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Industry Observations – September 30, 2018

Food and Beverage Industry

Select Food and Beverage Public Company Industry Data As of September 30, 2018

(USD in millions, except per share data)

		Market Data					LTM Operating Data			Forward Estimates	
		Price at	% of 52	Equity	Enterprise	Debt /		LTM	LTM	CY 2018	CY 2018
Company Name	Ticker	09/30/18	Week High	Value	Value	Total Capital	Total Assets	Revenue	EBITDA	Revenue Estimate	EBITDA Estimate
Processed Ingredients											
Archer-Daniels-Midland Company	ADM	\$50.27	98.4%	\$28,138.00	\$34,226.50	29.2%	\$39,664.00	\$64,464.00	\$2,962.00	\$65,187.50	\$3,509.37
Bunge Limited	BG	\$68.71	82.6%	\$9,623.93	\$17,063.79	51.3%	\$21,446.00	\$45,805.00	\$1,606.00	\$46,420.31	\$1,888.50
Darling Ingredients Inc.	DAR	\$19.32	92.2%	\$3,181.14	\$5,234.99	42.0%	\$4,805.21	\$3,487.15	\$436.95	\$3,454.40	\$429.71
Ingredion Incorporated	INGR	\$104.96	71.8%	\$7,455.01	\$8,747.34	37.1%	\$5,751.00	\$5,852.00	\$1,017.00	\$5,863.35	\$1,012.00
McCormick & Company, Incorporated	MKC	\$131.75	99.2%	\$17,346.89	\$24,845.11	61.6%	\$10,278.00	\$5,400.60	\$1,083.30	\$5,466.97	\$1,111.25
Alcoholic Beverages											
The Boston Beer Company, Inc.	SAM	\$287.50	87.1%	\$3,302.16	\$3,409.10	0.0%	\$623.70	\$976.75	\$155.10	\$999.31	\$171.94
Brown-Forman Corporation	BF.B	\$50.55	84.8%	\$24,322.61	\$25,753.24	64.5%	\$5,025.00	\$3,291.00	\$1,122.00	\$3,356.55	\$1,108.03
Constellation Brands, Inc.	STZ	\$215.62	91.1%	\$41,224.06	\$48,663.61	46.2%	\$24,097.50	\$7,914.80	\$2,887.40	\$8,027.85	\$2,914.64
Molson Coors Brewing Company	TAP	\$61.50	71.6%	\$13,268.49	\$23,866.44	42.9%	\$30,470.30	\$10,930.50	\$2,419.70	\$10,908.89	\$2,479.74
Soft Drinks											
DPS Resources Berhad	DPS	\$0.02	66.7%	\$9.94	\$10.11	4.1%	\$29.09	\$8.23	-\$0.08	\$0.00	\$0.00
Monster Beverage Corporation	MNST	\$58.28	83.0%	\$32,201.05	\$28,765.83	0.0%	\$4,871.36	\$3,693.31	\$1,326.70	\$3,777.23	\$1,357.04
PepsiCo, Inc.	PEP	\$111.80	91.3%	\$158,121.16	\$185,148.58	77.2%	\$73,632.00	\$64,663.00	\$12,714.00	\$64,681.51	\$12,972.42
The Coca-Cola Company	KO	\$46.19	95.0%	\$196,442.49	\$237,945.83	69.0%	\$86,877.00	\$32,310.00	\$11,236.00	\$31,848.65	\$11,095.44

Notes: LTM (latest twelve months); Enterprise Value (market capitalization less total cash and short-term investments plus short-term borrowings and total long-term debt);

EBITDA (earnings before interest, taxes, depreciation and amortization)

Source: Capital IQ

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Select Food and Beverage Public Company Industry Data As of September 30, 2018

(USD in millions, except per share data)

