



Industry Update
Food and Beverage
Q4 2020

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Financial Performance

Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile			LTM Operating Data		Forward Estimates		
		Price at 12/31/20	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2021 Est. Revenue	2021 Est. EBITDA
Processed Ingredients									
Archer-Daniels-Midland Company	ADM	\$50.41	96.8%	\$39,014	\$33,581	\$64,355	\$2,750	\$67,100	\$3,827
Bunge Limited	BG	\$65.58	98.3%	\$18,195	\$20,761	\$39,577	\$3,165	\$40,658	\$1,693
Darling Ingredients Inc.	DAR	\$57.68	97.8%	\$12,595	\$5,381	\$3,412	\$462	\$3,729	\$865
Ingredion Incorporated	INGR	\$78.67	79.1%	\$7,338	\$6,858	\$5,987	\$891	\$6,340	\$931
McCormick & Company, Incorporated	MKC	\$95.60	90.6%	\$28,730	\$12,090	\$5,601	\$1,181	\$6,018	\$1,311
Alcoholic Beverages									
The Boston Beer Company, Inc.	SAM	\$994.29	91.0%	\$13,540	\$1,312	\$1,577	\$298	\$2,379	\$480
Brown-Forman Corporation	BF.B	\$79.43	95.2%	\$36,490	\$6,350	\$3,346	\$1,170	\$3,605	\$1,293
Constellation Brands, Inc.	STZ	\$219.05	99.6%	\$54,893	\$27,631	\$8,565	\$3,263	\$8,389	\$3,232
Molson Coors Beverage Company	TAP	\$45.19	73.0%	\$18,943	\$28,675	\$9,846	\$2,268	\$10,208	\$2,252
Soft Drinks									
National Beverage Corp.	FIZZ	\$84.90	84.7%	\$4,735	\$751	\$1,050	\$225	\$1,090	\$240
Monster Beverage Corporation	MNST	\$92.48	99.9%	\$46,441	\$5,698	\$4,420	\$1,611	\$5,094	\$1,876
PepsiCo, Inc.	PEP	\$148.30	99.7%	\$229,779	\$92,041	\$68,557	\$12,583	\$73,385	\$14,413
Primo Water Corporation	PRMW	\$15.66	94.0%	\$4,342	\$3,661	\$2,488	\$357	\$2,071	\$376
The Coca-Cola Company	KO	\$54.84	91.2%	\$246,812	\$97,184	\$33,471	\$11,313	\$36,620	\$12,277

Financial Performance (cont.)

Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile			LTM Operating Data		Forward Estimates		
		Price at 12/31/20	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2021 Est. Revenue	2021 Est. EBITDA
Meat Processing									
Cal-Maine Foods, Inc.	CALM	\$37.54	80.5%	\$1,712	\$1,200	\$1,439	\$131	\$1,442	\$60
Hormel Foods Corporation	HRL	\$46.61	88.0%	\$26,120	\$9,908	\$9,608	\$1,342	\$10,006	\$1,416
Pilgrim's Pride Corporation	PPC	\$19.61	59.5%	\$7,301	\$7,469	\$12,038	\$728	\$12,748	\$1,020
Sanderson Farms, Inc.	SAFM	\$132.20	74.6%	\$3,146	\$1,849	\$3,564	\$182	\$3,865	\$248
Tyson Foods, Inc.	TSN	\$64.44	68.4%	\$34,723	\$34,741	\$43,185	\$5,013	\$44,274	\$4,388
Processed Branded Foods									
B&G Foods, Inc.	BGS	\$27.73	86.8%	\$3,879	\$3,279	\$1,928	\$355	\$2,052	\$399
Campbell Soup Company	CPB	\$48.35	84.0%	\$19,989	\$12,417	\$8,848	\$1,683	\$8,295	\$1,699
Conagra Brands, Inc.	CAG	\$36.26	92.2%	\$26,464	\$22,277	\$11,517	\$2,427	\$10,759	\$2,296
Fresh Del Monte Produce Inc.	FDP	\$24.07	64.2%	\$1,974	\$3,281	\$4,225	\$174	\$4,392	\$222
General Mills, Inc.	GIS	\$58.80	88.9%	\$47,368	\$32,308	\$18,287	\$3,979	\$17,706	\$3,705
Kellogg Company	K	\$62.23	85.4%	\$28,115	\$18,922	\$13,529	\$2,314	\$13,668	\$2,348
Mondelez International, Inc.	MDLZ	\$58.47	97.5%	\$96,866	\$67,810	\$26,581	\$5,423	\$28,191	\$5,910
Nestlé S.A.	NESN	\$117.84	92.6%	\$345,369	\$125,866	\$93,504	\$18,896	\$85,521	\$19,110

