HOULIHAN CAPITAL Value. Added.

<image>

Industry Observations – March 31, 2020 Food and Beverage Industry

Select Food and Beverage Public Company Industry Data As of March 31, 2020

(USD in millions, except per share data)

			Market Da	ta		LTM	A Operating D	Forward Es	Forward Estimates		
Company Name	Ticker	Price at 03/31/20	% of 52 Week High	Equity Value	Enterprise Value	Debt / Total Capital	Total Assets	LTM Revenue	LTM EBITDA	CY 2020 Revenue Estimate	CY 2020 EBITDA Estimate
Processed Ingredients											
Archer-Daniels-Midland											
Company	ADM	\$35.18	74.5%	\$19,602.57	\$29,862.56	34.0%	\$43,997.00	\$64,656.00	\$2,580.00	\$66,062.05	\$3,352.32
Company	mom	\$55.10	74.370	<i>Q17,002.51</i>	<i>427</i> ,002.50	54.070	<i>q</i> +5,777.00	¥04,050.00	<i>\$2,500.00</i>	\$00,002.05	93,332.32
Bunge Limited	BG	\$41.03	68.8%	\$5,820.29	\$11,938.65	47.2%	\$18,317.00	\$41,140.00	\$1,486.00	\$41,095.07	\$1,406.47
					, ,		,				
Darling Ingredients Inc.	DAR	\$19.17	64.8%	\$3,144.63	\$5,121.45	40.2%	\$5,345.26	\$3,363.91	\$407.67	\$3,421.71	\$472.94
Ingredion Incorporated	INGR	\$75.50	75.9%	\$5,049.58	\$7,171.35	42.3%	\$6,040.00	\$6,209.00	\$908.00	\$6,041.92	\$926.95
McCormick & Company,											
Incorporated	MKC	\$141.21	80.9%	\$18,767.36	\$25,252.36	56.1%	\$10,491.70	\$5,327.90	\$1,137.50	\$5,337.66	\$1,142.12
Alcoholic Beverages The Boston Beer											
Company, Inc.	SAM	\$367.56	82.7%	\$4,422.58	\$4,883.66	7.7%	\$1,054.06	\$1,249.82	\$212.09	\$1,501.43	\$247.42
Brown-Forman											
Corporation	BF.B	\$55.51	76.2%	\$26,541.56	\$31,823.50	54.0%	\$5,518.00	\$3,398.00	\$1,184.00	\$3,313.27	\$1,249.94
Constellation Brands, Inc.	STZ	\$143.36	66.8%	\$27,356.56	\$43,601.21	49.4%	\$27,323.20	\$8,343.50	\$3,023.70	\$7,854.98	\$2,872.95
Molson Coors Beverage											
Company	TAP	\$39.01	60.6%	\$8,441.04	\$18,686.16	40.5%	\$28,859.80	\$10,579.40	\$2,328.40	\$9,915.41	\$2,067.96
Soft Drinks											
National Beverage Corp.	FIZZ	\$42.65	72.6%	\$1,988.19	\$2,139.67	10.1%	\$589.31	\$977.91	\$170.52	\$965.89	\$163.25
Monster Beverage											
Corporation	MNST	\$56.26	79.8%	\$30,205.78	\$32,088.50	0.7%	\$5,150.35	\$4,200.82	\$1,479.05	\$4,470.46	\$1,589.39
PepsiCo, Inc.	PEP	\$120.10	81.6%	\$166,847.84	\$219,062.10	69.3%	\$78,547.00	\$67,161.00	\$12,579.00	\$68,306.09	\$13,553.69
Primo Water Corporation	PRMW	\$9.01	60.1%	\$1,409.91	\$2,783.13	57.4%	\$3,390.90	\$2,394.50	\$307.60	\$2,010.45	\$328.30
The Coca-Cola Company	ко	\$44.25	73.6%	\$189,983.02	\$241,448.88	67.7%	\$86,381.00	\$37,266.00	\$11,990.00	\$35,768.66	\$11,230.69

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

The material contained in this publication is meant to provide general information regarding valuation topics. This publication does not constitute investment advice with respect to the securities of any company discussed herein, is not intended to provide information upon which to base an investment decision, and should not be construed as such. Professional advice should be obtained before taking any action based on the information contained herein.

Publicly available information utilized in this publication has been obtained from sources deemed to be reliable. Houlihan does not guarantee the accuracy or completeness of the information provided within this publication. The material presented reflects information known to the authors at the time this publication was written and this information is subject to change.

Select Food and Beverage Public Company Industry Data As of March 31, 2020

(USD in millions, except per share data)