Company Name	Ticker	Market Data					LTM Operating Data			Forward Estimates	
		Price at 09/30/18	% of 52 Week High	Equity Value	Enterprise Value	Debt / Total Capital	Total Assets	LTM Revenue	LTM EBITDA	CY 2018 Revenue Estimate	CY 2018 EBITDA Estimate
Meat Processing											
Cal-Maine Foods, Inc.	CALM	\$48.30	92.4%	\$2,348.85	\$2,111.62	0.5%	\$1,152.10	\$1,580.67	\$275.33	\$1,586.32	\$185.85
Hormel Foods Corporation	HRL	\$39.40	93.2%	\$21,004.85	\$24,200.06	11.8%	\$7,895.37	\$9,513.61	\$1,297.67	\$9,674.05	\$1,367.57
Pilgrim's Pride Corporation	PPC	\$18.09	47.1%	\$4,504.06	\$6,754.45	52.9%	\$5,976.44	\$11,023.35	\$898.08	\$10,884.00	\$875.33
Sanderson Farms, Inc.	SAFM	\$103.37	58.6%	\$2,360.76	\$2,088.01	0.0%	\$1,791.60	\$3,357.80	\$305.18	\$3,189.14	\$115.13
Tyson Foods, Inc.	TSN	\$59.53	70.3%	\$21,783.83	\$32,501.71	45.0%	\$28,638.00	\$40,198.00	\$4,121.00	\$40,459.18	\$3,929.00
Processed Branded Foods											
B&G Foods, Inc.	BGS	\$27.45	69.1%	\$1,809.84	\$3,904.49	71.4%	\$3,431.98	\$1,730.73	\$322.86	\$1,708.05	\$339.45
Campbell Soup Company	CPB	\$36.63	71.7%	\$11,013.03	\$21,162.06	87.8%	\$14,529.00	\$8,685.00	\$1,945.00	\$9,641.38	\$1,826.95
Conagra Brands, Inc.	CAG	\$33.97	86.2%	\$13,304.19	\$20,583.19	50.2%	\$10,485.00	\$7,968.50	\$1,488.50	\$8,233.49	\$1,537.67
Fresh Del Monte Produce Inc.	FDP	\$33.89	64.6%	\$1,653.13	\$2,245.27	25.8%	\$3,222.00	\$4,401.70	\$187.30	\$4,535.00	\$0.00
General Mills, Inc.	GIS	\$42.92	70.7%	\$25,590.19	\$42,799.56	68.0%	\$30,554.80	\$16,065.20	\$3,390.00	\$16,388.24	\$3,367.15
Kellogg Company	K	\$70.02	93.4%	\$24,274.02	\$31,799.84	71.2%	\$18,114.00	\$13,484.00	\$3,019.00	\$13,528.63	\$2,405.63
Mondelez International, Inc.	MDLZ	\$42.96	92.3%	\$63,003.46	\$82,947.53	44.4%	\$63,918.00	\$26,131.00	\$4,662.00	\$25,942.72	\$5,232.60
Nestlé S.A.	NESN	\$83.82	94.7%	\$256,751.01	\$289,337.62	38.2%	\$133,310.52	\$91,697.28	\$18,092.06	\$91,435.03	\$18,827.14

Notes: LTM (latest twelve months); Enterprise Value (market capitalization less total cash and short-term investments plus short-term borrowings and total long-term debt);

EBITDA (earnings before interest, taxes, depreciation and amortization)

Source: Capital IQ

Select Food and Beverage Public Company Valuation Metrics As of September 30, 2018

(USD in millions, except per share data)

		LTM Operating Statistics						Trading Multiples			
		Return On Assets	Return On Equity	Return On Capital	Revenue Growth	EBITDA Growth	EBITDA Margin	TEV/ LTM Revenue	TEV/ CY 2017 Revenue	TEV/ LTM EBITDA	TEV/ CY 2017 EBITDA
Company Name	Ticker										
Processed Ingredients											
Archer-Daniels-Midland Company	ADM	3.2%	12.5%	4.9%	5.2%	20.6%	4.6%	0.5x	0.5x	11.6x	9.8x
Bunge Limited	BG	2.9%	3.8%	4.4%	-0.4%	29.2%	3.5%	0.4x	0.4x	10.6x	9.0x
Darling Ingredients Inc.	DAR	1.5%	7.6%	1.9%	-2.9%	0.9%	12.5%	1.5x	1.5x	12.0x	12.2x
Ingredion Incorporated	INGR	8.6%	16.1%	10.8%	1.0%	-4.5%	17.4%	1.5x	1.5x	8.6x	8.6x
McCormick & Company, Incorporated	MKC	5.8%	31.7%	7.4%	18.2%	35.6%	20.1%	4.6x	4.5x	22.9x	22.4x
	Mean	4.4%	14.3%	5.9%	4.2%	16.4%	11.6%	1.7x	1.7x	13.1x	12.4x
	Median	3.2%	12.5%	4.9%	1.0%	20.6%	12.5%	1.5x	1.5x	11.6x	9.8x
Alcoholic Beverages											
The Boston Beer Company, Inc.	SAM	10.7%	23.9%	15.2%	11.5%	-17.1%	15.9%	3.5x	3.4x	22.0x	19.8x
Brown-Forman Corporation	BF.B	13.4%	53.0%	17.6%	7.7%	3.8%	34.1%	7.8x	7.7x	23.0x	23.2x
Constellation Brands, Inc.	STZ	7.4%	34.1%	8.3%	6.2%	6.5%	36.5%	6.1x	6.1x	16.9x	16.7x
Molson Coors Brewing Company	TAP	3.3%	12.3%	4.0%	2.0%	-3.0%	22.1%	2.2x	2.2x	9.9x	9.6x
	Mean	8.7%	30.8%	11.3%	6.8%	-2.4%	27.1%	4.9x	4.8x	17.9x	17.3x
	Median	9.0%	29.0%	11.8%	6.9%	0.4%	28.1%	4.8x	4.7x	19.4x	18.3x
Soft Drinks											
Keurig Dr Pepper Inc.	KDP	0.0%	0.0%	0.0%	0.0%	0.0%	27.7%	1.2x	N/A	N/A	N/A
Monster Beverage Corporation	MNST	16.6%	24.9%	20.7%	11.5%	0.7%	35.9%	7.8x	7.6x	21.7x	21.2x
PepsiCo, Inc.	PEP	8.7%	42.0%	13.4%	1.8%	-2.3%	19.7%	2.9x	2.9x	14.6x	14.3x
The Coca-Cola Company	KO	7.1%	14.7%	9.3%	-13.4%	1.7%	34.8%	7.4x	7.5x	21.2x	21.4x
	Mean	8.1%	20.4%	10.9%	0.0%	0.0%	29.5%	4.8x	6.0x	19.1x	19.0x
	Median	7.9%	19.8%	11.3%	0.9%	0.3%	31.2%	5.1x	7.5x	21.2x	21.2x

