

# FOOD & BEVERAGE MONTHLY DASHBOARD DECEMBER 2023



STRATEGIC & CAPITAL ADVISORY FOR CONSUMER COMPANIES



# SELECT FOOD & BEVERAGE EXPERIENCE



Cody Peak Advisors is an independent strategic and capital advisory firm that focuses exclusively on the consumer sector, with a strong focus on the food & beverage sector. Our senior professionals have completed over 80 transactions with an aggregated value in excess of \$11 billion.



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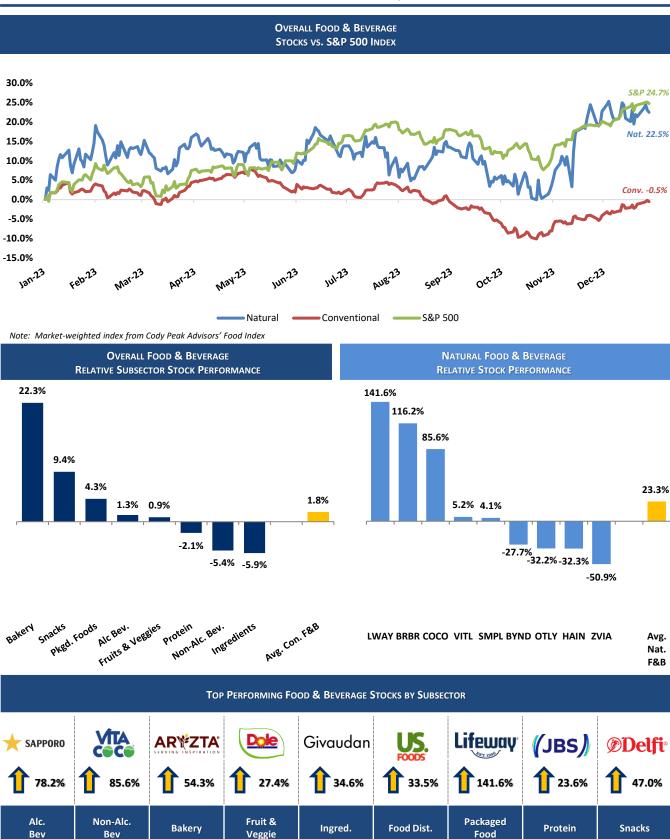


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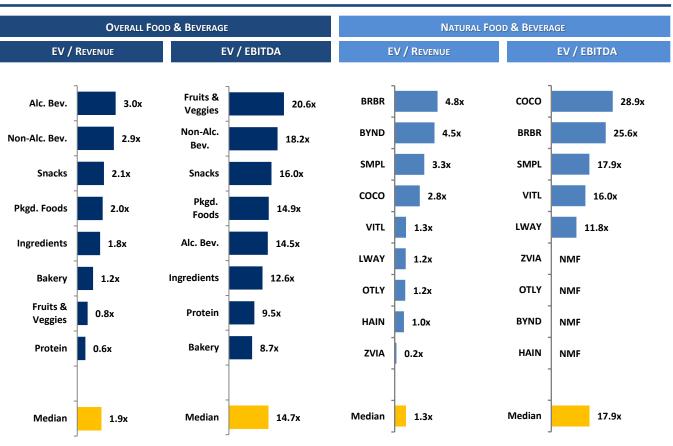