				Market Da	ta		LTM	A Operating D	Forward Estimates		
		Price at	% of 52			Debt /	Total	LTM	LTM	CY 2020	CY 2020
Company Name	Ticker	03/31/20	Week	Equity Value	Enterprise Value	Total	Assets	Revenue	EBITDA	Revenue	EBITDA
Candy/Snack foods											
Flowers Foods, Inc.	FLO	\$20.52	81.8%	\$4,341.52	6169.29	50.4%	\$3,177.78	\$4,123.97	\$402.48	\$4,241.92	\$443.99
The Hershey Company	HSY	\$132.50	81.7%	\$27,791.82	34712.30	72.0%	\$8,140.40	\$7,986.25	\$1,970.37	\$8,201.08	\$2,091.64
J & J Snack Foods Corp.	JJSF	\$121.00	61.5%	\$2,289.19	2253.70	7.8%	\$1,096.11	\$1,197.77	\$166.26	\$1,138.73	\$157.01
Meat Processing											
Cal-Maine Foods, Inc.	CALM	\$43.98	94.3%	\$2,145.07	\$1,881.66	0.4%	\$1,117.03	\$1,178.85	-\$42.02	\$1,541.70	\$189.64
Hormel Foods Corporation	HRL	\$46.64	90.5%	\$25,081.88	\$26,807.65	5.9%	\$8,290.11	\$9,521.40	\$1,293.19	\$9,842.50	\$1,402.75
Pilgrim's Pride Corporation	n PPC	\$18.12	53.8%	\$4,515.81	\$7,196.16	50.7%	\$7,102.36	\$11,409.22	\$976.40	\$12,331.24	\$1,034.38
Sanderson Farms, Inc.	SAFM	\$123.32	68.7%	\$2,742.37	\$3,018.74	13.6%	\$1,861.17	\$3,519.95	\$184.69	\$3,650.11	\$155.16
Tyson Foods, Inc.	TSN	\$57.87	61.4%	\$21,124.76	\$34,652.48	45.7%	\$33,811.00	\$43,027.00	\$4,110.00	\$45,009.49	\$4,455.45
Processed Branded Foo	ds										
B&G Foods, Inc.	BGS	\$18.09	69.2%	\$1,158.57	\$3,100.87	70.3%	\$3,227.59	\$1,660.41	\$300.04	\$1,699.49	\$311.86
Campbell Soup Company	CPB	\$46.16	80.2%	\$13,928.53	\$21,220.82	70.9%	\$11,654.00	\$8,078.00	\$1,447.00	\$8,348.40	\$1,685.83
Conagra Brands, Inc.	CAG	\$29.34	82.4%	\$14,290.82	\$26,619.42	56.7%	\$22,202.10	\$10,379.70	\$2,046.50	\$11,049.99	\$2,329.20
Fresh Del Monte Produce Inc.	FDP	\$27.61	71.2%	\$1,324.41	\$2,340.81	29.5%	\$3,349.90	\$4,489.00	\$202.50	\$4,669.00	\$242.00
General Mills, Inc.	GIS	\$52.77	88.0%	\$31,985.95	\$51,029.65	62.6%	\$30,248.70	\$16,765.30	\$3,643.20	\$17,390.50	\$3,652.51
Kellogg Company	К	\$59.99	84.4%	\$20,546.49	\$30,914.26	71.9%	\$17,564.00	\$13,578.00	\$2,170.00	\$13,432.13	\$2,224.48
Mondelez International, Inc.	MDLZ	\$50.08	83.5%	\$71,761.79	\$94,423.05	41.2%	\$64,549.00	\$25,868.00	\$5,301.00	\$26,138.56	\$5,461.86
Nestlé S.A.	NESN	\$103.21	87.9%	\$297,255.89	\$344,833.61	41.5%	\$132,102.55	\$95,886.38	\$19,283.63	\$87,042.22	\$19,266.75

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 March 31, 2020

(USD in millions, except per share data)