Notes: LTM (latest twelve months); NTM (next twelve months); EBITDA (earnings before interest, taxes, depreciation and amortization); TEV (total enterprise value)

Source: Capital IQ

Select Food and Beverage Public Company Valuation Metrics As of September 30, 2018

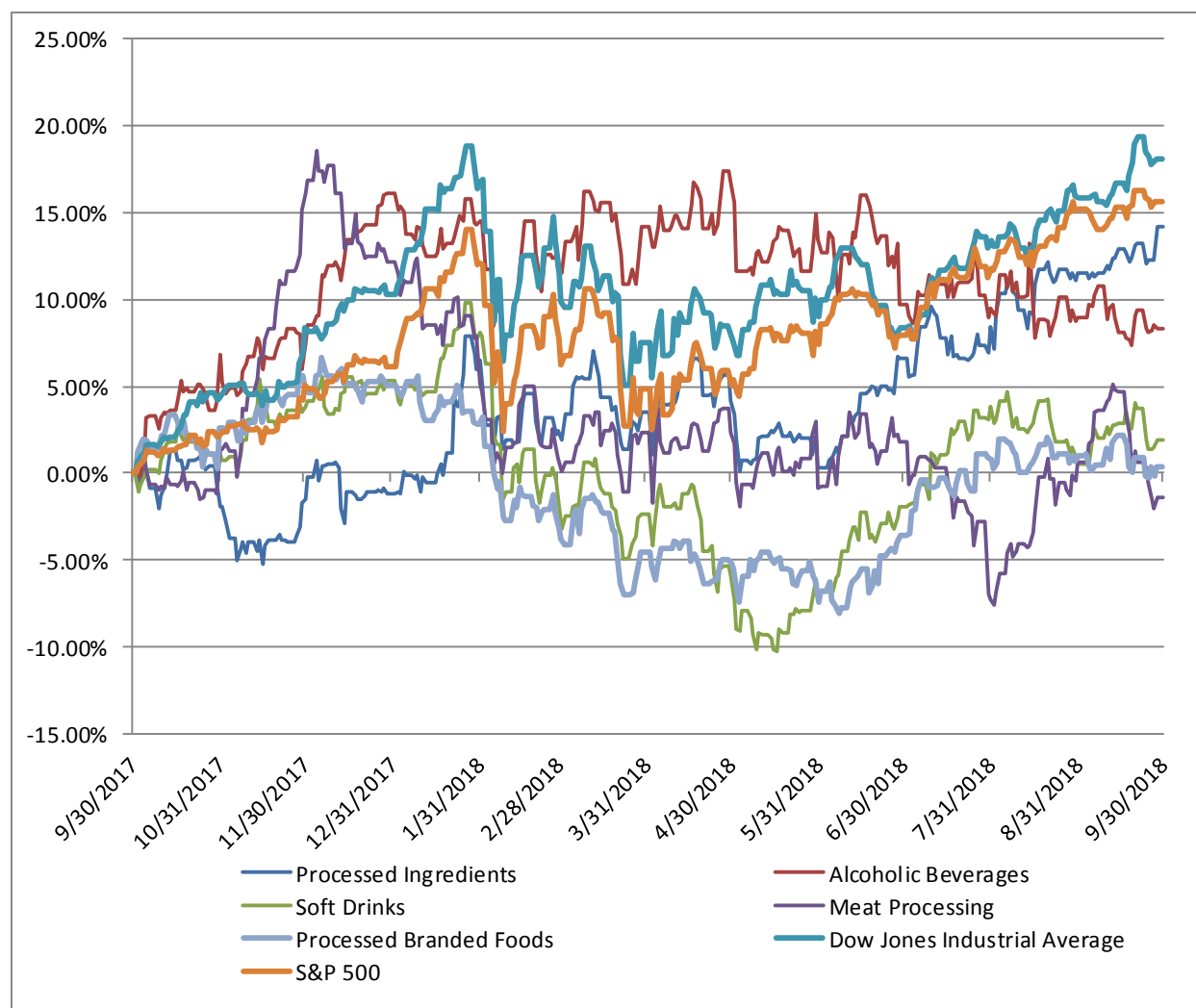
(USD in millions, except per share data)