# PUBLIC COMPANY STOCK PERFORMANCE - TWELVE MONTHS ENDING DECEMBER 31, 2023







#### RELATIVE TRAILING 12-MONTH VALUATION MULTIPLES FOR PUBLIC FOOD & BEVERAGE COMPANIES

#### TRAILING 12-MONTH VALUATION MULTIPLES FOR OVERALL PUBLIC FOOD & BEVERAGE COMPANIES

Market Data (Given in \$Millions)			Price Performance	Equity	Firm	FY '22 - '21 Growth	EV / LTM		EBITDA
Company (\$ mm)	Ticker	12/31/23	LTM	Value	Value	Rate	Sales	EBITDA	Margin
Bakery									
Aryzta AG	ARYN	\$1.84	54.3%	\$1,826	\$2,261	-6.6%	1.0x	7.9x	12.8%
Flowers Foods, Inc.	FLO	22.51	-21.7%	4,752	6,058	-9.9%	1.2x	18.1x	6.6%
Gruma, S.A.B. de C.V	GRUMAB	18.30	36.9%	6,755	8,414	-17.4%	1.3x	9.4x	13.8%
Grupo Bimbo, S.A.B. de C.V.	BIMBOA	5.06	19.7%	22,218	29,627	-15.7%	1.3x	7.9x	16.7%
Average			22.3%			-12.4%	1.2x	10.8x	12.5%
Median			28.3%			-12.8%	1.2x	8.7x	13.3%
Alc Bev.									
Anheuser-Busch InBev NV	BRU:ABI	\$64.65	7.8%	\$128,283	\$213,574	-6.0%	3.6x	11.3x	31.7%
Asahi Group Holdings, Ltd.	TKS:2502	37.17	20.0%	18,831	28,296	6.6%	1.5x	10.1x	14.5%
Big Rock Brewery LP	TSX:BR	1.15	-20.2%	8	21	1.4%	0.6x	NMF	Neg.
The Boston Beer Company, Inc	SAM	345.59	4.9%	4,213	3,950	-1.6%	1.9x	20.3x	9.4%
Brown-Forman Corporation	BF.A	59.59	-9.4%	27,579	30,316	-12.0%	7.1x	25.5x	27.8%
Constellation Brands, Inc.	STZ	241.75	4.3%	44,400	56,357	-2.3%	5.8x	20.1x	28.7%
Diageo Plc.	DGE	36.36	-17.4%	81,343	102,511	-16.7%	5.0x	14.5x	34.2%
Duckhorn Wine Company	NAPA	9.85	-40.6%	1,136	1,372	-9.6%	3.5x	10.4x	33.1%
Heineken International B.V.	HEIA	101.74	8.6%	58,533	80,650	-14.1%	2.6x	12.8x	20.3%
Kirin Holdings, Co. Ltd.	2503	14.60	-3.4%	11,855	17,664	9.6%	1.2x	11.5x	10.3%
Molson Coors Brewing Co.	TAP	61.21	18.8%	13,212	18,832	-3.9%	1.6x	13.3x	12.3%
Pernod Ricard S.A.	RI	176.78	-9.7%	44,625	56,861	-12.7%	4.5x	15.0x	29.9%
Rémy Cointreau SA	RCO	127.26	-24.2%	6,483	7,109	-22.8%	5.1x	21.2x	23.9%
Sapporo Holdings Ltd	TKS:2501	43.95	78.2%	3,429	4,970	9.4%	1.4x	20.8x	6.5%
Average			1.3%			-5.3%	3.2x	15.9x	21.7%
Median			0.4%			-5.0%	3.0x	14.5x	23.9%

Source: PitchBook NA – Not available NMF – Not meaningful figure Neg. – Negative EBITDA = Earnings before interest, taxes, depreciation & amortization Firm Value = Market value of equity + interest-bearing debt - cash



