



STRATEGIC & CAPITAL ADVISORY FOR CONSUMER COMPANIES

RELEVANT TRANSACTION EXPERTISE



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Sell - Side

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Sell – Side



Premium Brands



Sell - Side



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Sell – Side

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Sell - Side

Buy - Side

Buy – Side

Buy - Side



















Buy - Side

Buy - Side

Buy - Side

Buy - Side

ABOUT CODY PEAK ADVISORS

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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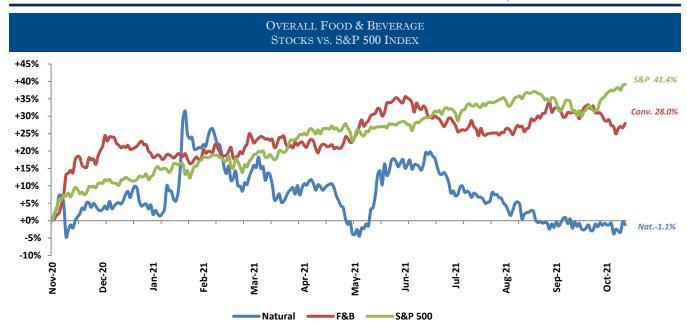


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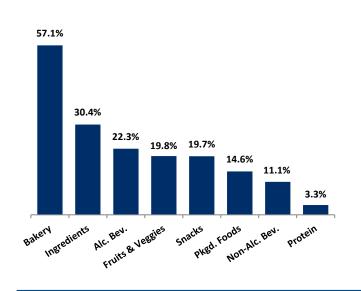
PUBLIC COMPANY STOCK PERFORMANCE - TWELVE MONTHS ENDING OCTOBER 31, 2021

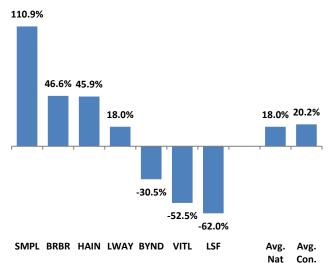


Note: Market-weighted index from Cody Peak Advisors' Food Index

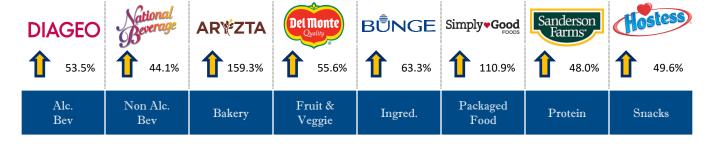
OVERALL FOOD & BEVERAGE RELATIVE SUBSECTOR STOCK PERFORMANCE

NATURAL FOOD & BEVERAGE RELATIVE STOCK PERFORMANCE

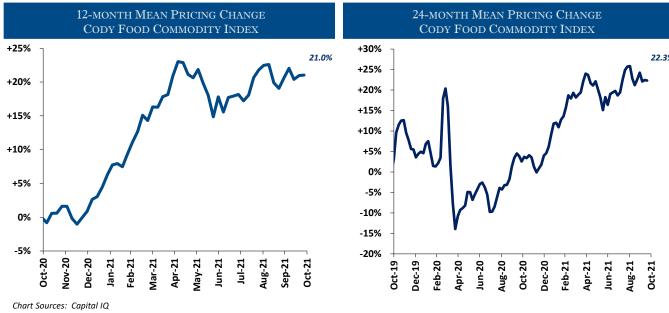




TOP PERFORMING FOOD & BEVERAGE STOCKS BY SUBSECTOR

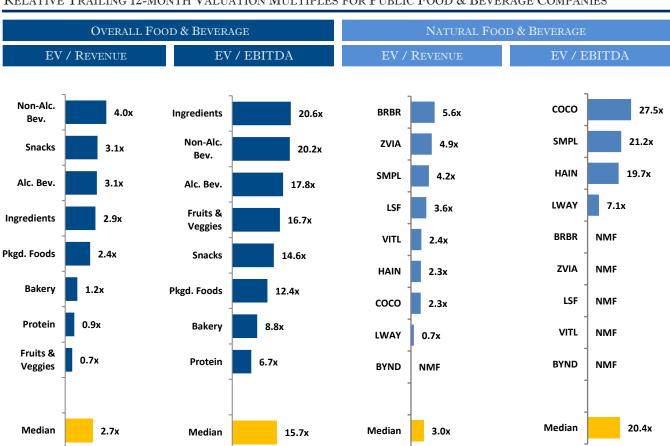


FOOD & BEVERAGE COMMODITY PRICING TRENDS



Note: Commodities tracked include butter, cheese, corn, milk, cocoa, eggs, flour, sugar, beef, chicken & pork.