		LTM Operating Statistics						Trading Multiples			
		Return On Assets	Return On Equity	Return On Capital	Revenue Growth	EBITDA Growth	EBITDA Margin	TEV/ LTM Revenue	TEV/ CY 2017 Revenue	TEV/ LTM EBITDA	TEV/ CY 2017 EBITDA
Company Name	Ticker										
Meat Processing											
Cal-Maine Foods, Inc.	CALM	12.8%	17.3%	15.3%	44.0%	N/A	17.4%	1.3x	1.3x	7.7x	11.4x
Hormel Foods Corporation	HRL	9.9%	19.1%	12.8%	2.3%	-8.0%	13.6%	2.5x	2.5x	18.6x	17.7x
Pilgrim's Pride Corporation	PPC	6.4%	20.6%	8.9%	6.0%	-33.2%	8.1%	0.6x	0.6x	7.5x	7.7x
Sanderson Farms, Inc.	SAFM	7.0%	12.2%	8.4%	4.5%	-42.1%	9.1%	0.6x	0.7x	6.8x	18.1x
Tyson Foods, Inc.	TSN	7.2%	25.6%	9.3%	7.9%	12.2%	10.3%	0.8x	0.8x	7.9x	8.3x
	Mean	8.7%	18.9%	10.9%	12.9%	-17.8%	11.7%	1.2x	1.2x	9.7x	12.6x
	Median	7.2%	19.1%	9.3%	6.0%	-20.6%	10.3%	0.8x	0.8x	7.7x	11.4x
Processed Branded Foods											
B&G Foods, Inc.	BGS	5.1%	23.5%	6.1%	8.6%	-1.1%	18.7%	2.3x	2.3x	12.1x	11.5x
Campbell Soup Company	CPB	8.7%	17.3%	11.8%	10.1%	-3.3%	22.4%	2.4x	2.2x	10.9x	11.6x
Conagra Brands, Inc.	CAG	7.5%	21.4%	10.4%	3.0%	7.9%	18.7%	2.6x	2.5x	13.8x	13.4x
Fresh Del Monte Produce Inc.	FDP	2.0%	0.5%	2.6%	7.7%	-21.9%	4.3%	0.5x	0.5x	12.0x	N/A
General Mills, Inc.	GIS	6.6%	34.1%	9.1%	3.8%	1.7%	21.1%	2.7x	2.6x	12.6x	12.7x
Kellogg Company	K	9.4%	66.9%	13.9%	5.6%	37.7%	22.4%	2.4x	2.4x	10.5x	13.2x
Mondelez International, Inc.	MDLZ	3.8%	13.0%	5.3%	1.7%	5.1%	17.8%	3.2x	3.2x	17.8x	15.9x
Nestlé S.A.	NESN	7.2%	14.2%	10.4%	1.7%	2.1%	19.7%	3.2x	3.2x	16.0x	15.4x
	Mean	6.3%	23.9%	8.7%	5.3%	3.5%	18.1%	2.4x	2.3x	13.2x	13.4x
	Median	6.9%	19.3%	9.7%	4.7%	1.9%	19.2%	2.5x	2.4x	12.4x	13.2x

Notes: LTM (latest twelve months); NTM (next twelve months); EBITDA (earnings before interest, taxes, depreciation and amortization); TEV (total enterprise value)

Source: Capital IQ

Food and Beverage Public Company LTM Equity Performance As of September 31, 2018



Note: The indices are derived from the equity performance of the previously listed companies.