# TRAILING 12-MONTH VALUATION MULTIPLES FOR OVERALL PUBLIC FOOD & BEVERAGE COMPANIES

Market Data (Given in \$Millions)			Price Performance	Equity	Firm	FY '22 - '21 Growth	EV / L	тм	EBITDA
Company (\$ mm)	Ticker	12/31/23	LTM	Value	Value	Rate	Sales	EBITDA	Margin
Non-Alc. Bev.									
Coca-Cola	КО	\$58.93	-7.4%	\$254,779	\$281,023	-10.1%	6.2x	19.0x	32.8%
Keurig Dr Pepper Inc.	KDP	33.32	-6.6%	46,593	60,686	-9.8%	4.1x	16.5x	25.0%
Monster Beverage Corp.	MNST	57.61	13.5%	59,940	56,929	-12.2%	8.2x	27.8x	29.6%
National Beverage Corp.	FIZZ	49.72	6.9%	4,643	4,441	-5.8%	3.8x	17.9x	21.0%
Oatly AB	OTLY	1.18	-32.2%	700	924	-10.9%	1.2x	NMF	Neg.
PepsiCo, Inc.	PEP	169.84	-6.0%	233,507	268,162	-8.0%	2.9x	18.2x	16.0%
Primo Water Corporation	TSX:PRMW	15.08	-2.7%	2,404	3,945	-6.4%	1.7x	8.1x	21.1%
Reed's, Inc.	REED	1.60	-54.2%	7	33	-6.5%	0.7x	NMF	Neg.
The Vita Coco Company	COCO	25.65	85.6%	1,457	1,362	-11.3%	2.8x	28.9x	9.8%
Zevia, LLC	ZVIA	2.01	-50.9%	101	33	-15.3%	0.2x	NMF	Neg.
Average			-5.4%			-9.6%	3.2x	19.5x	22.2%
Median			-6.3%			-9.9%	2.9x	18.2x	21.1%
<u>Ingredients</u>									
Archer Daniels Midland Co	ADM	\$72.22	-22.2%	\$38,521	\$46 <i>,</i> 876	-16.1%	0.5x	8.0x	6.1%
Barry Callebaut AG	BARN	1,682.12	-15.1%	9,207	10,668	-7.9%	1.2x	11.2x	10.4%
Bunge Global SA	BG	100.95	1.2%	14,667	19,261	-12.0%	0.3x	5.6x	5.6%
Corbion N.V.	AMS:CRBN	21.45	-36.8%	1,271	2,104	-17.4%	1.3x	10.5x	12.7%
Givaudan SA	SWX:GIVN	4,130.02	34.6%	38,109	43,930	-1.9%	5.9x	29.6x	19.9%
Ingredion Inc.	INGR	108.53	10.8%	7,075	9,194	-13.2%	1.1x	8.1x	13.7%
International Flavors & Fragrances I	ncIFF	80.97	-22.8%	20,670	31,170	-6.3%	2.7x	18.4x	14.6%
Kerry Group plc	KRZ	87.05	-3.1%	15,302	17,203	-5.8%	1.9x	14.0x	13.3%
MGP Ingredients Inc	MGPI	98.52	-7.4%	2,169	2,469	-19.9%	3.0x	15.9x	19.2%
Tate & Lyle PLC	TATE	8.39	-2.1%	3,370	3,675	-15.9%	1.7x	10.9x	16.0%
Sensient Technologies Corporation	SXT	66.00	-9.5%	2,788	3,428	-4.0%	2.4x	14.0x	16.8%
Symrise AG	ETR:SY1	110.26	1.8%	15,411	18,114	-6.9%	3.6x	23.6x	15.4%
Average			-5.9%			-10.6%	2.1x	14.1x	13.6%
Median			-5.2%			-10.0%	1.8x	12.6x	14.2%
Fruits & Veggies			012/0			101070	210/	1210	112/0
Calavo Growers, Inc.	CVGW	\$29.41	0.0%	\$522	\$624	-11.4%	0.6x	33.6x	1.9%
Dole PLC	DOLE	12.29	27.4%	1,167	2,559	-30.1%	0.3x	7.6x	3.6%
FD Technologies plc	FDP	14.64	-10.8%	411	444	-14.9%	1.3x	18.7x	6.7%
Mission Produce, Inc.	AVO	10.09	-13.2%	714	948	-14.7%	1.0x	22.6x	4.4%
Average			0.9%			-17.8%	0.8x	20.6x	4.1%
Median			-5.4%			-14.8%	0.8x	20.6x	4.0%
Snacks			5.470			14.070	0.07	20.04	4.070
Chocoladefabriken Lindt & Sprüngli	ACLISN	\$120,913.25	17.5%	28,227	29,272	-3.6%	5.4x	25.5x	21.3%
Delfi Limited	P34	0.85	47.0%	518	469	-16.1%	0.9x	5.8x	15.4%
Hershey	HSY	186.44	-19.5%	38,127	42,887	-13.9%	3.8x	15.5x	24.8%
John B. Sanfilippo & Son	JBSS	103.04	26.7%	1,192	1,211	-10.2%	1.2x	11.0x	11.3%
J&J Snack Foods Corp.	JJSF	167.14	11.6%	3,233	3,305	-17.1%	2.1x	18.8x	11.3%
Mondelēz Global LLC	MDLZ	72.43	8.7%	98,570	117,437	-8.8%	3.3x	16.4x	20.2%
Tootsie Roll Industries Inc	TR	33.24	-19.6%	1,332	1,211	-16.9%	1.6x	9.1x	17.4%
Utz Brands, Inc.	UTZ	16.24	2.4%	1,318	2,991	-16.2%	2.1x	27.7x	7.5%
Average			9.4%			-12.9%	2.6x	16.2x	16.1%
Median			10.2%			-15.0%	2.1x	16.0x	16.4%
Protein		ć0.00	27.70/	F 7 A	1 572	10.00/	A =		N
Beyond Meat, Inc.	BYND	\$8.90	-27.7%	2 811	1,573	10.9%	4.5x	NMF	Neg.
Cal-Maine Foods, Inc.		57.39	5.4%	2,811	2,199	-24.1%	0.7x	2.5x	30.0%
JBS S.A. Seaboard Corporation	BVMF:JBSS3 ASE:SEB	5.16	-5.4%	11,385	30,085	-10.4%	0.4x	9.5x	4.5%
Tyson Foods, Inc.	TSN	3,570.10 53.75	-5.4%	3,467 19,094	3,512 28,149	-17.9% -11.7%	0.4x 0.5x	5.2x	6.7%
Vital Farms, Inc.	VITL	15.69	-13.7%	<u>19,094</u> 653	28,149	-11.7%	0.5x 1.3x	28.5x 16.0x	1.9% 8.0%
Average			-2.1%			-13.5%	1.3x	12.4x	10.2%
Median			-0.1%			-14.8%	0.6x	9.5x	6.7%