On On On On On On Revenue EBITDA EBITDA EMTOA Revenue Revenue EDITOA EDITO				1	LTM Operat	ting Statistic	5			Trading	Multiples	
Archer-Daniels-Midland Company ADM 2.3% 7.2% 3.5% 0.5% 9.9% 4.0% $0.5x$ $0.5x$ $11.6x$ $11.5x$	Company Name	Ticker	On	On	On				LTM	CY 2020	LTM	TEV/ CY 2020 EBITDA
Archer Daniels Midland Company ADM 2.3% 7.2% 3.5% 0.5% -9.9% 4.0% 0.5x 0.5x 11.6x 1 Bange Limited BG 3.1% -19.5% 4.8% -10.1% -4.8% 3.6% 0.3x 0.3x 8.0x 1 Darfing Ingredients Inc. DAR 1.0% 1.2% -0.7% -5.2% 12.1% 1.5x 1.5x 1.5x 1.2x 7.9x 1 Ingredien Incorporated INGR 7.4% 16.5% 9.4% -1.3% -7.7% 14.6% 1.2x 1.2x 7.9x 1 McCornick & Company, Incorporated MKC 6.0% 2.0% 7.6% 0.2% 4.2% 21.3% 4.7x 4.7x 2.2x 2.2x 2 2 2 2 2 1.6x 1.2x 1.1.6x 1 3.5x 1.6x 1.2x 1.1x 1.1x 1.6x 1.2x 1.1x 1 3.5x 2.0x 1.6x 1.2x 1.2x </td <td>Processed Ingredients</td> <td></td>	Processed Ingredients											
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	0											
Bange Limited BG 3.1% -19.5% 4.8% -10.1% -4.8% 3.6% 0.3x 0.3x 8.0x 1 Darfing Ingredients Inc. DAR 1.0% 1.2% -0.7% -5.2% 12.1% 1.5x 1.5x 1.6x 1.6x 1.1x 1.5x 1.5x 1.2x 7.9x 7 McComick & Company, Incorporated INCR 7.4% 16.5% 9.4% -1.3% -7.7% 14.6% 1.2x 1.2x 7.9x 7 McComick & 6.0% 20.2% 7.6% 0.2% 4.2% 21.3% 4.7x 4.7x 22.2x 2 Mean 4.0% 7.5% 5.3% -2.3% 4.7% 11.1% 1.6x 1.6x 12.5x 1 Median 3.1% 12.9% 4.8% -0.7% 5.2% 12.1% 1.2x 1.2x 1.2x 1.2x 1.6x 12.5x 1 1.6x 12.5x 1 1.2x 1.2x 1.2x 1.2x 1.2x		ADM	2.3%	7 2%	3 5%	0.5%	-9.9%	4.0%	0.5x	0.5x	11.6x	8.9x
Darfing Ingredients Inc. DAR 1.0% 12.9% -0.7% -5.2% 12.1% 1.5x 1.5x 12.6x 11 Ingredion Incorporated INGR 7.4% 16.5% 9.4% -1.3% -7.7% 14.6% 1.2x 1.9x 7.9x 7 McCormick & Company, Incorporated MKC 6.0% 20.2% 7.6% 0.2% 4.2% 21.3% 4.7x 4.7x 22.2x 2 Mean 4.0% 7.5% 5.3% -2.3% -4.7% 11.1% 1.6x 1.6x 12.5x 1 Median 3.1% 12.9% 4.8% -0.7% -5.2% 12.1% 1.2x 1.6x 1 1.6x 1 5.5% 25.5% 12.1% 1.2x 1.2x 1.6x 1 1.6x 1 1.6x 1 1.6x 1 1.6x 1.5x 1.2x 1.2x <td>Company</td> <td>110101</td> <td>2.570</td> <td>7.270</td> <td>5.570</td> <td>0.070</td> <td>7.770</td> <td>1.070</td> <td>0.04</td> <td>0.54</td> <td>11.0A</td> <td>0.74</td>	Company	110101	2.570	7.270	5.570	0.070	7.770	1.070	0.04	0.54	11.0A	0.74
Ingredion Incorporated INGR 7.4% 16.5% 9.4% -1.3% -7.7% 14.6% 1.2x 1.2x 7.9x 7.9x McComick & Company, Incorporated MKC 6.0% 20.2% 7.6% 0.2% 4.2% 21.3% 4.7x 4.7x 22.2x 2 Mean 4.0% 7.5% 5.3% -2.3% 4.7% 11.1% 1.6x 1.6x 1.6x 1.2x 1.2x 1.1x 1.1x 1.6x	Bunge Limited	BG	3.1%	-19.5%	4.8%	-10.1%	-4.8%	3.6%	0.3x	0.3x	8.0x	8.5x
McCornick & Company, Incorporated MKC 6.0% 20.2% 7.6% 0.2% 4.2% 21.3% 4.7x 4.7x 22.2x 2 Mean 4.0% 7.5% 5.3% -2.3% 4.7% 11.1% 1.6x 1.6x 12.5x 1 Median 3.1% 12.9% 4.8% -0.7% -5.2% 12.1% 1.2x 1.2x 1.1x 11.6x 13 Median 3.1% 12.9% 4.8% -0.7% -5.2% 12.1% 1.2x 1.2x 1.1x 1.1x Median 5.1% 15.5% 25.5% 25.9% 17.0% 3.9x 3.3x 23.0x 11 Brown-Forman Corporation BF.B 13.0% 49.1% 16.6% 2.6% 7.4% 34.8% 9.4x 9.6x 26.9x 2 Company TAP 3.2% 0.2% 6.6% 2.8% 2.3% 36.2% 5.2x 5.6x 14.4x 11 Molon Coors Beverage Company <td< td=""><td>Darling Ingredients Inc.</td><td>DAR</td><td>1.0%</td><td>12.9%</td><td>1.2%</td><td>-0.7%</td><td>-5.2%</td><td>12.1%</td><td>1.5x</td><td>1.5x</td><td>12.6x</td><td>10.8x</td></td<>	Darling Ingredients Inc.	DAR	1.0%	12.9%	1.2%	-0.7%	-5.2%	12.1%	1.5x	1.5x	12.6x	10.8x
McCommick & Company, Incorporated MKC 6.0% 20.2% 7.6% 0.2% 4.2% 21.3% 4.7x 4.7x 22.2x 2 Mean 4.0% 7.5% 5.3% -2.3% 4.7% 11.1% 1.6x 1.6x 12.5x 1 Median 3.1% 12.9% 4.8% -0.7% -5.2% 12.1% 1.2x 1.2x 11.6x 16x Atcoholic Beverages The Boston Beer Company, Inc. SAM 11.5% 18.4% 15.5% 25.5% 25.9% 17.0% 3.9x 3.3x 23.0x 11 Brown-Forman Corporation BE.B 13.0% 49.1% 16.6% 2.6% 7.4% 34.8% 9.4x 9.6x 26.9x 2 Company Inc. STZ 5.9% 0.2% 6.6% 2.8% 2.3% 36.2% 5.2x 5.6x 14.4x 18 Mokon Coors Beverage Company TAP 3.2% 1.8% 4.0% 7.3% 9.4% 27.5% 5.1x </td <td>Ingredion Incorporated</td> <td>INGR</td> <td>7.4%</td> <td>16.5%</td> <td>9.4%</td> <td>-1.3%</td> <td>-7.7%</td> <td>14.6%</td> <td>1.2x</td> <td>1.2x</td> <td>7.9x</td> <td>7.7x</td>	Ingredion Incorporated	INGR	7.4%	16.5%	9.4%	-1.3%	-7.7%	14.6%	1.2x	1.2x	7.9x	7.7x
Mean 4.0% 7.5% 5.3% -2.3% 4.7% 11.1% 1.6x 1.6x 12.5x 1 Median 3.1% 12.9% 4.8% -0.7% -5.2% 12.1% 1.2x 1.6x 12.5x 1 Alcoholic Beverages The Boston Beer Company, Inc. SAM 11.5% 18.4% 15.5% 25.5% 25.9% 17.0% 3.9x 3.3x 23.0x 11 Brown-Forman Corporation BF.B 13.0% 49.1% 16.6% 2.6% 7.4% 34.8% 9.4x 9.6x 26.9x 2 Constellation Brands, Inc. STZ 5.9% 0.2% 6.6% 2.8% 2.3% 36.2% 5.2x 5.6x 14.4x 11 Mokon Cors Beverage Company TAP 3.2% 1.8% 4.0% -1.8% 1.9% 22.0% 1.8x 1.9x 8.0x 11 Mokon Cors Beverage Company TAP 3.2% 1.0.1% 11.0% 2.7%	McCormick &											
Median 3.1% 12.9% 4.8% -0.7% -5.2% 12.1% 1.2x 1.2x 1.1x	Company, Incorporated	MKC	6.0%	20.2%	7.6%	0.2%	4.2%	21.3%	4.7x	4.7x	22.2x	22.1x