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) Company (\$ mm)	Ticker	10/31/21	Price Performance LTM	Equity Value	Firm Value	1 Yr Est. Growth Rate	EV / Sales	LTM EBITDA	EBITDA Margin
	lickei	10/31/21		value	value	Nate	Jaies	LUITUA	iviai giii
Bakery		4	.=/	4	4	. ==/			
ARYZTA AG	ARYN	\$1.31	159.3%	\$1,295	\$1,532	4.5%	0.8x	7.9x	10.7%
Flowers Foods, Inc.	FLO	24.75	5.0%	5,241	6,208	-2.4%	1.4x	12.9x	11.1%
Gruna Bimba S.A.B. do C.V.	BMV:GRUMA B	11.76	10.7%	4,532	5,653	-0.6%	1.3x	8.8x	14.6%
Grupo Bimbo, S.A.B. de C.V.	BIMBO A	2.96	53.5%	12,548	18,055	-0.8%	1.1x	8.1x	13.6%
Average			57.1%			0.2%	1.2x	9.4x	12.5%
Median			32.1%			-0.7%	1.2x	8.4x	12.4%
Alc Bev.									
Anheuser-Busch InBev SA/NV	ABI	\$61.02	17.5%	\$120,803	\$215,111	14.9%	4.1x	12.5x	32.5%
Asahi Group Holdings, Ltd.	2502	45.21	46.7%	22,910	37,478	1.4%	1.9x	12.3x	15.6%
Big Rock Brewery Inc.	TSX:BR	4.83	38.3%	34	43	35.6%	1.2x	27.3x	4.2%
The Boston Beer Company, Inc.	SAM	492.48	-52.6%	6,005	5,981	24.0%	2.8x	24.3x	11.3%
Waterloo Brewing Ltd.	TSX:WBR	4.69	38.2%	168	219	36.4%	2.6x	19.5x	13.5%
Brown-Forman Corporation	BF.B	67.89	-2.6%	31,856	33,185	8.2%	9.2x	29.4x	31.3%
Constellation Brands, Inc.	STZ	216.81	31.2%	40,654	51,456	1.0%	5.9x	15.8x	37.0%
Diageo plc	DGE	49.71	53.5%	115,758	134,807	6.1%	7.7x	24.0x	31.9%
Heineken N.V.	HEIA	110.80	24.8%	63,792	82,281	3.7%	3.4x	16.2x	20.9%
Kirin Holdings Company, Limited	2503	17.37	-3.3%	14,477	20,383	-9.3%	1.2x	11.9x	10.4%
Molson Coors Beverage Company	TAP	44.09	25.0%	9,597	16,746	6.0%	1.7x	7.3x	23.1%
Pernod Ricard SA	RI	229.76	42.5%	59,948	68,925	10.4%	6.6x	21.9x	30.1%
Rémy Cointreau SA	RCO	201.90	19.5%	10,047	10,412	22.4%	8.8x	33.7x	26.0%
Sapporo Holdings Limited	2501	21.65	33.2%	1,687	3,581	-7.0%	0.9x	7.8x	12.0%
Average			22.3%			11.0%	4.1x	18.8x	21.4%
Median			28.1%			7.2%	3.1x	17.8x	22.0%
Non-Alc. Bev.									
The Coca-Cola Company	КО	\$56.37	17.3%	\$243,486	\$272,277	15.2%	7.2x	20.5x	35.2%
The Vita Coco Company, Inc.	COCO	13.50	NA	749	768	NA	2.3x	27.5x	8.4%
Primo Water Corporation	TSX:PRMW	15.89	26.6%	2,548	4,097	7.3%	2.0x	11.9x	16.7%
Monster Beverage Corporation	MNST	85.00	11.0%	44,955	42,423	18.5%	8.0x	23.0x	34.7%
National Beverage Corp.	FIZZ	56.40	44.1%	5,263	5,053	6.2%	4.6x	20.2x	22.9%
NewAge, Inc.	NBEV	1.48	-36.8%	202	190	78.9%	0.5x	NMF	-0.3%