# TRAILING 12-MONTH VALUATION MULTIPLES FOR OVERALL PUBLIC FOOD & BEVERAGE COMPANIES

Ticker BGS BRBR CPB	<b>12/31/23</b> \$10.50	Performance LTM	Equity Value	Firm Value	Growth	EV /	LTM	EBITDA
BGS BRBR			Talac		Rate	Sales	EBITDA	Margin
BRBR	\$10.50			Fulue	hate	Juies	LUIIDA	Widi Bill
BRBR	\$10.50	-5.8%	\$826	\$3,021	-4.9%	1.4x	15.1x	9.5%
	55.43	-5.8%	7,271	8,079	-4.9%	4.8x	25.6x	9.5%
	43.23	-23.8%	12,887	17,504	-1.0%	4.8X 1.9X	10.8x	17.5%
			,	,				16.1%
			,	,		-		27.6%
								19.4%
								Neg.
								10.9%
	-		,	,				7.5%
			,					10.9%
			,	,				20.5%
			,	,				21.7%
			,					11.1%
			,	,				10.5%
							-	17.3%
			,	,				17.3%
			,	,				15.7%
TSX: SAP	20.28	-18.0%			-9.9%	0.9x	10.4x	8.4%
NAS:SENEA	52.44	-14.0%	374	914	5.9%	0.6x	7.9x	7.7%
SMPL	39.60	4.1%	3,952	4,154	-14.0%	3.3x	17.9x	18.6%
SOVO	22.03	53.3%	2,235	2,531	-18.1%	2.6x	44.1x	5.8%
THS	41.45	-16.1%	2,292	3,994	-14.7%	1.1x	13.7x	8.0%
		4.3%			-7.4%	2.3x	16.9x	14.3%
		-14.8%			-8.0%	2.0x	14.9x	15.7%
CHEF	\$29.43	-11.6%	1,167	2,029	-33.2%	0.6x	14.1x	4.4%
PFGC	\$69.15	18.4%	10,760	15,862	-40.3%	0.3x	12.1x	2.3%
SPTN	\$22.95	-24.1%	795	1,596	-7.4%	0.2x	8.3x	2.0%
SYY	\$73.13	-4.3%	36,885	48,048	-25.3%	0.6x	12.7x	4.9%
USFD	\$45.41	33.5%	11,164	15,718	-13.4%	0.4x	12.0x	3.7%
		2.4%			-23.9%	0.4x	11.8x	3.5%
		-4.3%			-25.3%	0.4x	12.1x	3.7%
	NAS:SENEA SMPL SOVO THS CHEF PFGC SPTN SYY	BN         40.17           GIS         65.14           HAIN         10.95           HRL         32.11           SJM         126.38           K         55.91           KHC         36.98           LW         108.09           LANC         166.39           LWAY         13.41           MKC         68.42           NESN         115.59           POST         88.06           TSX: SAP         20.28           NAS:SENEA         52.44           SMPL         39.60           SOVO         22.03           THS         41.45           CHEF         \$29.43           PFGC         \$69.15           SPTN         \$22.95           SYY         \$73.13	CAG         28.66         -25.9%           BN         40.17         27.9%           GIS         65.14         -22.3%           HAIN         10.95         -32.3%           HRL         32.11         -29.5%           SJM         126.38         -20.2%           K         55.91         -16.4%           KHC         36.98         -9.2%           LW         108.09         21.0%           LW         136.39         -15.7%           LWAY         13.41         141.6%           MKC         68.42         -17.5%           NESN         115.59         -0.4%           POST         88.06         -2.4%           TSX: SAP         20.28         -18.0%           NAS:SENEA         52.44         -14.0%           SMPL         39.60         4.1%           SOVO         22.03         53.3%           THS         41.45         -16.1%           CHEF         \$29.43         -11.6%           PFGC         \$69.15         18.4%           SPTN         \$22.95         -24.1%           SYY         \$73.13         4.3%           USFD	CAG         28.66         -25.9%         13,699           BN         40.17         27.9%         62,473           GIS         65.14         -22.3%         36,992           HAIN         10.95         -32.3%         982           HRL         32.11         -29.5%         17,559           SJM         126.38         -20.2%         13,414           K         55.91         -16.4%         19,150           KHC         36.98         -9.2%         45,357           LW         108.09         21.0%         15,665           LANC         166.39         -15.7%         4,579           LWAY         13.41         141.6%         197           MKC         68.42         -17.5%         18,352           NESN         115.59         -0.4%         308,408           POST         88.06         -2.4%         5,330           TSX: SAP         20.28         -18.0%         8,584           NAS:SENEA         52.44         -14.0%         374           SMPL         39.60         4.1%         3,952           SOVO         22.03         53.3%         2,235           THS         41.45 </td <td>CAG         28.66         -25.9%         13,699         22,949           BN         40.17         27.9%         62,473         394,802           GIS         65.14         -22.3%         36,992         49,302           HAIN         10.95         -32.3%         982         1,856           HRL         32.11         -29.5%         17,559         20,119           SIM         126.38         -20.2%         13,414         17,296           K         55.91         -16.4%         19,150         25,964           KHC         36.98         -9.2%         45,357         64,365           LW         108.09         21.0%         15,665         18,975           LANC         166.39         -15.7%         4,579         4,520           LWAY         13.41         141.6%         197         190           MKC         68.42         -17.5%         18,352         22,995           NESN         115.59         -0.4%         308,408         370,612           POST         88.06         -2.4%         5,330         11,479           TSX: SAP         20.28         -18.0%         8,584         11,338           NAS:</td> <td>CAG         28.66         -25.9%         13,699         22,949         -3.0%           BN         40.17         27.9%         62,473         394,802         -18.4%           GIS         65.14         -22.3%         36,992         49,302         -4.6%           HAIN         10.95         -32.3%         982         1,856         4.1%           HRL         32.11         -29.5%         17,559         20,119         -8.6%           SIM         126.38         -20.2%         13,414         17,296         0.0%           K         55.91         -16.4%         19,150         25,964         -7.4%           KHC         36.98         -9.2%         45,357         64,365         1.7%           LW         108.09         21.0%         15,665         18,975         -10.4%           LANC         166.39         -15.7%         4,579         4,520         -12.5%           LWAY         13.41         141.6%         197         190         -15.9%           MKC         68.42         -17.5%         18,352         22,995         -0.5%           NESN         115.59         -0.4%         308,408         370,612         -3.6%     <td>CAG         28.66         -25.9%         13,699         22.949         -3.0%         1.9x           BN         40.17         27.9%         62,473         394,802         -18.4%         4.1x           GIS         65.14         -22.3%         36,992         49,302         -4.6%         2.4x           HAIN         10.95         -32.3%         982         1,856         4.1%         1.0x           HRL         32.11         -29.5%         17,559         20,119         -8.6%         1.7x           SJM         126.38         -20.2%         13,414         17,296         0.0%         2.1x           K         55.91         -16.4%         19,150         25,964         -7.4%         1.6x           KHC         36.98         -9.2%         45,357         64,365         -1.7%         2.4x           LW         108.09         21.0%         15,665         18,975         -10.4%         3.2x           LANC         166.39         -15.7%         4,579         4,520         -12.5%         2.4x           LWAY         13.41         141.6%         197         190         15.9%         1.6x           TSX: SAP         20.28         -18.0</td><td>CAG         28.66         -25.9%         13,699         22,949         -3.0%         1.9x         11.6x           BN         40.17         27.9%         62,473         394,802         -18.4%         4.1x         14.9x           