Alcoholic Beverages The Boston Beer Company, Inc. SAM 11.5% 18.4% 15.5% 25.5% 25.9% 17.0% 3.9x 3.3x 23.0x 11 Brown-Forman Corporation BF.B 13.0% 49.1% 16.6% 2.6% 7.4% 34.8% 9.4x 9.6x 26.9x 2 Constellation Brands, Inc. STZ 5.9% 0.2% 6.6% 2.8% 2.3% 36.2% 5.2x 5.6x 14.4x 11 Molson Coors Beverage Company TAP 3.2% 1.8% 4.0% -1.8% 1.9% 22.0% 1.8x 1.9x 8.0x 9 Molson Coors Beverage Company TAP 3.2% 1.8% 4.0% 7.3% 9.4% 27.5% 5.1x 5.1x 18.1x 1 Meain 8.7% 10.1% 11.0% 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x 1 Monster Beverage Corporati		Mean	4.0%	7.5%	5.3%	-2.3%	-4.7%	11.1%	1.6x	1.6x	12.5x	11.6x
The Boston Beer Company, Inc. SAM 11.5% 18.4% 15.5% 25.5% 25.9% 17.0% 3.9x 3.3x 23.0x 11 Brown-Forman Corporation BF.B 13.0% 49.1% 16.6% 2.6% 7.4% 34.8% 9.4x 9.6x 26.9x 2 Constellation Brands, Inc. STZ 5.9% 0.2% 6.6% 2.8% 2.3% 36.2% 5.2x 5.6x 14.4x 11 Molson Coors Beverage Company TAP 3.2% 1.8% 4.0% -1.8% 1.9% 22.0% 1.8x 1.9x 8.0x 9 Mean 8.4% 17.4% 10.6% 7.3% 9.4% 27.5% 5.1x 5.1x 18.1x 11 Median 8.7% 10.1% 11.0% 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x 11 Moster Beverage Corp. FIZZ 16.8% 33.0% 24.7% -4.0% -19.1% 17.4%		Median	3.1%	12.9%	4.8%	-0.7%	-5.2%	12.1%	1.2x	1.2x	11.6x	8.9x
The Boston Beer Company, Inc. SAM 11.5% 18.4% 15.5% 25.5% 25.9% 17.0% 3.9x 3.3x 23.0x 11 Brown-Forman Bread 11.5% 15.5% 25.5% 25.9% 17.0% 3.9x 3.3x 23.0x 11 Brown-Forman Bread 13.0% 49.1% 16.6% 2.6% 7.4% 34.8% 9.4x 9.6x 26.9x 2 Constellation Brands, Inc. STZ 5.9% 0.2% 6.6% 2.8% 2.3% 36.2% 5.2x 5.6x 14.4x 11 Molson Coors Beverage Company TAP 3.2% 1.8% 4.0% -1.8% 1.9% 22.0% 1.8x 1.9x 8.0x 9 Mean 8.4% 17.4% 10.6% 7.3% 9.4% 27.5% 5.1x 5.1x 18.1x 11 Median 8.7% 10.1% 11.0% 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x	Alcoholic Beverages											
Company, Inc. SAM 11.5% 18.4% 15.5% 25.5% 25.9% 17.0% 3.9x 3.3x 23.0x 11 Brown-Forman												
Brown-Forman Corporation BF.B 13.0% 49.1% 16.6% 2.6% 7.4% 34.8% 9.4x 9.6x 26.9x 2. Constellation Brands, Inc. STZ 5.9% 0.2% 6.6% 2.8% 2.3% 36.2% 5.2x 5.6x 14.4x 11 Mokon Coors Beverage Company TAP 3.2% 1.8% 4.0% -1.8% 1.9% 22.0% 1.8x 1.9x 8.0x 9 Mokon Coors Beverage Mean 8.4% 17.4% 10.6% 7.3% 9.4% 27.5% 5.1x 5.1x 18.1x 11 Median 8.7% 10.1% 11.0% 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x 11 Soft Drinks National Beverage Corp. FIZZ 16.8% 33.0% 24.7% -4.0% -19.1% 17.4% 2.2x 2.2x 12.5x 11 Monster Beverage Corporation MNST 18.3% 28.5% 22.6% <td></td> <td>SAM</td> <td>11.5%</td> <td>18.4%</td> <td>15.5%</td> <td>25.5%</td> <td>25.9%</td> <td>17.0%</td> <td>3.9x</td> <td>3.3x</td> <td>23.0x</td> <td>19.7x</td>		SAM	11.5%	18.4%	15.5%	25.5%	25.9%	17.0%	3.9x	3.3x	23.0x	19.7x
Soft Drinks STZ 5.9% 0.2% 6.6% 2.8% 2.3% 36.2% 5.2x 5.6x 14.4x 11 Mokon Coors Beverage Company TAP 3.2% 1.8% 4.0% -1.8% 1.9% 22.0% 1.8x 1.9x 8.0x 9 Mean 8.4% 17.4% 10.6% 7.3% 9.4% 27.5% 5.1x 5.1x 1.8.1x 1'' Median 8.7% 10.1% 11.0% 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x 1'' Soft Drinks National Beverage Corp. FIZZ 16.8% 33.0% 24.7% -4.0% -19.1% 17.4% 2.2x 2.2x 12.5x 1'' Monster Beverage Corporation MNST 18.3% 28.5% 22.6% 10.3% 8.2% 35.2% 7.6x 7.2x 21.7x 20 PepsiCo, Inc. PEP 8.6% 49.9% 14.0% 3.9% -1.3% 18.7% 3	Brown-Forman											
Inc. STZ 5.9% 0.2% 6.6% 2.8% 2.3% 36.2% 5.2x 5.6x 14.4x 11 Molson Coors Beverage Company TAP 3.2% 1.8% 4.0% -1.8% 1.9% 22.0% 1.8x 1.9x 8.0x 9 Mean 8.4% 17.4% 10.6% 7.3% 9.4% 27.5% 5.1x 5.1x 5.1x 18.1x 1 Median 8.7% 10.1% 11.0% 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x 1 Soft Drinks National Beverage Corp. FIZZ 16.8% 33.0% 24.7% -4.0% -19.1% 17.4% 2.2x 2.2x 12.5x 1 Monster Beverage Corporation MNST 18.3% 28.5% 22.6% 10.3% 8.2% 35.2% 7.6x 7.2x 21.7x 20 PepsiCo, Inc. PEP 8.6% 49.9% 14.0% 3.9% -1.3% 18.7% 3.3x 3.2x	Corporation	BF.B	13.0%	49.1%	16.6%	2.6%	7.4%	34.8%	9.4x	9.6x	26.9x	25.5x
Mokon Coors Beverage Company TAP 3.2% 1.8% 4.0% -1.8% 1.9% 22.0% 1.8x 1.9x 8.0x 9 Mean 8.4% 17.4% 10.6% 7.3% 9.4% 27.5% 5.1x 5.1x 11x 11 Median 8.7% 10.1% 11.0% 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x 11 Soft Drinks Soft Drinks Soft Drinks 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x 11 Monster Beverage Corporation MNST 18.3% 28.5% 22.6% 10.3% 8.2% 35.2% 7.6x 7.2x 21.7x 21 PepsiCo, Inc. PEP 8.6% 49.9% 14.0% 3.9% -1.3% 18.7% 3.3x 3.2x 17.4x 11 Primo Water Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x 33	Constellation Brands,											
Company TAP 3.2% 1.8% 4.0% -1.8% 1.9% 22.0% 1.8x 1.9x 8.0x 9 Mean 8.4% 17.4% 10.6% 7.3% 9.4% 27.5% 5.1x 5.1x 18.1x 1'' Median 8.7% 10.1% 11.0% 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x 1' Soft Drinks National Beverage Corp. FIZZ 16.8% 33.0% 24.7% -4.0% -19.1% 17.4% 2.2x 2.2x 12.5x 1'' Monster Beverage Corporation MNST 18.3% 28.5% 22.6% 10.3% 8.2% 35.2% 7.6x 7.2x 21.7x 24 PepsiCo, Inc. PEP 8.6% 49.9% 14.0% 3.9% -1.3% 18.7% 3.3x 3.2x 17.4x 16 Primo Water Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x		STZ	5.9%	0.2%	6.6%	2.8%	2.3%	36.2%	5.2x	5.6x	14.4x	15.2x