PepsiCo, Inc.	PEP	161.60	21.2%	223,437	257,962	11.3%	3.4x	18.6x	18.1%
Keurig Dr Pepper Inc.	KDP	36.09	34.2%	51,174	65,008	8.4%	5.2x	16.7x	31.4%
Reed's, Inc.	REED	0.64	-28.9%	60	63	15.8%	1.4x	NMF	-27.8%
Zevia PBC	ZVIA	11.19	NA	385	612	28.9%	4.9x	NMF	-4.6%
Average			11.1%			21.2%	3.9x	19.8x	13.5%
Median			19.3%			15.2%	4.0x	20.2x	17.4%
			15.570			13.270	4.07	20.21	17.470
Ingredients									
Archer-Daniels-Midland Company	ADM	\$64.24	38.9%	\$35,939	\$45,006	27.9%	0.6x	12.0x	4.7%
Barry Callebaut AG	BARN	2,309.86	11.8%	12,649	14,562	3.5%	2.0x	21.2x	9.5%
Bunge Limited	BG ENIVEANA CREAT	92.64	63.3%	13,018	20,092	37.9%	0.4x	7.4x	5.0%
Corbion N.V.	ENXTAM:CRBN	47.53	4.3%	2,802	3,198	4.9%	2.7x	19.6x	13.6%
Givaudan SA Ingredion Incorporated	SWX:GIVN	4,699.33	15.2%	43,365	48,531	2.3%	6.9x	32.2x	21.5%
International Flavors & Fragrances I	INGR	95.23 147.45	34.3% 43.6%	6,381 36,725	8,322 48,697	14.5% 126.5%	1.2x 6.0x	8.5x 27.7x	14.5% 21.7%
· · · · · · · · · · · · · · · · · · ·									13.6%
Kerry Group plc	KRZ	134.25	12.2%	23,741	26,075	-1.3%	3.1x	22.8x	
MGP Ingredients, Inc.	MGPI	64.21	52.8%	1,410	1,650	55.1%	2.9x	14.1x	20.9%
Sensient Technologies Corporation	SXT	95.60	46.1%	4,042	4,510	1.7%	3.3x	20.6x	16.0%
Symrise AG	XTRA:SY1	138.24	12.1%	20,374	22,136	2.2%	5.2x	24.8x	20.8%
Average			30.4%			25.0%	3.1x	19.2x	14.7%
Median			34.3%			4.9%	2.9x	20.6x	14.5%
							-		
Snacks	A C L I C A L	6440.055	22	20.555	20.6:-	0.5-1			4
Chocoladefabriken Lindt & Sprüngli		\$119,855.17	38.5%	28,660	29,015	9.2%	6.2x	NMF	17.0%
The Hershey Company	HSY	175.35	27.6%	36,123	40,156	8.9%	4.5x	17.3x	26.4%
John B. Sanfilippo & Son, Inc.	TWNK	18.91 84.50	49.6%	2,460	3,369	9.3%	3.1x	12.6x	24.8% 11.9%
	JBSS	147.55	16.1%	969	1,031	2.6%	1.2x	9.9x	9.6%
J & J Snack Foods Corp. Mondelez International, Inc.	JJSF MDLZ	60.74	8.8% 14.3%	2,813 84,903	2,563 102,769	11.1% 7.9%	2.4x 3.6x	24.9x 16.6x	21.8%
Delfi Limited	P34	0.57	21.7%	349	289	7.9%	0.7x	7.2x	10.1%
Tootsie Roll Industries, Inc.	TR	31.65	9.1%	2,134	2,010	7.7% NA	4.0x	21.5x	18.5%
Utz Brands, Inc.	UTZ	15.59	-8.1%	1,194	2,789	34.8%	2.6x	NMF	8.3%
- Dianas, inc.	U12	13.39	0.1/0	1,134	2,103	J7.0/0	۷.0۸	IAIAII	0.3/0
Average			19.7%			11.4%	3.2x	15.7x	16.5%
Median			16.1%			9.1%	3.1x	16.6x	17.0%
Course: Bublic company documents					NTDA - Farnin	as hafore inter			

