x	2.2x	17.2x
Dairy Market												
TSE:SAP	Saputo Inc.	21.47	23.59	18.35	11,637	2,815	13,092	1,143	8.7%	2.5x	0.9x	10.2x
NAS:CALM	Cal-Maine Foods, Inc.	74.65	75.64	42.25	2,845	-	2,326	409	17.6%	0.0x	1.2x	7.0x
Meat & Seafood Processing Market												
NYS:TSN	Tyson Foods, Inc.	59.69	66.88	44.94	29,817	11,021	53,092	3,035	5.7%	3.6x	0.6x	9.8x
NAS:PPC	Pilgrim's Pride Corporation	44.06	47.44	22.33	12,603	3,459	17,810	1,694	9.5%	2.0x	0.7x	7.4x
TSE:PBH	Premium Brands Holdings Corporation	70.53	72.70	61.58	5,184	2,061	4,696	386	8.2%	5.3x	1.1x	13.4x
TSE:MFI	Maple Leaf Foods Inc.	16.31	20.50	15.59	3,411	1,518	3,570		n.a.	n.a.	1.0x	n.a.
TSE:HLF	High Liner Foods Incorporated	9.29	10.17	7.29	505	246	992	99	10.0%	2.5x	0.5x	5.1x

Notes:

As at September 30, 2024

(1) All trading multiples based upon trading currency.

Source: PitchBook Data, Inc.



CCC Investment Banking

About CCC Investment Banking

Established in 1975, CCC is one of Canada's leading independent middle market investment banks. CCC has a specialization in the North American food and beverage industry. CCC provides advisory services in:

- ◆ Mergers & Acquisitions ◆ Management Buy-outs ◆ Divestitures ◆ Financing Strategy and Placement
- ◆ Restructurings ◆ Strategic Reviews ◆ Valuations and Fairness Opinions ◆ Capital Raises

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The background features a dark grey field with large, overlapping, angular shapes in a vibrant orange color, creating a dynamic, abstract geometric pattern.

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