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Valuation Metrics

Return Profile, Trading Multiples

Company Name	Ticker	Return Profile						Trading Multiples	
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Processed Ingredients									
Archer-Daniels-Midland Company	ADM	2.9%	9.1%	-0.5%	4.3%	6.6%	0.9x	0.6x	14.2x
Bunge Limited	BG	8.6%	9.6%	-5.5%	8.0%	N/A	0.7x	0.5x	5.7x
Darling Ingredients Inc.	DAR	1.5%	19.1%	1.6%	13.5%	12.1%	1.3x	3.7x	27.3x
Ingredion Incorporated	INGR	6.6%	12.2%	-3.6%	14.9%	-1.9%	0.8x	1.2x	8.2x
McCormick & Company, Incorporated	MKC	5.7%	20.2%	4.7%	21.1%	3.5%	0.5x	5.1x	24.3x
	Mean	5.1%	14.0%	-0.6%	12.4%	5.1%	0.8x	2.2x	16.0x
	Median	5.7%	12.2%	-0.5%	13.5%	5.1%	0.8x	1.2x	14.2x
Alcoholic Beverages									
The Boston Beer Company, Inc.	SAM	12.6%	21.1%	34.3%	18.9%	37.5%	0.7x	8.6x	45.4x
Brown-Forman Corporation	BF.B	11.5%	42.5%	-1.7%	35.0%	-1.8%	0.8x	10.9x	31.2x
Constellation Brands, Inc.	STZ	6.8%	16.0%	4.0%	38.1%	8.1%	1.2x	6.4x	16.8x
Molson Coors Beverage Company	TAP	3.2%	4.4%	-6.3%	23.0%	4.2%	1.1x	1.9x	8.4x
	Mean	8.5%	21.0%	7.6%	28.8%	12.0%	1.0x	7.0x	25.4x
	Median	9.1%	18.5%	1.1%	29.0%	6.2%	1.0x	7.5x	24.0x
Soft Drinks									
National Beverage Corp.	FIZZ	19.7%	33.6%	7.6%	21.4%	34.0%	1.2x	4.5x	21.0x
Monster Beverage Corporation	MNST	17.9%	27.3%	7.6%	36.5%	9.9%	1.1x	10.5x	28.8x
PepsiCo, Inc.	PEP	7.8%	51.0%	3.8%	18.4%	-2.8%	0.6x	3.4x	18.3x
Primo Water Corporation	PRMW	2.5%	-9.9%	27.3%	14.3%	35.6%	1.4x	1.7x	12.2x
The Coca-Cola Company	KO	6.6%	40.8%	-7.0%	33.8%	-0.5%	0.6x	7.4x	21.8x
	Mean	10.9%	28.6%	7.8%	24.9%	15.3%	1.0x	5.5x	20.4x
	Median	7.8%	33.6%	7.6%	21.4%	9.9%	1.1x	4.5x	21.0x

Valuation Metrics (cont.)

