



Industry Update
Food and Beverage
Q3 2022

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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 09/30/22	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2022 Est. Revenue	2022 Est. EBITDA
Processed Ingredients									
Archer-Daniels-Midland Company	ADM	\$80.45	81.4%	\$62,108	\$61,828	\$94,364	\$4,870	\$97,875	\$6,172
McCormick & Company, Incorporated	MKC	\$71.27	66.4%	\$24,913	\$12,941	\$6,385	\$1,137	\$6,418	\$1,162
Bunge Limited	BG	\$82.57	64.3%	\$21,110	\$27,419	\$64,613	\$2,908	\$69,051	\$3,063
Darling Ingredients Inc.	DAR	\$66.15	75.5%	\$15,488	\$8,027	\$5,513	\$1,008	\$6,374	\$1,670
Ingredion Incorporated	INGR	\$80.52	79.0%	\$7,655	\$7,389	\$7,454	\$917	\$7,927	\$989
Alcoholic Beverages									
Constellation Brands, Inc.	STZ	\$229.68	87.8%	\$54,018	\$24,281	\$9,441	\$3,532	\$9,502	\$3,495
Brown-Forman Corporation	BF.B	\$66.57	85.2%	\$32,090	\$6,521	\$4,034	\$1,370	\$4,081	\$1,355
Molson Coors Beverage Company	TAP	\$47.99	79.8%	\$17,411	\$27,388	\$10,578	\$1,839	\$10,725	\$2,071
The Boston Beer Company, Inc.	SAM	\$323.65	58.1%	\$4,744	\$1,531	\$1,991	\$147	\$2,042	\$239
Soft Drinks									
The Coca-Cola Company	KO	\$56.02	83.4%	\$275,002	\$93,169	\$41,322	\$13,228	\$42,035	\$13,533
PepsiCo, Inc.	PEP	\$163.26	90.2%	\$271,087	\$94,461	\$83,644	\$15,156	\$84,769	\$14,976
Monster Beverage Corporation	MNST	\$86.96	87.1%	\$43,718	\$8,175	\$6,009	\$1,690	\$6,440	\$1,697
National Beverage Corp.	FIZZ	\$38.54	59.6%	\$3,864	\$456	\$1,144	\$203	\$1,164	\$190
Primo Water Corporation	PRMW	\$12.62	68.4%	\$3,796	\$3,629	\$2,166	\$367	\$2,217	\$418

Source: Capital IQ

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 09/30/22	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2022 Est. Revenue	2022 Est. EBITDA
Meat Processing									
Tyson Foods, Inc.	TSN	\$65.93	65.5%	\$30,722	\$36,245	\$52,356	\$7,099	\$53,361	\$5,187
Hormel Foods Corporation	HRL	\$45.44	82.5%	\$27,020	\$13,140	\$12,630	\$1,552	\$12,654	\$1,566
Pilgrim's Pride Corporation	PPC	\$23.02	66.4%	\$8,260	\$9,323	\$16,738	\$2,020	\$17,297	\$1,662
Cal-Maine Foods, Inc.	CALM	\$55.59	88.7%	\$2,590	\$1,555	\$2,111	\$411	\$2,419	\$589
Processed Branded Foods									
Nestlé S.A.	NESN	\$109.10	82.5%	\$338,326	\$144,105	\$95,616	\$18,927	\$94,983	\$19,917
Mondelez International, Inc.	MDLZ	\$54.83	78.9%	\$96,295	\$66,014	\$29,878	\$6,019	\$30,469	\$5,943
General Mills, Inc.	GIS	\$76.61	94.3%	\$56,944	\$31,107	\$19,171	\$3,762	\$19,310	\$3,860
Kellogg Company	K	\$69.66	90.5%	\$32,370	\$18,937	\$14,578	\$2,450	\$14,882	\$2,329
Conagra Brands, Inc.	CAG	\$32.63	88.3%	\$25,673	\$22,220	\$11,787	\$1,833	\$11,963	\$2,281
Campbell Soup Company	CPB	\$47.12	90.7%	\$20,006	\$11,892	\$8,562	\$1,595	\$8,888	\$1,670
B&G Foods, Inc.	BGS	\$16.49	48.1%	\$3,359	\$3,917	\$2,098	\$261	\$2,136	\$301
Fresh Del Monte Produce Inc.	FDP	\$23.24	68.4%	\$1,923	\$3,396	\$4,371	\$169	\$4,459	\$189