GIS         65.14         -22.3%         36,992         49,302         -4.6%         2.4x         12.6x           HAIN         10.95         -32.3%         982         1,856         4.1%         10.x         NMF           SJM         126.38         -20.2%         13,414         17,296         0.0%         2.1x         28.1x           K         55.91         -16.4%         19,150         25,964         -7.4%         1.6x         15.0x           KHC         36.98         -9.2%         45,357         64,365         -1.7%         2.4x         11.6x           LW         108.09         21.0%         15,665         18,975         -10.4%         3.2x         14.8x           LMC         166.39         -15.7%         4,579         4,520         -12.5%         2.4x         20.0x           LWAY         13.41         141.6%         197         190         -15.9%         1.2x         11.8x           MKC</td></td>	CAG         28.66         -25.9%         13,699         22,949           BN         40.17         27.9%         62,473         394,802           GIS         65.14         -22.3%         36,992         49,302           HAIN         10.95         -32.3%         982         1,856           HRL         32.11         -29.5%         17,559         20,119           SIM         126.38         -20.2%         13,414         17,296           K         55.91         -16.4%         19,150         25,964           KHC         36.98         -9.2%         45,357         64,365           LW         108.09         21.0%         15,665         18,975           LANC         166.39         -15.7%         4,579         4,520           LWAY         13.41         141.6%         197         190           MKC         68.42         -17.5%         18,352         22,995           NESN         115.59         -0.4%         308,408         370,612           POST         88.06         -2.4%         5,330         11,479           TSX: SAP         20.28         -18.0%         8,584         11,338           NAS:	CAG         28.66         -25.9%         13,699         22,949         -3.0%           BN         40.17         27.9%         62,473         394,802         -18.4%           GIS         65.14         -22.3%         36,992         49,302         -4.6%           HAIN         10.95         -32.3%         982         1,856         4.1%           HRL         32.11         -29.5%         17,559         20,119         -8.6%           SIM         126.38         -20.2%         13,414         17,296         0.0%           K         55.91         -16.4%         19,150         25,964         -7.4%           KHC         36.98         -9.2%         45,357         64,365         1.7%           LW         108.09         21.0%         15,665         18,975         -10.4%           LANC         166.39         -15.7%         4,579         4,520         -12.5%           LWAY         13.41         141.6%         197         190         -15.9%           MKC         68.42         -17.5%         18,352         22,995         -0.5%           NESN         115.59         -0.4%         308,408         370,612         -3.6% <td>CAG         28.66         -25.9%         13,699         22.949         -3.0%         1.9x           BN         40.17         27.9%         62,473         394,802         -18.4%         4.1x           GIS         65.14         -22.3%         36,992         49,302         -4.6%         2.4x           HAIN         10.95         -32.3%         982         1,856         4.1%         1.0x           HRL         32.11         -29.5%         17,559         20,119         -8.6%         1.7x           SJM         126.38         -20.2%         13,414         17,296         0.0%         2.1x           K         55.91         -16.4%         19,150         25,964         -7.4%         1.6x           KHC         36.98         -9.2%         45,357         64,365         -1.7%         2.4x           LW         108.09         21.0%         15,665         18,975         -10.4%         3.2x           LANC         166.39         -15.7%         4,579         4,520         -12.5%         2.4x           LWAY         13.41         141.6%         197         190         15.9%         1.6x           TSX: SAP         20.28         -18.0</td> <td>CAG         28.66         -25.9%         13,699         22,949         -3.0%         1.9x         11.6x           BN         40.17         27.9%         62,473         394,802         -18.4%         4.1x         14.9x           GIS         65.14         -22.3%         36,992         49,302         -4.6%         2.4x         12.6x           HAIN         10.95         -32.3%         982         1,856         4.1%         10.x         NMF           SJM         126.38         -20.2%         13,414         17,296         0.0%         2.1x         28.1x           K         55.91         -16.4%         19,150         25,964         -7.4%         1.6x         15.0x           KHC         36.98         -9.2%         45,357         64,365         -1.7%         2.4x         11.6x           LW         108.09         21.0%         15,665         18,975         -10.4%         3.2x         14.8x           LMC         166.39         -15.7%         4,579         4,520         -12.5%         2.4x         20.0x           LWAY         13.41         141.6%         197         190         -15.9%         1.2x         11.8x           MKC</td>	CAG         28.66         -25.9%         13,699         22.949         -3.0%         1.9x           BN         40.17         27.9%         62,473         394,802         -18.4%         4.1x           GIS         65.14         -22.3%         36,992         49,302         -4.6%         2.4x           HAIN         10.95         -32.3%         982         1,856         4.1%         1.0x           HRL         32.11         -29.5%         17,559         20,119         -8.6%         1.7x           SJM         126.38         -20.2%         13,414         17,296         0.0%         2.1x           K         55.91         -16.4%         19,150         25,964         -7.4%         1.6x           KHC         36.98         -9.2%         45,357         64,365         -1.7%         2.4x           LW         108.09         21.0%         15,665         18,975         -10.4%         3.2x           LANC         166.39         -15.7%         4,579         4,520         -12.5%         2.4x           LWAY         13.41         141.6%         197         190         15.9%         1.6x           TSX: SAP         20.28         -18.0	CAG         28.66         -25.9%         13,699         22,949         -3.0%         1.9x         11.6x           BN         40.17         27.9%         62,473         394,802         -18.4%         4.1x         14.9x           GIS         65.14         -22.3%         36,992         49,302         -4.6%         2.4x         12.6x           HAIN         10.95         -32.3%         982         1,856         4.1%         10.x         NMF           SJM         126.38         -20.2%         13,414         17,296         0.0%         2.1x         28.1x           K         55.91         -16.4%         19,150         25,964         -7.4%         1.6x         15.0x           KHC         36.98         -9.2%         45,357         64,365         -1.7%         2.4x         11.6x           LW         108.09         21.0%         15,665         18,975         -10.4%         3.2x         14.8x           LMC         166.39         -15.7%         4,579         4,520         -12.5%         2.4x         20.0x           LWAY         13.41         141.6%         197         190         -15.9%         1.2x         11.8x           MKC