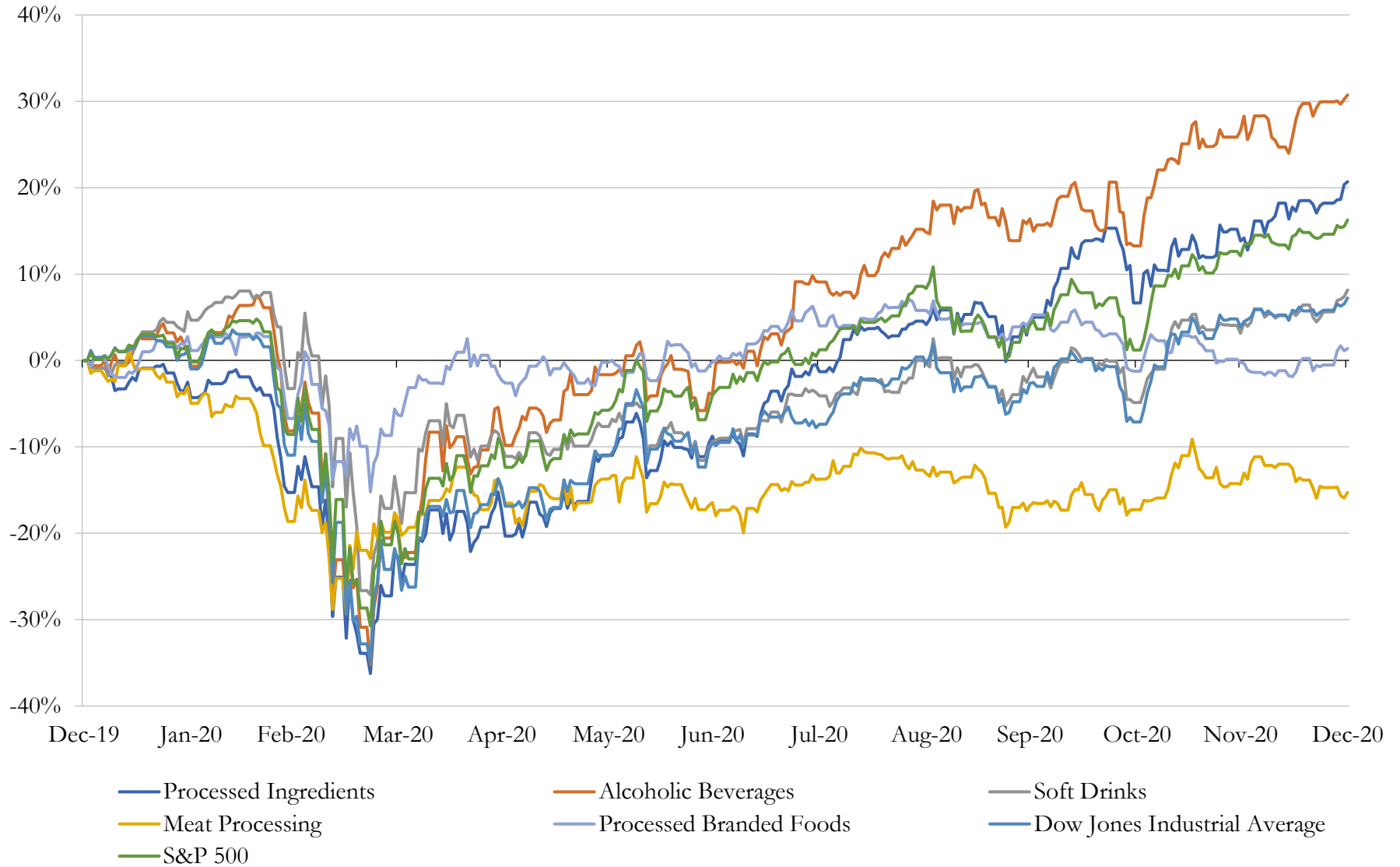
Return Profile, Trading Metrics

Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Meat Processing									
Cal-Maine Foods, Inc.	CALM	3.8%	6.9%	18.2%	9.1%	N/A	-0.2x	1.2x	13.1x
Hormel Foods Corporation	HRL	7.9%	14.7%	1.2%	14.0%	2.8%	-0.1x	2.7x	19.5x
Pilgrim's Pride Corporation	PPC	3.6%	7.9%	9.4%	6.0%	-19.8%	1.1x	0.6x	10.0x
Sanderson Farms, Inc.	SAFM	0.9%	2.0%	3.6%	5.1%	-10.7%	0.6x	0.9x	17.3x
Tyson Foods, Inc.	TSN	7.1%	14.4%	1.8%	11.6%	26.0%	0.8x	0.8x	6.9x
	Mean	4.7%	9.2%	6.8%	9.2%	-0.4%	0.5x	1.2x	13.4x
	Median	3.8%	7.9%	3.6%	9.1%	-4.0%	0.6x	0.9x	13.1x
Processed Branded Foods									
B&G Foods, Inc.	BGS	5.4%	15.4%	17.0%	18.4%	23.9%	0.5x	2.0x	10.9x
Campbell Soup Company	CPB	6.7%	36.4%	9.4%	19.0%	15.5%	0.6x	2.3x	11.9x
Conagra Brands, Inc.	CAG	5.8%	13.8%	9.4%	21.1%	12.0%	0.8x	2.3x	10.9x
Fresh Del Monte Produce Inc.	FDP	1.5%	1.2%	-6.3%	4.1%	-17.7%	0.7x	0.5x	11.3x
General Mills, Inc.	GIS	6.8%	27.0%	9.0%	21.8%	6.9%	0.6x	2.6x	11.9x
Kellogg Company	K	6.3%	35.1%	-1.0%	17.1%	5.7%	0.6x	2.1x	12.1x
Mondelez International, Inc.	MDLZ	4.1%	13.0%	2.8%	20.4%	5.4%	0.6x	3.6x	17.9x
Nestlé S.A.	NESN	7.6%	28.7%	-5.1%	20.2%	-4.9%	0.2x	3.7x	18.3x
	Mean	5.5%	21.3%	4.4%	17.8%	5.8%	0.6x	2.4x	13.2x
	Median	6.0%	21.2%	5.9%	19.6%	6.3%	0.6x	2.3x	11.9x