Mean 8.4% 17.4% 10.6% 7.3% 9.4% 27.5% 5.1x 5.1x 18.1x 1' Median 8.7% 10.1% 11.0% 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x 1' Soft Drinks	0											
Median 8.7% 10.1% 11.0% 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x 11 Soft Drinks National Beverage Corp. FIZZ 16.8% 33.0% 24.7% -4.0% -19.1% 17.4% 2.2x 2.2x 12.5x 11 Monster Beverage Corporation MNST 18.3% 28.5% 22.6% 10.3% 8.2% 35.2% 7.6x 7.2x 21.7x 20 PepsiCo, Inc. PEP 8.6% 49.9% 14.0% 3.9% -1.3% 18.7% 3.3x 3.2x 17.4x 10 Primo Water Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x 33 Company KO 7.8% 44.8% 10.3% 8.6% 6.2% 32.2% 6.5x 6.8x 20.1x 2 Mean 10.7% 31.2% 14.9% 4.0% 0.9% 23.3% 4.1x 4.1x	Company	TAP	3.2%	1.8%	4.0%	-1.8%	1.9%	22.0%	1.8x	1.9x	8.0x	9.0x
Median 8.7% 10.1% 11.0% 2.7% 4.9% 28.4% 4.6x 4.4x 18.7x 11 Soft Drinks National Beverage Corp. FIZZ 16.8% 33.0% 24.7% -4.0% -19.1% 17.4% 2.2x 2.2x 12.5x 11 Monster Beverage Corporation MNST 18.3% 28.5% 22.6% 10.3% 8.2% 35.2% 7.6x 7.2x 21.7x 20 PepsiCo, Inc. PEP 8.6% 49.9% 14.0% 3.9% -1.3% 18.7% 3.3x 3.2x 17.4x 10 Primo Water Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x 33 Company KO 7.8% 44.8% 10.3% 8.6% 6.2% 32.2% 6.5x 6.8x 20.1x 2 Mean 10.7% 31.2% 14.9% 4.0% 0.9% 23.3% 4.1x 4.1x		Mean	8 4%	17 4%	10.6%	7 3%	9.4%	27.5%	5.1x	5.1x	18.1x	17.4x
National Beverage Corp. FIZZ 16.8% 33.0% 24.7% -4.0% -19.1% 17.4% 2.2x 2.2x 12.5x 11 Monster Beverage Corporation MNST 18.3% 28.5% 22.6% 10.3% 8.2% 35.2% 7.6x 7.2x 21.7x 24 PepsiCo, Inc. PEP 8.6% 49.9% 14.0% 3.9% -1.3% 18.7% 3.3x 3.2x 17.4x 16 Primo Water Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x 3 Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x 3 The Coca-Cola Company KO 7.8% 44.8% 10.3% 8.6% 6.2% 32.2% 6.5x 6.8x 20.1x 2 Mean 10.7% 31.2% 14.9% 4.0% 0.9% 23.3% 4.1x 4.1x <td></td> <td>17.5</td>												17.5
National Beverage Corp. FIZZ 16.8% 33.0% 24.7% -4.0% -19.1% 17.4% 2.2x 2.2x 12.5x 11 Monster Beverage Corporation MNST 18.3% 28.5% 22.6% 10.3% 8.2% 35.2% 7.6x 7.2x 21.7x 24 PepsiCo, Inc. PEP 8.6% 49.9% 14.0% 3.9% -1.3% 18.7% 3.3x 3.2x 17.4x 16 Primo Water Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x 3 The Coca-Cola Company KO 7.8% 44.8% 10.3% 8.6% 6.2% 32.2% 6.5x 6.8x 20.1x 2 Mean 10.7% 31.2% 14.9% 4.0% 0.9% 23.3% 4.1x 4.1x 16.2x 11												
Monster Beverage Corporation MNST 18.3% 28.5% 22.6% 10.3% 8.2% 35.2% 7.6x 7.2x 21.7x 24 PepsiCo, Inc. PEP 8.6% 49.9% 14.0% 3.9% -1.3% 18.7% 3.3x 3.2x 17.4x 14 Primo Water Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x 33 The Coca-Cola Company KO 7.8% 44.8% 10.3% 8.6% 6.2% 32.2% 6.5x 6.8x 20.1x 2 Mean 10.7% 31.2% 14.9% 4.0% 0.9% 23.3% 4.1x 4.1x 16.2x 11	Soft Drinks											
Corporation MNST 18.3% 28.5% 22.6% 10.3% 8.2% 35.2% 7.6x 7.2x 21.7x 21 PepsiCo, Inc. PEP 8.6% 49.9% 14.0% 3.9% -1.3% 18.7% 3.3x 3.2x 17.4x 16 Primo Water Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x 44 The Coca-Cola Company KO 7.8% 44.8% 10.3% 8.6% 6.2% 32.2% 6.5x 6.8x 20.1x 2 Mean 10.7% 31.2% 14.9% 4.0% 0.9% 23.3% 4.1x 4.1x 16.2x 14		FIZZ	16.8%	33.0%	24.7%	-4.0%	-19.1%	17.4%	2.2x	2.2x	12.5x	13.1x
PepsiCo, Inc. PEP 8.6% 49.9% 14.0% 3.9% -1.3% 18.7% 3.3x 3.2x 17.4x 10 Primo Water Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x 44.8% The Coca-Cola Company KO 7.8% 44.8% 10.3% 8.6% 6.2% 32.2% 6.5x 6.8x 20.1x 2 Mean 10.7% 31.2% 14.9% 4.0% 0.9% 23.3% 4.1x 4.1x 16.2x 14.9%	0											
Primo Water Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x 34 The Coca-Cola Company KO 7.8% 44.8% 10.3% 8.6% 6.2% 32.2% 6.5x 6.8x 20.1x 2 Mean 10.7% 31.2% 14.9% 4.0% 0.9% 23.3% 4.1x 4.1x 16.2x 14.3%	Corporation	MNST	18.3%	28.5%	22.6%	10.3%	8.2%	35.2%	7.6x	7.2x	21.7x	20.25
Corporation PRMW 2.2% 0.0% 2.7% 0.9% 10.4% 12.8% 1.2x 1.4x 9.0x 12 The Coca-Cola		PEP	8.6%	49.9%	14.0%	3.9%	-1.3%	18.7%	3.3x	3.2x	17.4x	16.2x
The Coca-Cola Company KO 7.8% 44.8% 10.3% 8.6% 6.2% 32.2% 6.5x 6.8x 20.1x 2 Mean 10.7% 31.2% 14.9% 4.0% 0.9% 23.3% 4.1x 4.1x 16.2x 11												
Company KO 7.8% 44.8% 10.3% 8.6% 6.2% 32.2% 6.5x 6.8x 20.1x 2 Mean 10.7% 31.2% 14.9% 4.0% 0.9% 23.3% 4.1x 4.1x 16.2x 11		PRMW	2.2%	0.0%	2.7%	0.9%	10.4%	12.8%	1.2x	1.4x	9.0x	8.5x
Mean 10.7% 31.2% 14.9% 4.0% 0.9% 23.3% 4.1x 4.1x 16.2x 11		KO	=	4 4 66 1	40.00/	0.000		22.207			.	a
	Company	ко	7.8%	44.8%	10.3%	8.6%	6.2%	32.2%	6.5x	6.8x	20.1x	21.5
		Moon	10.7%	31 20/	14 004	4.007	0.004	23 30/	1 1	11	16.2.	15.92
исцан 0.070 33.070 14.070 3.270 0.270 10.770 3.3 3.2X 17.4X 1												16.2x
		mechan	0.070	55.0%	14.070	3.970	0.270	10.//0	3.3X	3.2X	1/.4X	10.23