Source: Public company documents

EBITDA – Earnings before interest, taxes, depreciation & amortization NA – Not available NMF – Not meaningful figure Enterprise 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	1 Yr Est. Growth	EV / LTM		EBITDA
Company (\$ mm)	Ticker	10/31/21	LTM	Value	Value	Rate	Sales	EBITDA	Margin
Fruits & Veggies									
Calavo Growers, Inc.	CVGW	\$40.20	-40.1%	\$711	\$816	-1.3%	0.8x	25.9x	3.1%
Mission Produce, Inc.	AVO	18.99	44.0%	1,341	1,447	4.6%	1.7x	17.0x	9.9%
Fresh Del Monte Produce Inc.	FDP	33.49	55.6%	1,592	2,309	3.1%	0.5x	11.3x	4.8%
Dole plc	DOLE	14.60	NA	1,359	1,890	101.6%	0.4x	16.5x	2.5%
Average			19.8%			27.0%	0.9x	17.7x	5.1%
Median			44.0%			3.8%	0.7x	16.7x	4.0%
Pkgd. Foods									
B&G Foods, Inc.	BGS	\$29.44	10.8%	\$1,908	\$4,236	5.8%	2.1x	13.0x	16.4%
BellRing Brands, Inc.	BRBR	26.82	46.6%	1,060	6,625	28.2%	5.6x	NMF	18.5%
Campbell Soup Company	СРВ	39.95	-14.4%	12,069	17,294	-0.6%	2.0x	9.0x	22.7%
Conagra Brands, Inc.	CAG	32.20	-8.2%	15,446	24,979	0.3%	2.2x	11.3x	19.8%
General Mills, Inc.	GIS	61.80	4.5%	37,432	50,552	0.8%	2.8x	12.4x	22.3%
The Hain Celestial Group, Inc.	HAIN	44.87	45.9%	4,335	4,587	-2.7%	2.3x	19.7x	11.8%
Hormel Foods Corporation	HRL	42.32	-13.1%	22,961	25,982	16.5%	2.5x	19.1x	13.1%
The J. M. Smucker Company	SJM	122.86	9.5%	13,313	17,928	-2.2%	2.3x	10.4x	21.9%
Kellogg Company	K	61.30	-2.5%	20,896	29,229	2.6%	2.1x	12.3x	16.7%
The Kraft Heinz Company	NasdagGS:KHC	35.89	17.3%	43,975	65,926	-1.0%	2.5x	9.8x	25.5%
Laird Superfood, Inc.	LSF	17.46	-62.0%	157	114	48.8%	3.6x	NMF	-59.8%
Lancaster Colony Corporation	LANC	170.00	2.3%	4,680	4,525	6.6%	3.0x	20.3x	14.8%
Lamb Weston Holdings, Inc.	LW	56.45	-11.0%	8,246	10,215	11.0%	2.7x	17.3x	15.6%
Lifeway Foods, Inc.	LWAY	5.44	18.0%	84	77	NA	0.7x	7.1x	9.7%
McCormick & Company, Incorporated	MKC	80.23	-11.1%	21,465	26,690	12.5%	4.3x	21.2x	20.5%
Post Holdings, Inc.	POST	101.48	18.1%	6,465	13,588	8.6%	2.3x	12.4x	18.5%
Seneca Foods Corporation	SENE.A	51.63	40.1%	459	575	NA	0.4x	3.4x	12.1%
The Simply Good Foods Company	SMPL	39.65	110.9%	3,800	4,225	8.7%	4.2x	21.2x	19.8%
Sovos Brands, Inc.	SOVO	16.16	NA	1,630	2,385	25.4%	3.7x	25.0x	14.7%
Nestlé S.A.	NESN	131.76	17.1%	362,412	405,216	-0.5%	4.4x	22.3x	19.7%
Danone S.A.	BN	65.16	18.0%	42,409	55,666	-4.1%	2.0x	10.2x	19.7%
TreeHouse Foods, Inc.	THS	36.14	-7.0%	2,014	4,135	-2.3%	1.0x	9.1x	10.5%
Average			10.9%			8.1%	2.7x	14.3x	13.8%
Median			9.5%			4.2%	2.4x	12.4x	17.6%
<u>Protein</u>									
Beyond Meat, Inc.	BYND	\$98.98	-30.5%	6,261	6,395	20.7%	NMF	NMF	NMF
Sanderson Farms, Inc.	SAFM	189.45	48.0%	4,230	4,016	32.4%	0.9x	6.7x	13.9%
Seaboard Corporation	SEB	3,850.02	11.8%	4,469	4,545	NA	0.5x	6.6x	7.8%
Vital Farms, Inc.	VITL	16.42	-52.5%	660	554	17.8%	2.4x	NMF	4.8%
Tyson Foods, Inc.	TSN	79.97	39.7%	29,175	37,938	8.8%	0.8x	7.4x	11.3%
Average			3.3%			19.9%	1.2x	6.9x	9.4%
Median			11.8%			19.2%	0.9x	6.7x	9.5%