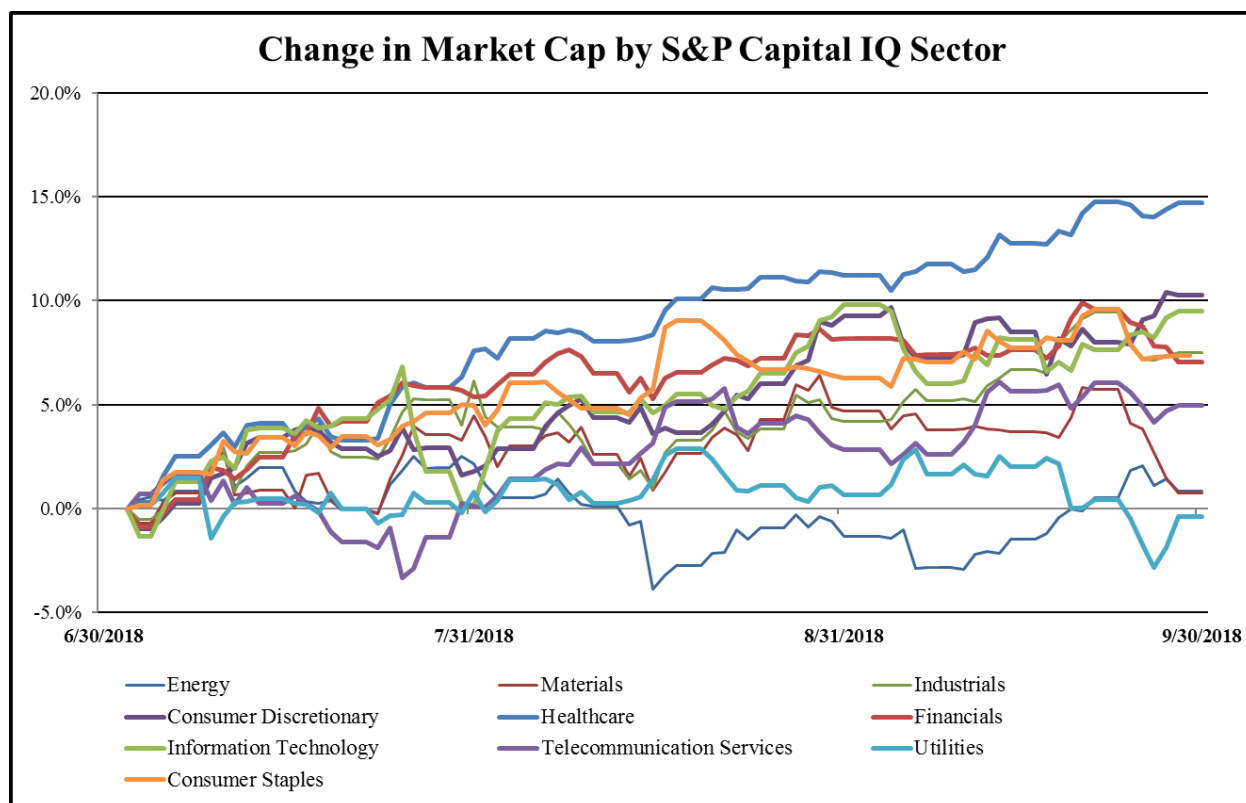
Recent M&A Activity in the Food and Beverage Industry September 30, 2017 to September 30, 2018

(USD in millions)