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 March 31, 2020

(USD in millions, except per share data)

		LTM Operating Statistics							Trading	Multiples	
Company Name	Ticker	Return On Assets	Return On Equity	Return On Capital	Revenue Growth	EBITDA Growth	EBITDA Margin	TEV/ LTM Revenue	TEV/ CY 2020 Revenue	TEV/ LTM EBITDA	TEV/ CY 2020 EBITDA
Company Plane	Tieker	1155015	Equity	Capitai	Growin	Growin	margin	nevenue	Revenue	LDIIDI	LDIIDII
Meat Processing											
Cal-Maine Foods, Inc. Hormel Foods	CALM	-5.3%	-6.3%	-6.3%	-22.6%	N/A	-3.6%	1.6x	1.2x	N/A	9.9x
Corporation	HRL	8.5%	16.6%	10.9%	-0.6%	-1.8%	13.6%	2.8x	2.7x	20.7x	19.1x
Pilgrim's Pride Corporation	PPC	6.6%	20.0%	9.1%	4.3%	26.3%	8.6%	0.6x	0.6x	7.4x	7.0x
Sanderson Farms, Inc.	SAFM	1.5%	2.4%	1.7%	9.7%	80.7%	5.2%	0.9x	0.8x	16.3x	19.5x
Tyson Foods, Inc.	TSN	5.6%	14.7%	7.2%	7.5%	2.2%	9.6%	0.8x	0.8x	8.4x	7.8x
	Mean Median	3.4% 5.6%	9.5% 14.7%	4.5% 7.2%	-0.3% 4.3%	26.8% 14.2%	6.7% 8.6%	1.3x 0.9x	1.2x 0.8x	13.2x 12.4x	12.6x 9.9x
Processed Branded F	oods										
B&G Foods, Inc.	BGS	4.8%	8.9%	5.7%	-2.4%	-2.6%	18.1%	1.9x	1.8x	10.3x	9.9x
Campbell Soup Company	CPB	5.7%	24.3%	7.5%	13.4%	-11.5%	17.9%	2.6x	2.5x	14.7x	12.6x
Conagra Brands, Inc. Fresh Del Monte	CAG	4.7%	10.0%	5.7%	16.7%	11.5%	19.7%	2.6x	2.4x	13.0x	11.4x
Produce Inc.	FDP	2.0%	3.9%	2.6%	-0.1%	10.7%	4.5%	0.5x	0.5x	11.6x	9.7x
General Mills, Inc.	GIS	6.3%	26.7%	8.4%	1.0%	0.7%	21.7%	3.0x	2.9x	14.0x	14.0x
Kellogg Company	К	6.0%	30.2%	8.8%	0.2%	-9.8%	16.0%	2.3x	2.3x	14.2x	13.9x
Mondelez International Inc.	, MDLZ	4.2%	14.6%	5.8%	-0.3%	15.6%	20.5%	3.7x	3.6x	17.8x	17.3x
Nestlé S.A.	NESN	7.5%	23.2%	10.5%	1.2%	1.8%	20.1%	3.6x	4.0x	17.9x	17.9x
	Mean	5.1%	17.7%	6.9%	3.7%	2.0%	17.3%	2.5x	2.5x		13.3x
	Median	5.2%	18.9%	6.7%	0.6%	1.3%	18.9%	2.6x	2.5x	14.1x	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 March 31, 2020



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

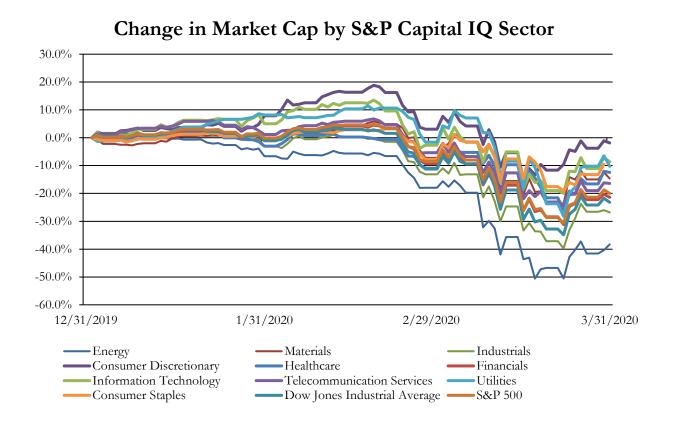
Recent M&A Activity in the Food and Beverage Industry YTD as of March 31, 2020