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

BellRing Brands, Inc.	BRBR	\$26.82	46.6%	\$1,060	\$6,625	28.2%	5.6x	NMF	18.5%
Beyond Meat, Inc.	BYND	98.98	-30.5%	6,261	6,395	20.7%	NMF	NMF	-12.2%
Laird Superfood, Inc.	LSF	17.46	-62.0%	157	114	48.8%	3.6x	NMF	NMF
Vital Farms, Inc.	VITL	16.42	-52.5%	660	554	17.8%	2.4x	NMF	4.8%
Lifeway Foods, Inc.	LWAY	5.44	18.0%	84	77	NA	0.7x	7.1x	9.7%
The Vita Coco Company, Inc.	coco	13.50	NA	749	768	NA	2.3x	27.5x	8.4%
Zevia PBC	ZVIA	11.19	NA	385	612	28.9%	4.9x	NMF	-4.6%
The Hain Celestial Group, Inc.	HAIN	44.87	45.9%	4,335	4,587	-2.7%	2.3x	19.7x	11.8%
The Simply Good Foods Company	SMPL	39.65	110.9%	3,800	4,225	8.7%	4.2x	21.2x	19.8%
Natural Grocers by Vitamin Cottage, Inc.	NGVC	12.18	14.5%	276	669	-3.6%	0.6x	12.1x	5.3%
Sprouts Farmers Market, Inc.	SFM	22.14	16.2%	2,528	3,797	-5.5%	0.6x	7.5x	8.1%
United Natural Foods, Inc.	UNFI	43.39	197.8%	2,449	5,909	4.0%	0.2x	7.6x	2.9%
Median Natural F&B			18.0%			20.7%	3.0x	20.4x	9.0%
Median Natural Retail & Distribution			16.2%			-3.6%	0.6x	7.6x	5.3%
Total Median			17.1%			13.3%	2.3x	12.1x	8.1%



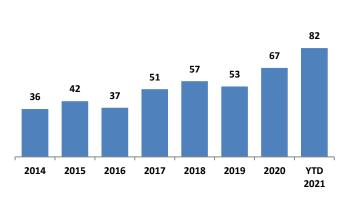
MERGER & ACQUISITION / FINANCING OVERVIEW

OVERALL FOOD & BEVERAGE M&A ACTIVITY U.S. TARGETS

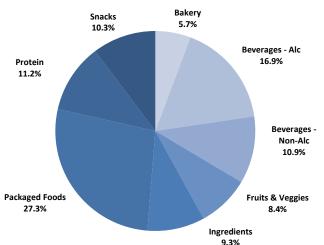
256 257 270 263 250 263 255 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 YTD 2021