Source: Capital IQ

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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	4.3%	15.7%	25.9%	5.2%	39.9%	0.8x	0.7x	12.8x
McCormick & Company, Incorporated	MKC	4.6%	15.4%	3.9%	17.8%	-9.7%	0.6x	3.9x	21.9x
Bunge Limited	BG	5.9%	20.8%	26.4%	4.5%	21.3%	0.6x	0.3x	7.3x
Darling Ingredients Inc.	DAR	6.1%	20.8%	33.9%	18.3%	51.2%	1.2x	2.8x	15.4x
Ingredion Incorporated	INGR	6.1%	15.1%	15.2%	12.3%	-5.9%	0.8x	1.0x	8.3x
	Mean	5.4%	17.6%	21.1%	11.6%	19.4%	0.8x	1.7x	13.1x
	Median	5.9%	15.7%	25.9%	12.3%	21.3%	0.8x	1.0x	12.8x
Alcoholic Beverages									
Constellation Brands, Inc.	STZ	8.0%	1.4%	7.4%	37.4%	8.6%	1.0x	5.7x	15.3x
Brown-Forman Corporation	BF.B	12.3%	32.6%	11.6%	34.0%	21.2%	0.7x	8.0x	23.4x
Molson Coors Beverage Company	TAP	2.5%	5.4%	7.0%	17.4%	-21.9%	0.9x	1.6x	9.5x
The Boston Beer Company, Inc.	SAM	2.8%	2.6%	-8.3%	7.4%	-38.3%	0.9x	2.4x	32.3x
	Mean	6.4%	10.5%	4.4%	24.0%	-7.6%	0.9x	4.4x	20.1x
	Median	5.4%	4.0%	7.2%	25.7%	-6.6%	0.9x	4.1x	19.4x
Soft Drinks									
The Coca-Cola Company	KO	8.1%	39.2%	13.5%	32.0%	1.5%	0.6x	6.7x	20.8x
PepsiCo, Inc.	PEP	8.4%	55.7%	9.1%	18.1%	4.4%	0.6x	3.2x	17.9x
Monster Beverage Corporation	MNST	13.4%	19.3%	16.7%	28.1%	-8.7%	0.9x	7.3x	25.9x
National Beverage Corp.	FIZZ	21.5%	41.7%	4.9%	17.8%	-18.5%	1.0x	3.4x	19.0x
Primo Water Corporation	PRMW	2.3%	-1.1%	6.9%	17.0%	3.2%	1.2x	1.8x	10.3x
	Mean	10.7%	31.0%	10.2%	22.6%	-3.6%	0.8x	4.5x	18.8x
	Median	8.4%	39.2%	9.1%	18.1%	1.5%	0.9x	3.4x	19.0x

Source: Capital IQ

Valuation Metrics (cont.)