(USD in millions)

Close Date	Target	Acquirer	Target Company Primary Industry	Implied Enterprise Value
12/23/2019	Arnott's Biscuits Holdings, Campbell Hong Kong and	KKR & Co. Inc.	Packaged Foods and Meats	\$2,200.00
1/2/2020	fairlife, LLC	The Coca-Cola Company	Packaged Foods and Meats	\$1,739.13
1/15/2020	All Assets of Bumble Bee	F.C.F. Fishery Co., Ltd.	Packaged Foods and Meats	\$925.60
2/5/2020	Primo Water Corporation	Cott Corporation (nka:Primo Water Corporation)	Soft Drinks	\$778.19
2/7/2020	S&D Coffee, Inc.	Westrock Coffee Company, LLC	Packaged Foods and Meats	\$405.00
2/20/2020	Sadler's Smokehouse, Ltd.	Hormel Foods Corporation	Packaged Foods and Meats	\$403.00
		*	0	
12/31/2019	Arizona Production & Packaging LLC	Refresco Group B.V.	Soft Drinks	\$110.00
1/7/2020	NORPAC Quincy, Washington plant	Oregon Potato Co.	Packaged Foods and Meats	\$107.00
1/1/2020	Lender Bagel Business of Conagra Brands, Inc.	Bimbo Bakeries USA, Inc.	Packaged Foods and Meats	\$33.20
1/1/2020	EnviroFlight, LLC	Darling Ingredients Inc.	Packaged Foods and Meats	\$24.40
1/28/2020	Substantially all of the assets of Cambridge Packing	The Chefs' Warehouse, Inc.	Packaged Foods and Meats	\$20.00
3/9/2020	Schoep's Ice Cream Co., Inc.	Brothers International Desserts Inc.	Packaged Foods and Meats	\$8.40
12/31/2019	Toogood Estate Winery, Inc.	N/A	Distillers and Vintners	\$2.40
3/31/2020	Kitchen Cooked Inc.	Utz Quality Foods, LLC	Packaged Foods and Meats	NA
3/31/2020	Goold Orchards, Inc.	N/A	Agricultural Products	NA
3/25/2020	Fortune Fish Company Inc.	Investcorp Holdings B.S.C.	Packaged Foods and Meats	NA
3/24/2020	Seafreeze Ltd.	YoFish Inc.	Packaged Foods and Meats	NA
3/18/2020	America's Food Technologies, Inc.	Sunny Sky Products, LLC	Soft Drinks	NA
3/16/2020	Bavarian Meat Products, Inc.	Premium Brands Holdings Corporation	Packaged Foods and Meats	NA
3/16/2020	Diamond Creek Vineyards Winery LLC	Champagne Louis Roederer S.A.	Distillers and Vintners	NA
3/13/2020	Ancestry Pet Food	Health Extension, LLC	Packaged Foods and Meats	NA
3/12/2020	Trailhead Brewing Co. (nka:Schlafly Bankside)	The Saint Louis Brewery, LLC	Brewers	NA
3/11/2020	RB Foods, Inc.	The Good Bean, Inc.	Packaged Foods and Meats	NA
3/11/2020				
, ,	All Principal Operating Assets of Hulman & Company	Penske Entertainment Corp.	Packaged Foods and Meats	NA
3/10/2020	Morey's Seafood International, LLC	SeaPak Shrimp & Seafood Company	Packaged Foods and Meats	NA
3/7/2020	Hemp4mula CBD Confections Operations of Kali, Inc.	Puration, Inc.	Packaged Foods and Meats	NA
3/6/2020	Amethyst Beverage, LLC	Anything Technologies Media, Inc.	Soft Drinks	NA
3/5/2020	Steck Wholesale Foods, Inc.	The Bun Company	Packaged Foods and Meats	NA
3/4/2020	Ultimate Superfoods, Inc	Cambridge Commodities Limited	Packaged Foods and Meats	NA
3/3/2020	First Start Holdings Inc.	Grays Peak Capital LP	Packaged Foods and Meats	NA
3/3/2020	American Nutrition, Inc.	C. J. Foods, Inc.	Packaged Foods and Meats	NA
3/2/2020	Casbah Sahara Natural Foods, Inc.	US Durum Products Ltd.	Packaged Foods and Meats	NA
3/2/2020	Assets of Arro Corporation's Food Processing and	Mount Franklin Foods, LLC	Packaged Foods and Meats	NA
2/29/2020	Substantially all of the assets of Omega Sea LLC	Spectrum Brands Pet LLC	Packaged Foods and Meats	NA
2/28/2020	Salty Nut Brewery LLC	Straight To Ale Brands Inc	Brewers	NA
2/28/2020	Substantially All Assets of Mountain Valley Water Co.	DS Services of America, Inc.	Soft Drinks	NA
2/28/2020	STROMBERG'S UNLIMITED, INC.	Mann Lake, Ltd.	Packaged Foods and Meats	NA
2/23/2020	Engelman's Bakery Inc.	Shoreline Equity Partners, LLC	Packaged Foods and Meats	NA
2/21/2020	Freak'N Brewing facility operations	Throne Brewing Company	Brewers	NA
2/20/2020	New Columbia Distillers LLC	MGP Ingredients, Inc.	Distillers and Vintners	NA
2/19/2020			Brewers	
	Ballast Point Brewing & Spirits, Inc.	Kings & Convicts Brewing Co.		NA
2/14/2020	Kronos Foods Corp.	Grecian Delight Foods, Inc.	Packaged Foods and Meats	NA
2/12/2020	Ransom Wine Co. & Distillery	Integrated Beverage Group LLC	Distillers and Vintners	NA
2/5/2020	The Best Chocolate in Town, Inc.	Newfangled Confections LLC	Packaged Foods and Meats	NA
2/4/2020	Music City Beer Company LLC	Fat Bottom Brewing Co.	Brewers	NA
2/4/2020	Tropical Aquaculture Products, Inc.	Geneseas Holding S.A.	Packaged Foods and Meats	NA
2/3/2020	Brekki LLC	N/A	Packaged Foods and Meats	NA
2/1/2020	Farmwise LLC	B&G Foods, Inc.	Packaged Foods and Meats	NA
1/31/2020	SFFI Company, Inc.	Renaissance Food Group, LLC	Packaged Foods and Meats	NA
1/31/2020	Kronos Foods Corp.	Entrepreneurial Equity Partners LP	Packaged Foods and Meats	NA
1/31/2020	Charlestowne Premium Beverage Inc.	1st Prestige Wealth Management, Inc.	Brewers	NA
1/30/2020	New Production Facility Located in Saint Charles, Missour		Packaged Foods and Meats	NA
1/23/2020	Clear Springs Foods, Inc.	Riverence Holdings LLC	Packaged Foods and Meats	NA
1/23/2020	Marroquin Organic International, Inc.	AGRANA Beteiligungs-Aktiengesellschaft	Packaged Foods and Meats	NA
1/16/2020	Sprecher Brewing Company, Inc.	Silicon Pastures LLC	Brewers	NA
		Lakeview Capital Inc.	Packaged Foods and Meats	
1/15/2020 1/14/2020	Mochi Ice Cream Company Portfolio of Wines of Niven Family Wine Estates	WX	Distillers and Vintners	NA NA
				NA
1/14/2020	Superior Ice Company Inc.	Arctic Glacier Income Fund	Soft Drinks	NA
1/10/2020	Limitless Coffee, LLC	Keurig Dr Pepper Inc.	Packaged Foods and Meats	NA
1/10/2020	Rizzuto Foods Inc.	Rich Products Corporation	Packaged Foods and Meats	NA
1/7/2020	Dunn's River Brands, LLC	Purity Organic, LLC	Packaged Foods and Meats	NA
1/7/2020	Selma's Cookies, Inc.	Byrd Cookie Company, Inc.	Packaged Foods and Meats	NA
1/6/2020	Bonny Doon Winery, Inc.	WarRoom Ventures, LLC	Distillers and Vintners	NA
1/3/2020	New plant in Portland	Blount Fine Foods Corp.	Packaged Foods and Meats	NA