Chart Source: Capital IQ & Cody Peak research

NATURAL FOOD & BEVERAGE M&A ACTIVITY U.S. TARGETS



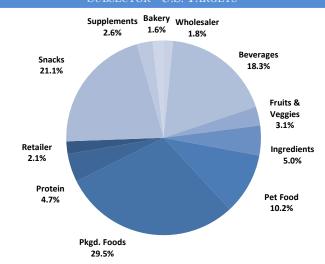
OVERALL FOOD & BEVERAGE TRANSACTION MIX BY SUBSECTOR - U.S. TARGETS



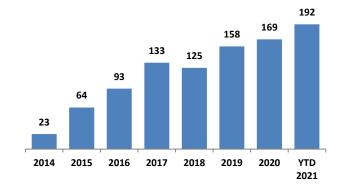
9.3% Chart Sources: Capital IQ / Cody Peak M&A database (2004 – YTD 2021)

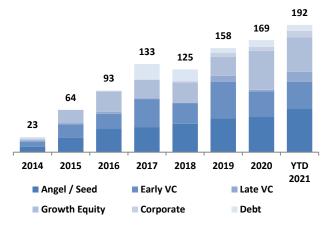
> NATURAL FOOD & BEVERAGE FINANCING VOLUME

NATURAL FOOD & BEVERAGE TRANSACTION MIX BY SUBSECTOR - U.S. TARGETS



NATURAL FOOD & BEVERAGE FINANCING MIX / STAGE

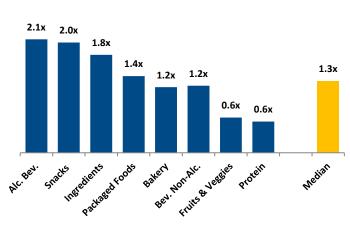


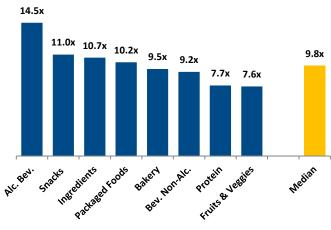


MERGER & ACQUISITION / FINANCING OVERVIEW

MEDIAN FOOD & BEVERAGE REVENUE MULTIPLES BY SUBSECTOR - U.S. TARGETS

MEDIAN FOOD & BEVERAGE EBITDA MULTIPLES BY SUBSECTOR - U.S. TARGETS





Note: Median from 2004 – YTD 2021 Note: Median from 2004 – YTD 2021

HIGHLIGHTED CONVENTIONAL FOOD & BEVERAGE M&A TRANSACTIONS



Target: Popcornopolis **Buyer:** Grupo Bimbo



Transaction Value: ~\$200.0 million

TV / Rev: \$2.8x TV / EBITDA: NA

- Popcornopolis is a manufacturer and marketer of high-quality, indulgent ready-to-eat popcorn snacks. NexPhase Capital acquired a majority stake in Popcornopolis in 2019 and expanded the Company's distribution in the drug, mass and direct-to-consumer channels
- Grupo Bimbo plans to put resources behind Popcornopolis distribution and rapidly grow its consumer base by leverage its snacking platform, Barcel USA



Target: Shank's Extract **Buyer:** Universal Corp.



Transaction Value: \$100.0 million

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TV / Rev: NA
TV / EBITDA: NA

 Shank's Extracts offers a portfolio of over 2,400 extracts, distillates, natural flavors and colors for industrial and private label customers worldwide. The Company specializes in vanilla extract products

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- This acquisition broadens and enhances Universal Corp.'s plantbased ingredients platform. The Company will benefit from Shank's Extracts integrated manufacturing operations and secure supply chain with global traceability
- Universal Corp. will leverage its resources and global reach to grow and enhance Shank's Extracts customer base and product offerings

Highlighted Natural Food & Beverage Transactions



Target: First Choice Ingredients **Buyer:** Royal DSM

Transaction Value: \$453.0 million TV / Rev: ~6.0x TV / EBITDA: ~19.8x

- First Choice Ingredients ("FCI") manufactures clean label, concentrated diary flavors through natural fermentation and reaction technologies. The ingredients are made for use in both conventional and plant-based dairy applications
- This acquisition is highly synergistic for both companies. DSM can further accelerate the growth of FCI by offerings its products outside of the U.S. to DSM's global customer base. This acquisition gives FCI access to DSM's biotechnology toolbox and access to resources to continue to grow as the leader of clean label, dairy-based flavor ingredients across a wide range of applications