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LTM Equity Performance

Major Indexes



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Recent M&A Activity

Last Twelve (12) Months as of December 31, 2020

(USD in millions)

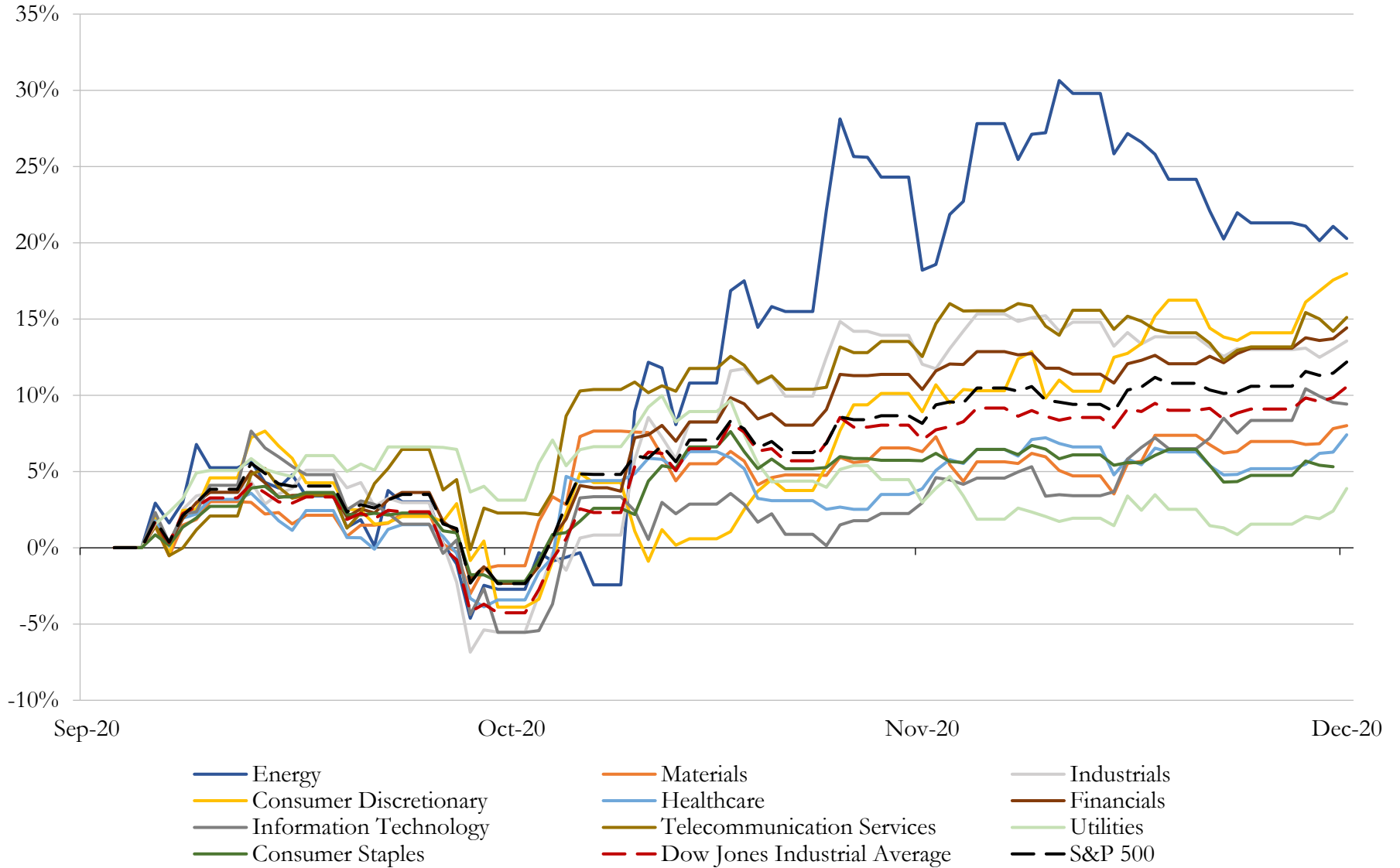
Close Date	Target	Acquirer	Implied TEV
Apr-20	Rockstar, Inc.	PepsiCo, Inc.	\$4,700
Jan-20	All Assets of Bumble Bee	F.C.F. Fishery Co., Ltd.	\$926
Nov-20	The Cholula Food Company Inc.	McCormick & Company, Incorporated	\$800
Feb-20	Primo Water Corporation	Cott Corporation (nka:Primo Water Corporation)	\$773
Dec-20	Crisco® Oils and Shortening Business of The J. M. Smucker Company	B&G Foods North America, Inc.; B&G Foods Canada, ULC	\$550
Dec-20	Truco Enterprises, LP	Heron Holding Corporation	\$480
May-20	Assets of Dean Foods Company	Dairy Farmers of America, Inc.	\$433
Feb-20	S&D Coffee, Inc.	Westrock Coffee Company, LLC	\$405
Jun-20	Flavors Holdings Inc.	Act II Global Acquisition Corp. (nka:Whole Earth Brands, Inc.)	\$388
Sep-20	Craft Brew Alliance, Inc.	Anheuser-Busch Companies, LLC	\$379
Nov-20	SweetWater Brewing Company, Inc.	Aphria Inc.	\$366
Jul-20	Nearly All of the Assets of Borden Dairy Company	KKR & Co. Inc.; Capitol Peak Partners, LLC	\$340
Mar-20	Sadler's Smokehouse, Ltd.	Hormel Foods Corporation	\$271