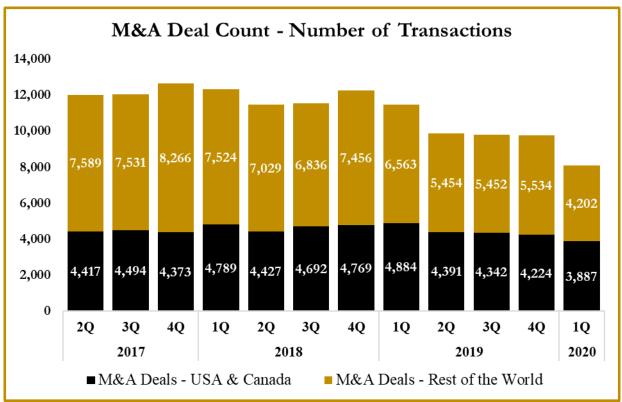
Source: Capital IQ

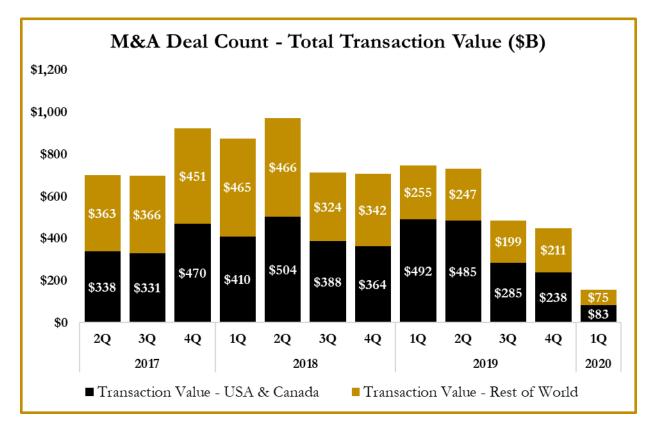
S&P Capital IQ - Sector Last 3 Month Equity Performance As of March 31, 2020



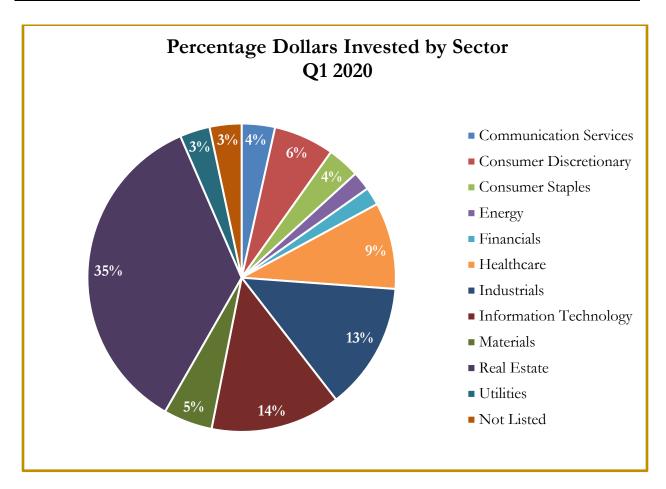
Note: The indices are derived from the equity performance of the S&P Capital IQ Sectors. Source: Capital IQ

M&A Deal Flow Statistics by S&P Capital IQ Sector As of March 31, 2020





M&A Deal Flow Statistics by S&P Capital IQ Sector As of March 31, 2020





About Us

Houlihan Capital is a leading, solutions-driven valuation, financial advisory and boutique investment banking firm. We pride ourselves on being thought leaders in an ever-changing landscape.

Houlihan Capital is SOC-compliant, a FINRA and SIPC member and committed to the highest levels of professional ethics and standards.

Valuation & Financial Advisory

We provide an array of services that include enterprise valuations, portfolio valuation, valuation of carried interest, transaction opinions, tax and financial reporting compliance, purchase price allocations, and a wide variety of consulting services through our Financial Advisory Group.

Investment Banking

Through our Investment Banking Group, we offer sell side/buy side advisory and capital raises. Through our Special Situations desk, we provide services that fit outside the archetypal verticals, including liquidity solutions, transactional advisory, and secondary market advisory and trading.

Litigation Support

Our team provides support for a wide variety of situations including commercial and shareholder disputes, derivatives and structured finance litigation, and fraudulent conveyance.

For additional information about our industry expertise and services, visit:

www.houlihancapital.com

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