Close Date	Target	Acquirer		Implied Enterprise Value
4/24/2018	Blue Buffalo Pet Products, Inc.	General Mills, Inc.	Packaged Foods and Meats	\$8,043.91
3/26/2018	Snyder's-Lance, Inc.	Campbell Soup Company	Packaged Foods and Meats	\$6,113.59
3/31/2018	U.S. Confectionary Business of Nestlé S.A.	Ferrero International S.A.	Packaged Foods and Meats	\$2,800.00
6/5/2018	National Beef Packing Co. LLC	Marfrig Global Foods S.A.	Packaged Foods and Meats	\$2,300.00
5/14/2018	Ainsworth Pet Nutrition Parent, LLC	NU Pet Company	Packaged Foods and Meats	\$1,900.00
1/12/2018	Bob Evans Farms, Inc.	Post Holdings, Inc.	Packaged Foods and Meats	\$1,741.35
1/31/2018	Amplify Snack Brands, Inc.	The Hershey Company	Packaged Foods and Meats	\$1,527.30
11/27/2017	Columbus Manufacturing, Inc.	Hormel Foods Corporation	Packaged Foods and Meats	\$850.00
12/12/2017	Pacific Foods of Oregon, Inc.	Campbell Investment Company	Packaged Foods and Meats	\$700.00
10/16/2017	East Balt, Inc.	Grupo Bimbo, S.A.B. de C.V.	Packaged Foods and Meats	\$650.00
10/27/2017	Chicago Bar Company LLC	Kellogg Company	Packaged Foods and Meats	\$600.00
6/7/2018	Tate's Bake Shop, Inc.	Mondelez International, Inc.	Packaged Foods and Meats	\$500.00
12/19/2017	Omega Protein Corporation	Cooke Inc.	Packaged Foods and Meats	\$487.67
12/11/2017	Tazo Tea Company	Unilever United States, Inc.	Packaged Foods and Meats	\$384.00
8/31/2018	U.S. Baking Business Of The J. M. Smucker Company	Brynwood Partners; Brynwood Partners VII L.P.;	Packaged Foods and Meats	\$375.00
12/16/2017	Swiss Valley Farms Cooperative	Prairie Farms Dairy, Inc.	Packaged Foods and Meats	\$325.00
12/12/2017	Betin, Inc.	Saputo Inc.	Packaged Foods and Meats	\$270.22
10/23/2017	Angie's Artisan treats, LLC	Conagra Brands, Inc.	Packaged Foods and Meats	\$250.00
11/10/2017	Original Philly Holdings, Inc.	Tyson Foods, Inc.	Packaged Foods and Meats	\$226.00
3/16/2018	JBS Five Rivers Cattle Feeding LLC	Ospira Management, LLC; Pinnacle Asset Management,	Packaged Foods and Meats	\$200.00
11/2/2017	Preferred Brands International Inc.	Eiffem Holdings Limited	Packaged Foods and Meats	\$172.83
10/2/2017	Back to Nature Foods Company, LLC	B&G Foods, Inc.	Packaged Foods and Meats	\$162.50
5/31/2018	Old Orchard Brands, LLC	Lassonde Industries Inc.	Packaged Foods and Meats	\$158.90
12/13/2017	Inventure Foods, Inc.	Utz Quality Foods, LLC	Packaged Foods and Meats	\$140.54
12/30/2017	Kettle Business of Tyson Foods, Inc.	Kerry Group plc	Packaged Foods and Meats	\$125.00
1/29/2018	Field Roast Grain Meat Co., Inc.	Maple Leaf Foods Inc.	Packaged Foods and Meats	\$120.00
10/27/2017	Coca-Cola Refreshments USA, Inc., Certain Manufacturing	Swire Pacific Holdings, Inc.	Soft Drinks	\$106.00
9/30/2018	Substantially All The Assets Of The Foodservice Business	Graphic Packaging International, LLC	Packaged Foods and Meats	\$95.00
8/20/2018	Zipfizz Corporation	KUC Holding	Soft Drinks	\$80.00
1/30/2018	Minsa Corporation	Bunge North America, Inc.	Packaged Foods and Meats	\$75.00
11/9/2017	Cambrooke Therapeutics, Inc.	Ajinomoto North America, Inc. (nka:Ajinomoto Health &	Packaged Foods and Meats	\$65.04
10/2/2017	Boyd Coffee Company, Inc.	Farmer Bros. Co.	Packaged Foods and Meats	\$58.57
10/2/2017	Little Rock, West Memphis, and Arkansas Distribution	Coca-Cola Bottling Co. Consolidated	Soft Drinks	\$55.50
3/20/2018	Crystal Rock Holdings, Inc.	Cott Corporation	Soft Drinks	\$34.77
7/16/2018	McCann's Brand of Premium Irish Oatmeal	B&G Foods, Inc.	Packaged Foods and Meats	\$32.00
11/30/2017	Squirrel Brand LP., Certain Assets	John B. Sanfilippo & Son, Inc.	Packaged Foods and Meats	\$31.50
2/1/2018	Certain U.S. Breakfast Assets of Aryzta LLC	Hostess Brands, Inc.	Packaged Foods and Meats	\$25.00
5/31/2018	New England Confectionery Company, Inc.	Round Hill Investments, LLC	Packaged Foods and Meats	\$17.33
1/24/2018	Galaxy Nutritional Foods, Inc.	GreenSpace Brands Inc.	Packaged Foods and Meats	\$16.91
7/31/2018	California Gold Bars, Inc.	High Hampton Holdings Corp.	Packaged Foods and Meats	\$6.10
11/1/2017	Joseph Epstein Food Enterprises, Inc.	MamaMancini's Holdings, Inc.	Packaged Foods and Meats	\$5.29
2/28/2018	Royal Hawaiian Orchards brand of Royal Hawaiian	Buderim Group Limited	Packaged Foods and Meats	\$3.09
4/24/2018	Substantially all of the Assets of Steep & Brew, Inc.	Generations Coffee Company, LLC	Packaged Foods and Meats	\$2.85
5/4/2018	Azure Water, L.L.C.	IsoBev, Inc.	Soft Drinks	\$2.35
3/13/2018	176 Acre Blueberry Farm in Van Buren County, Michigan	Gladstone Land Corporation	Agricultural Products	\$2.10
11/24/2017	GIM Factory Inc.	Taokaenoi Food & Marketing Public Company Limited	Packaged Foods and Meats	\$2.02
5/21/2018	Hound & Gatos Pet Foods Corp.	Charlee Bear Products Inc.	Packaged Foods and Meats	\$1.65
12/31/2017	Record STREET Brewing Company	UPD Holding Corp.	Brewers	\$1.60
5/8/2018	The Fresh Ice Cream Company LLC	DGI Ventures, Inc.	Packaged Foods and Meats	\$1.25
12/8/2017	Cook Orchard	Loomis Orchard, LLC	Agricultural Products	\$0.38
9/28/2018	Jeppson's Malort	CH Distillery	Brewers	NA
9/27/2018	Candy Buttons brand of New England Confectionery	Doscher's Candies LLC	Packaged Foods and Meats	NA
9/26/2018	Loving Cup Inc.	La Boulangerie de San Francisco	Packaged Foods and Meats	NA
9/25/2018	All the assets of Desi Natural Dahi	Raymundo's Food Group, LLC.	Packaged Foods and Meats	NA
9/24/2018	Frozen Soup Business of NORPAC Foods Inc.	Kettle Cuisine, LLC.	Packaged Foods and Meats	NA
9/21/2018	Sweethearts and NECCO Wafers Brands of New England	Spangler Candy Company	Packaged Foods and Meats	NA
9/19/2018	Ready Seafood Co.	Premium Brands Holdings Corporation	Packaged Foods and Meats	NA
9/18/2018	Lapis Luna Wines	N/A	Distillers and Vintners	NA
9/17/2018	Tea Manufacturing Assets Of Redco Foods	Harris Tea Company	Packaged Foods and Meats	NA