Dec-20	Certain Assets of its Dry Pasta and Noodles Business in USA	American Italian Pasta Company	\$243
Apr-20	Five Production Facilities and Ledbetter Branded Retail Products of Empire	JBS USA Food Company, LLC	\$238
Feb-20	Kronos Foods Corp.	Entrepreneurial Equity Partners, L.P.	\$190
Oct-20	Silva International, Inc.	Universal Corporation	\$170
Nov-20	Irwindale Brewery Facility of MillerCoors LLC	Pabst Brewing Company, LLC	\$150
Jun-20	North American Buitoni® business of Nestlé USA, Inc.	Buitoni Food Company	\$115
Jan-20	Arizona Production & Packaging LLC	Refresco Group B.V.	\$110
Jan-20	NORPAC Quincy, Washington plant	Oregon Potato Co.	\$107
Nov-20	Swerve, L.L.C./Swerve IP, L.L.C	Whole Earth Brands, Inc.	\$80
Dec-19	Hughson Nut, Inc.	Olam International Limited	\$54
Jan-20	Lender Bagel Business of Conagra Brands, Inc.	Bimbo Bakeries USA, Inc.	\$33
Jan-20	EnviroFlight, LLC	Darling Ingredients Inc.	\$24
Feb-20	Substantially all of the assets of Cambridge Packing Company, Inc.	The Chefs' Warehouse, Inc.	\$20
Feb-20	SFFI Company, Inc.	Renaissance Food Group, LLC	\$19
May-20	McArthur Dairy Assets in Florida of Dean Foods Company	N/A	\$17
Oct-20	Kona Brewing Co., Inc.	PV Brewing Partners, LLC	\$16
Jul-20	Lamb Processing Facility of Mountain States Rosen	JBS USA Holdings, Inc.	\$14