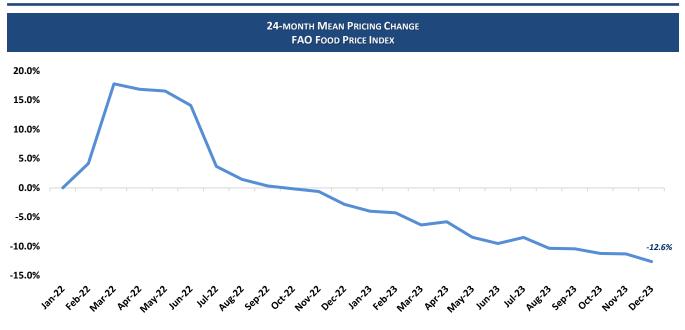
## TRAILING 12-MONTH VALUATION MULTIPLES FOR NATURAL PUBLIC FOOD & BEVERAGE COMPANIES

Market Data (Given in \$Millions)			Price			FY '22 - '21			
			Performance	Equity	Firm	Growth	EV /	LTM	EBITDA
Company (\$ mm)	Ticker	12/31/23	LTM	Value	Value	Rate	Sales	EBITDA	Margin
Natural F&B									
BellRing Brands, Inc.	BRBR	\$55.43	116.2%	\$7,271	\$8 <i>,</i> 079	-9.1%	4.8x	25.6x	18.9%
Beyond Meat, Inc.	BYND	8.90	-27.7%	574	1,573	10.9%	4.5x	NMF	Neg
The Hain Celestial Group, Inc.	HAIN	10.95	-32.3%	982	1,856	4.1%	1.0x	NMF	Neg
Lifeway Foods Inc.	LWAY	13.41	141.6%	197	190	-15.9%	1.2x	11.8x	10.5%
Oatly AB	OTLY	1.18	-32.2%	700	924	-10.9%	1.2x	NMF	Neg
Simply Good Foods USA Inc	SMPL	39.60	4.1%	3,952	4,154	-14.0%	3.3x	17.9x	18.6%
The Vita Coco Company Inc.	COCO	25.65	85.6%	1,457	1,362	-11.3%	2.8x	28.9x	9.8%
Vital Farms, Inc.	VITL	15.69	5.2%	653	573	-27.9%	1.3x	16.0x	8.0%
Zevia, LLC	ZVIA	2.01	-50.9%	101	33	-15.3%	0.2x	NMF	Neg
Natural Retail & Distribution									
Natural Grocers by Vitamin Cottag	ge, In NGVC	16.00	75.1%	364	716	-3.1%	0.6x	11.8x	5.3%
Sprouts Farmers Markets, Inc.	SFM	48.11	48.6%	4,886	6,285	-4.8%	0.9x	10.5x	8.9%
United Natural Foods, Inc.	UNFI	16.23	-58.1%	964	4,520	-6.8%	0.1x	13.9x	1.1%
Median Natural F&B			4.1%			-11.3%	1.3x	17.9x	10.5%
Median Natural Retail & Distribut	tion		48.6%			-4.8%	0.6x	11.8x	5.3%
Total Median			4.6%			-10.0%	1.2x	14.9x	9.4%