Source: Capital IQ

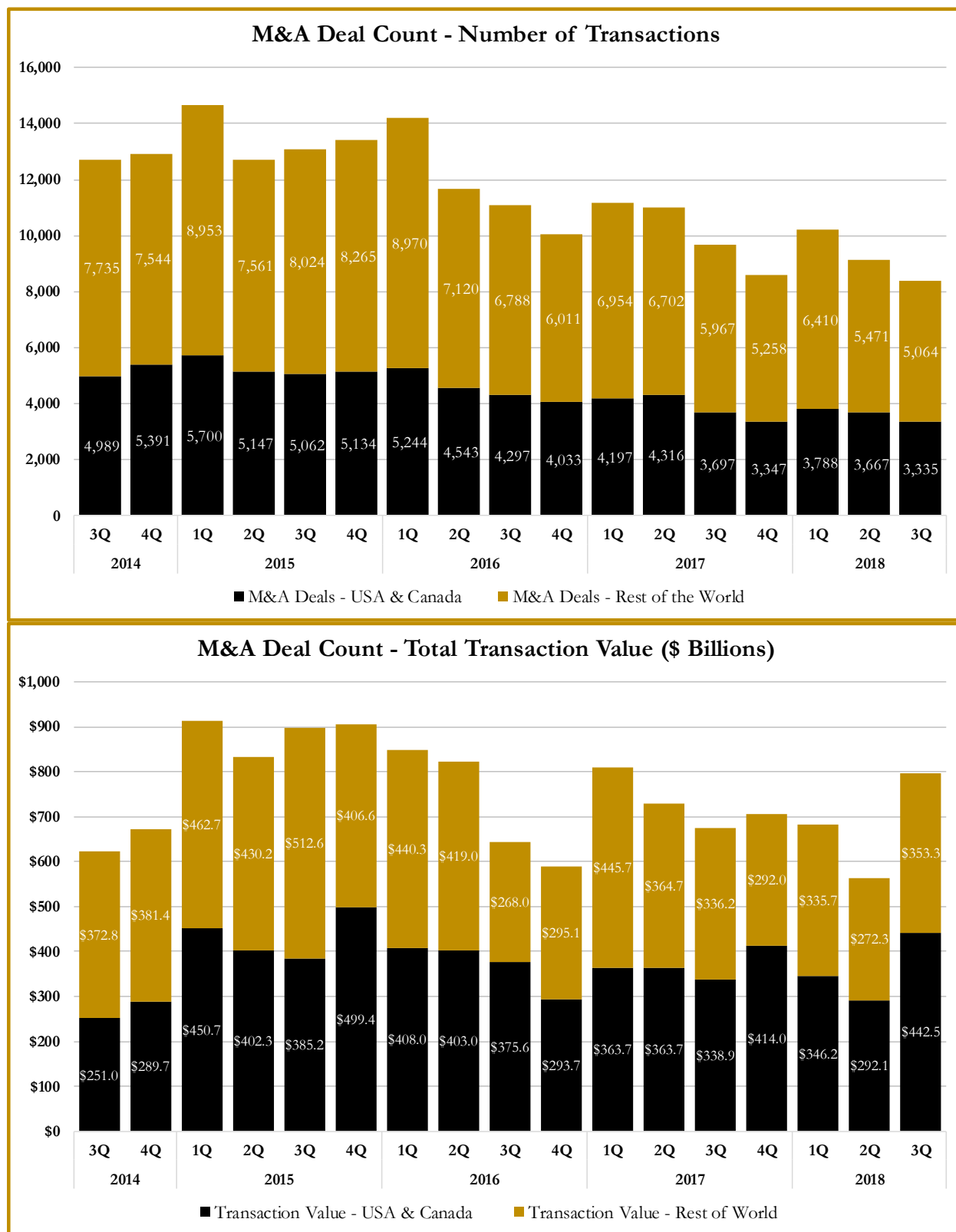
S&P Capital IQ - Sector Last 3 Month Equity Performance As of September 30, 2018