Source: Capital IQ

5 Change in Market Capitalization by Sector

Last Three (3) Months as of December 31, 2020

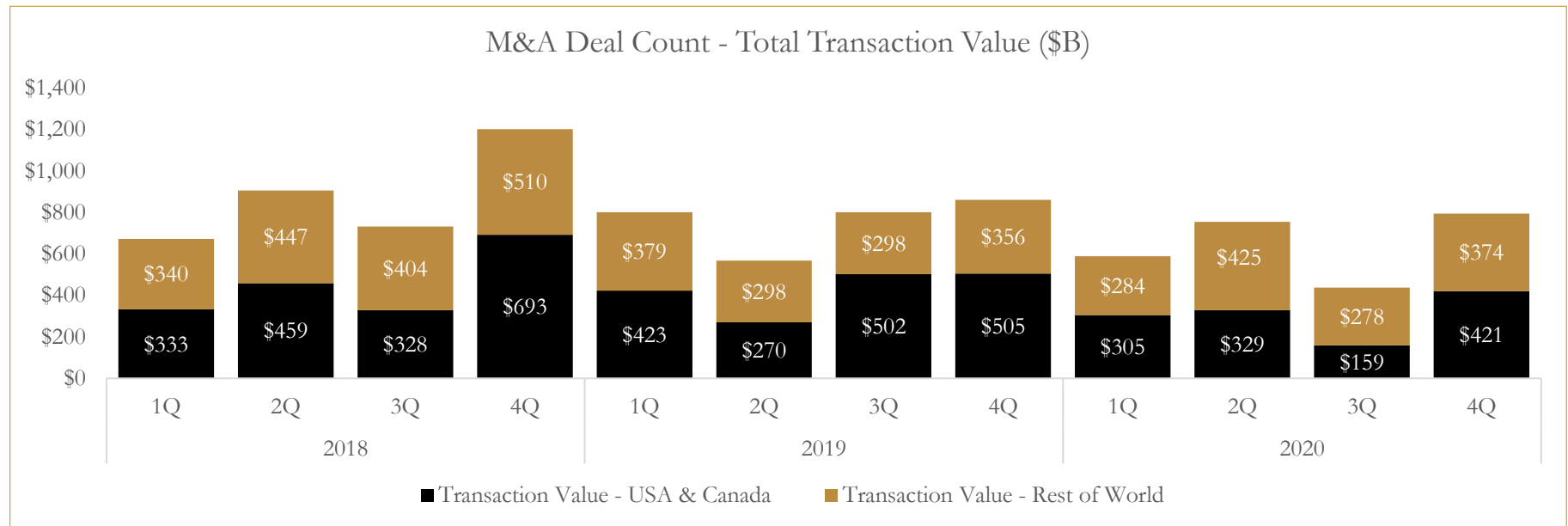
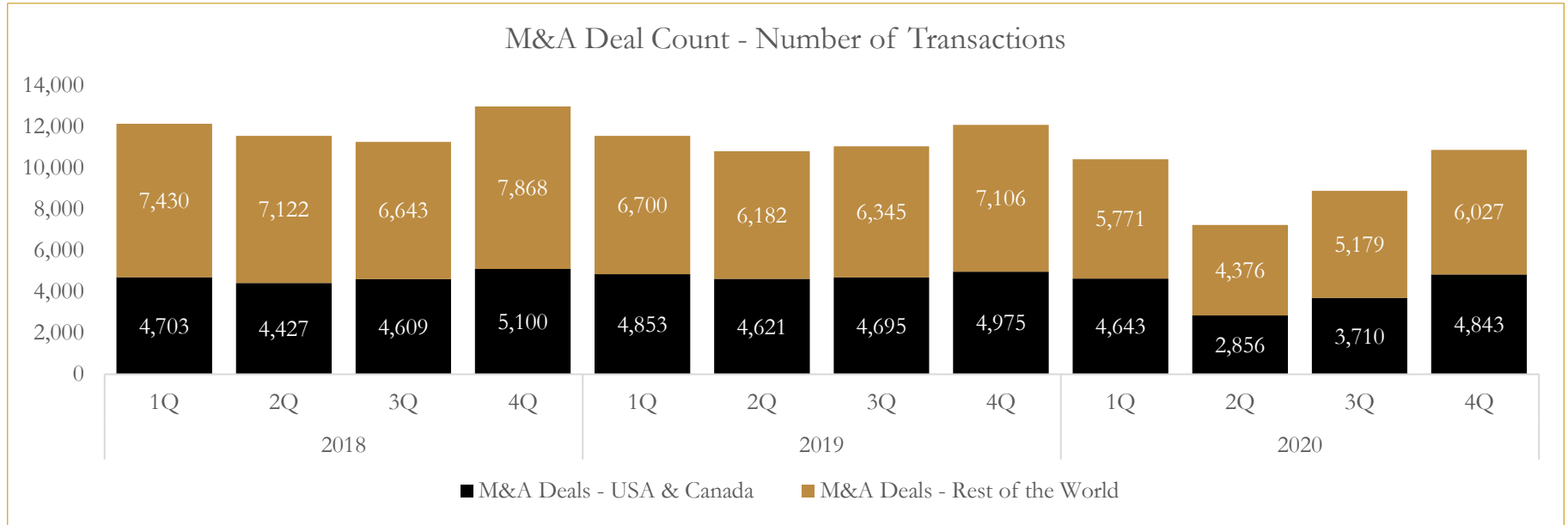
Change in Market Cap by S&P Capital IQ Sector



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M&A Deal Flow Statistics

Last Three (3) Years as of December 31, 2020



About Houlihan Capital

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.

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

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