Source: PitchBook NA – Not available NMF – Not meaningful figure Neg. – Negative EBITDA = Earnings before interest, taxes, depreciation & amortization Firm Value = Market value of equity + interest-bearing debt - cash



# FOOD & BEVERAGE COMMODITY PRICING TRENDS



Note: Commodities tracked include butter, cheese, milk, beef, chicken, pork, wheat, corn, rice, oils & sugar



Note: Grains incudes wheat, corn and rice

Source: Food & Agriculture Organization



## **MERGER & ACQUISITION / FINANCING OVERVIEW**

**OVERALL FOOD & BEVERAGE M&A ACTIVITY NORTH AMERICA TARGETS** 

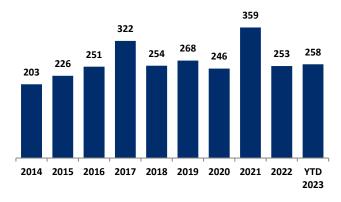
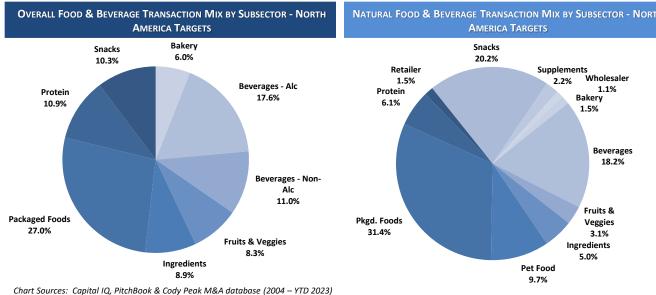
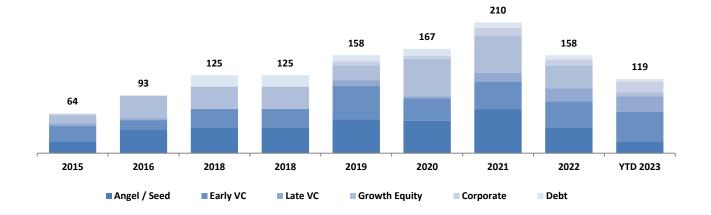


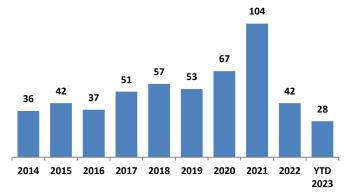
Chart Sources: Capital IQ, PitchBook & Cody Peak research



**NATURAL FOOD & BEVERAGE** FINANCING MIX / STAGE



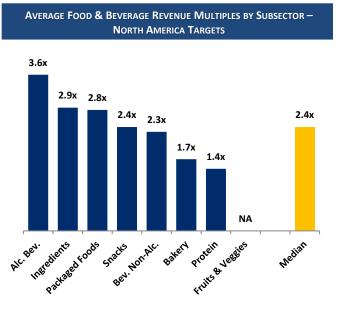
NATURAL FOOD & BEVERAGE M&A ACTIVITY NORTH AMERICA TARGETS



NATURAL FOOD & BEVERAGE TRANSACTION MIX BY SUBSECTOR - NORTH



## **MERGER & ACQUISITION OVERVIEW**



16.3x 16.3x 13.1x 13.7x 13.0x 13.1x 13.1

AVERAGE FOOD & BEVERAGE EBITDA MULTIPLES BY SUBSECTOR -

**NORTH AMERICA TARGETS** 

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Note: Data represents transactions in the past 48 months

Note: Data represents transactions in the past 48 months

	HIGHLIGHTED CONVENTIONAL FOOD	& Beverage M&A Transactions					
Correction Constants Correction Chobani	Target: La Colombe Coffee Roasters Buyer: Chobani Transaction Value: \$900M TV / Rev: NA TV / EBITDA: NA	La Colombe Coffee Roasters is an operator of a chain of coffee shops intended to serve consumers across multiple channels, including the retail trade, branded cafes and direct-to-consumer. The brand states that it is the only ready-to-drink coffee company owning its supply chain from conscious bean sourcing and premium roasting to the creation of product experiences for customers. Keurig Dr Pepper, which paid \$300N for a 33% stake in La Colombe in July, will exchange its stake in La Colombe into Chobani equity.					
BENESTAR BRANDS Palmex Wind Point Partners	Target: Benestar Brands Buyer: Palmex (Wind Point Partners) Transaction Value: NA TV / Rev: NA TV / EBITDA: NA	Benestar Brands is a manufacturer of branded and non-branded ethnic salty snacks including pork rinds, tortilla chips and pellet-based snacks. Select brands including Mac's <sup>™</sup> , the leading pork rind brand in the U.S., Chicas <sup>™</sup> , a highly authentic tortilla chip brand and Cazo de Oro <sup>™</sup> , tortilla chips and pellet-based snacks. The combination of Palmex, portfolio company of Wind Point Partners, and Benestar Brands forms one of the largest providers of Hispanic and BFY salty snack products in North America.					
	HIGHLIGHTED NATURAL FOOD	& Beverage Transactions					
$\underbrace{\frac{1}{4} \frac{4}{0}}_{F \circ \circ \circ s}$ <b>BainCapital</b> PRIVATE EQUITY	Target: 1440 Foods Company Buyer: Bain Capital Private Equity Transaction Value: NA TV / Rev: NA TV / EBITDA: NA	1440 Foods is a leading portfolio of sports and active nutrition brands including Pure Protein <sup>®</sup> nutrition bars; Body Fortress <sup>®</sup> high efficacy protein powders; and MET-Rx <sup>®</sup> high-performance meal replacements. 1440 Foods is the former sports and active nutrition division of The Bountiful Company that was acquired in 2021 by 4x4 Capital. The Company received a significant investment from Bain Capital Private Equity, in partnership with existing investor and operator 4x4 Capital.					
Collab Fund	Target: Voyage Foods Investor: Collaborative Fund Transaction Value: \$22M TV / Rev: NA TV / EBITDA: NA	Voyage Foods uses real, wholesome, and sustainable ingredients, combined with proprietary technology and food science to create delicious new foods that taste and look just like their original counterparts. The Company's current lineup includes their retail-available Peanut-Free Spread and Hazelnut-Free Spread, as well as their Cocoa-Free Chocolate and Bean-Free Coffee.					