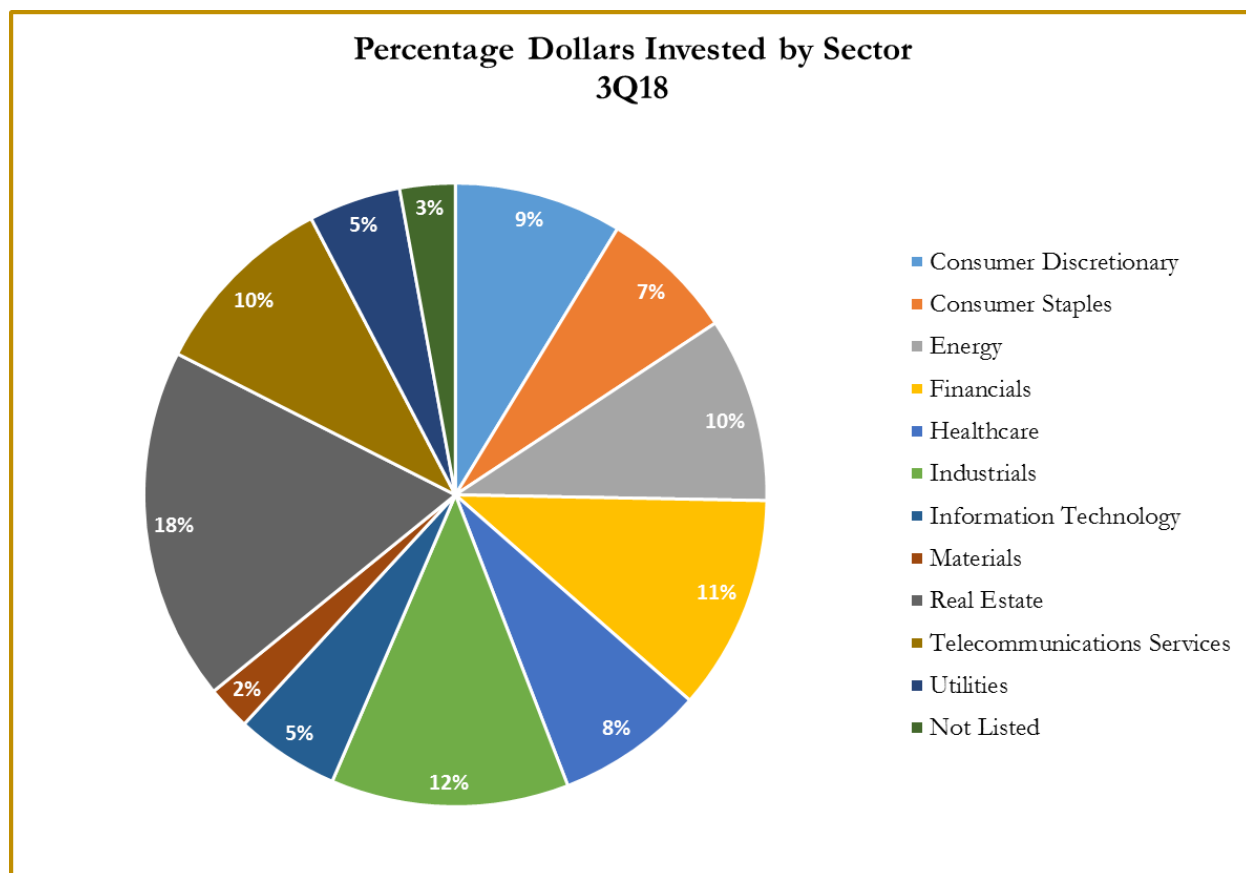
Note: The indices are derived from the equity performance of the S&P Capital IQ Sectors. Source: Capital IQ

M&A Deal Flow Statistics by S&P Capital IQ Sector

As of September 30, 2018



M&A Deal Flow Statistics by S&P Capital IQ Sector As of September 30, 2018





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