Transaction: NA
TV / Rev: NA
TV / EBITDA: NA

Target: Hope Foods Buyer: Savencia

 Hope foods produces hummus and other plant-based dips. The Company was founded in Boulder, CO

Savencia's core business is in the cheese and dairy category. This
acquisition is a strategic fit for Savencia to expand their offerings
into the premium plant-based category. This acquisition will also
expand Savencia's presence in the fast growing, U.S. BFY food
category





OCTOBER 2021 - SELECT FOOD & BEVERAGE TRANSACTIONS

Closed		Total Transaction				
Date	Target/Issuer	Value (\$mm)	Transaction Type	Buyers/Investors	Subsector	Target Business Description
10/29/2021	Popcornopolis, LLC	~\$200.0	M&A	Grupo Bimbo	Snack	Popcornopolis is a food production company specializing in gourmet popcorn. The company is based in Vernon, California.
10/26/2021	Calabro Cheese Corporation	Undisclosed	M&A	Granarolo S.p.A.	Pkgd Food	Calabro Cheese Corporation produces and distributes dairy products that include ricotta, mozzarella, burrata, and other cheeses. Calabro Cheese Corporation was formerly known as Gambardella-Calabro Cheese Corporation. The company was incorporated in 1951 and is based in East Haven, Connecticut.
10/22/2021	Dinstuhl's Fine Candy Company, Inc.	Undisclosed	M&A	Rebecca Dinstuhl	Snack	Dinstuhl's Fine Candy Company, Inc. manufactures and sells candies and chocolates. The company was founded in 1902 and is based in Memphis, Tennessee.
10/19/2021	First Choice Ingredients, Inc.	\$453.0	M&A	Koninklijke DSM N.V. (ENXTAM:DSM)	Ingredient	First Choice Ingredients, Inc. manufactures dairy-based concentrates and savory flavorings. The company was incorporated in 1994 and is based in Germantown, Wisconsin.
10/12/2021	BJ's Produce Inc	Undisclosed	M&A	Revol Greens	Fruits & Veggies	BJ's Produce Inc under brand Living Fresh supplies hydroponically grown lettuce and herbs. The company provides services to long-standing foodservice and retail partnerships. BJ's Produce Inc was incorporated in 2003 and is based in Athens, Georgia.
10/07/2021	Hope Foods, LLC	Undisclosed	M&A	Savencia SA (ENXTPA:SAVE)	Pkgd Food	Hope Foods, LLC produces hummus, organic food dips, and spreads. It offers gluten-free hummus, cashew and almond dips, and chocolate spreads. The company was formerly known as Hope Hummus, LLC. The company was incorporated in 2010 and is based in Louisville, Colorado.
10/05/2021	Dune Glow Remedy	Undisclosed	M&A	Creatd, Inc. (NasdaqCM:CRTD)	Non. Alc. Beverage	Dune Glow Remedy, a direct-to-consumer (DTC) brand whose goal is to promote wellness through its health-oriented beverages, is focusing on promoting wellness.
10/04/2021	Shank's Extracts, Inc.	\$100.0	M&A	Universal Corporation (NYSE:UVV)	Pkgd Food	Shanks Extracts, Inc offers vanilla extracts and syrups. The company was founded in 1899 and is based in Lancaster, Pennsylvania.
10/01/2021	International Wine & Spirits Ltd.	\$1,200.0	M&A	Sycamore Partners Management, L.P.	Alc. Beverage	International Wine & Spirits Ltd., through its subsidiary Ste. Michelle Wine Estates Ltd., produces and markets wines. The company is based in Woodinville, Washington.
10/01/2021	Orca Bay Foods, LLC	Undisclosed	M&A	Phil Crean	Protein	Orca Bay Foods, LLC engages in the processing of seafood products. Orca Bay Foods, LLC was formerly known as Odyssey Foods, LLC and changed its name to Orca Bay Foods, LLC in April 2019. The company was founded in 1983 and is based in Seattle, Washington.
10/01/2021	Big Swig, Inc.	\$0.7	M&A	Yooma Wellness Inc. (CNSX:YOOM)	Non. Alc. Beverage	Big Swig, Inc. produces and sells sparkling water beverages. The company was incorporated in 2018 and is based in Austin, Texas.



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