#### DECEMBER 2023 - SELECT FOOD & BEVERAGE TRANSACTIONS

Close		Transaction Value /	<b>Transaction</b>			
Date	Target/Issuer	Investment (\$mm)	Туре	Buyers/Investors	Subsector	Target Business Description
12/29/23	Voyage Foods	\$22.0	Private Placement	Collaborative Fund	Food Products	Developer of proprietary technology for beloved food designed to provide sustainable and scalable alternatives to regular foods with identical taste and nutrition. The company uses real, wholesome, and sustainable ingredients, combined with proprietary technology and food science, and creating delicious new foods that taste and look just like their original counterparts.
12/29/23	Graffiti Foods	Undisclosed	M&A	New Horizons Baking(Trina Bediako)	Ingredients	Producer and supplier of food products based in Columbus, Ohio. The company provides a wide range of food products such as soups, sauces, sides, gravies, appetizers, dips, fruit toppings, and spice blends, enabling clients to avail of customized products as per their needs.
12/19/23	Farmstead (Food Products)	\$1.8	Private Placement	Advantage Capital (Saint Louis)	Bakery	Producer of bread products intended to provide a local European-style bakery. The company provided croissants, donuts, danishes, pastries, and beverages such as cappuccino, latte, orange juice, and strawberry milk among others, enabling cafes, hotels, wholesalers, and consumers to enjoy quality bakery products.
12/15/23	La Colombe Coffee Roasters	\$900.0	M&A	Chobani (Hamdi Ulukaya), Healthcare of Ontario Pension Plan	Beverages	Operator of a chain of coffee shops intended to serve consumers across multiple channels, including the retail trade, branded cafes and direct-to-consumer. The company offers a wide range of coffee, made from arabica beans that are custom roasted in small batches, along with snacks such as sandwiches, donuts and confectioneries, enabling coffee lovers to avail fresh and affordable refreshments.
12/15/23	Stuffed Puffs	\$50.0	Private Placement	Undisclosed	Snacks	Producer of marshmallow food products intended to make marshmallows fun and exciting. The company offers a variety of flavoured and sized marshmallows made with real milk chocolate, perfect for roasting, toasting, baking and snacking, enabling customers to enjoy marshmallows in many ways beyond s'mores.
12/13/23	1440 Foods Company	Undisclosed	M&A	Bain Capital (Adam Nebesar)	Food Products	Operator of sports and active nutrition portfolio focused on powerful and complementary growth brands. The portfolio consists of health and wellness brands, efficacy protein powders, meal replacements and lifestyle brands focused on balanced nutrition.
12/13/23	Daou Vineyards	\$1,000.0	M&A	Treasury Wine Estates (ASX: TWE)(Timothy Ford)	Alc. Bev.	Producer of alcoholic beverages based in Paso Robles, California. The company operates a Daou mountain tasting room, four luxury vineyards, four wineries and 411 acres of vineyards and offers varieties of wines and gift sets.
12/11/23	Benestar Brands	Undisclosed	M&A	Palmex Alimentos(Jose Luis Prado), Wind Point Partners(Joe Lawler)	Food Products	Producer of branded, co-packed and private-label pork snacks intended to serve ethnic food enterprises. The company offers pork- based crisps, pork skins, pretzel bread, tortilla chips as well as complimenting salsa in various flavors, enabling access to a wide variety of authentic and light snacks at a fair price.
12/04/23	Wonder Brands Holdings and FGF Brands (Two Pie Facilities)	Undisclosed	M&A	Olympus Partners(Michael Horgan) Rise Baking Company(Brian Zellmer)	Bakery	Operator of 2 full-line pies platforms intended to serve retail channel across North America.
12/01/23	Uncle's Ice Cream	Undisclosed	Private Placement	Nobska Point Capital	Bakery	Operator of a premium craft ice cream sandwich brand intended to deliver dozens of remarkable, tropical, and traditional flavors to convenient locations across O'ahu. The company's products go through trial and error before they make it onto the menu, made with real ingredients by real people on the North Shore.

Sources: PitchBook / Cody Peak M&A database

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