Return Profile, Trading Metrics

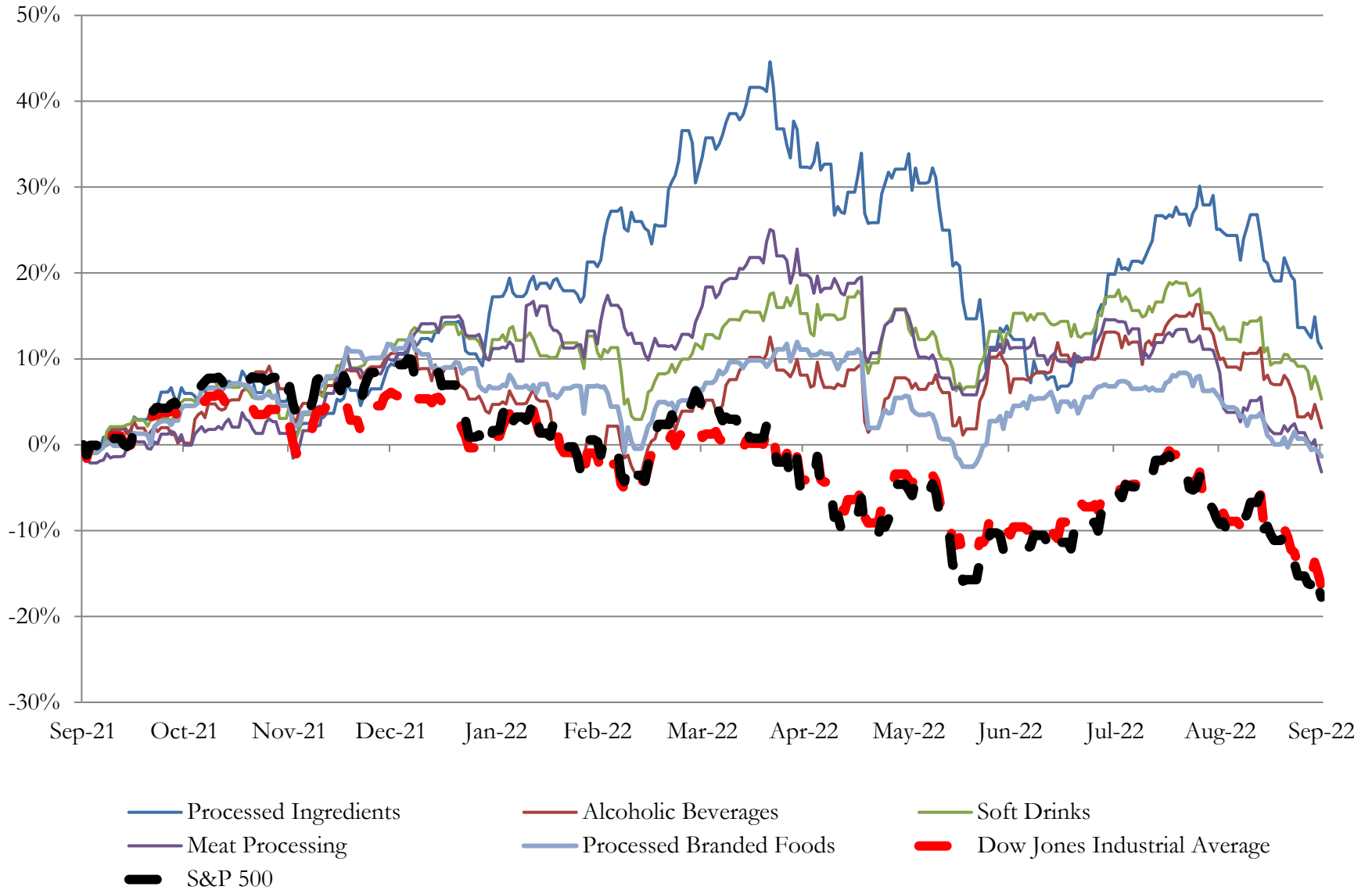
Company Name	Ticker	Return Profile						Trading Multiples	
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Meat Processing									
Tyson Foods, Inc.	TSN	10.3%	22.5%	14.6%	13.6%	45.4%	0.7x	0.6x	4.3x
Hormel Foods Corporation	HRL	6.4%	14.2%	22.0%	12.3%	16.2%	0.2x	2.1x	17.4x
Pilgrim's Pride Corporation	PPC	11.9%	27.1%	27.7%	12.1%	170.7%	1.0x	0.5x	4.1x
Cal-Maine Foods, Inc.	CALM	15.5%	25.2%	52.8%	19.5%	1469.2%	-0.1x	1.2x	6.3x
	Mean	11.0%	22.2%	29.3%	14.3%	425.4%	0.4x	1.1x	8.0x
	Median	11.1%	23.9%	24.9%	12.9%	108.0%	0.4x	0.9x	5.3x
Processed Branded Foods									
Nestlé S.A.	NESN	7.3%	36.1%	7.0%	19.8%	9.4%	0.3x	3.5x	17.9x
Mondelez International, Inc.	MDLZ	4.6%	14.1%	7.3%	20.1%	-2.4%	0.6x	3.2x	16.0x
General Mills, Inc.	GIS	6.3%	27.3%	4.7%	19.6%	-8.0%	0.3x	3.0x	15.1x
Kellogg Company	K	6.7%	35.3%	3.9%	16.8%	1.7%	0.4x	2.2x	13.2x
Conagra Brands, Inc.	CAG	4.5%	6.7%	5.6%	15.6%	-17.6%	0.6x	2.2x	14.0x
Campbell Soup Company	CPB	6.7%	23.3%	1.0%	18.6%	-29.2%	0.4x	2.3x	12.5x
B&G Foods, Inc.	BGS	2.9%	4.5%	6.2%	12.4%	-22.4%	0.5x	1.6x	12.9x
Fresh Del Monte Produce Inc.	FDP	1.3%	1.9%	3.5%	3.9%	-25.9%	0.6x	0.4x	11.4x
	Mean	5.0%	18.6%	4.9%	15.9%	-11.8%	0.5x	2.3x	14.1x
	Median	5.5%	18.7%	5.2%	17.7%	-12.8%	0.4x	2.3x	13.6x

Source: Capital IQ

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LTM Equity Performance

Major Indexes



Source: Capital IQ

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Recent M&A Activity

Last Twelve (12) Months as of September 30, 2022

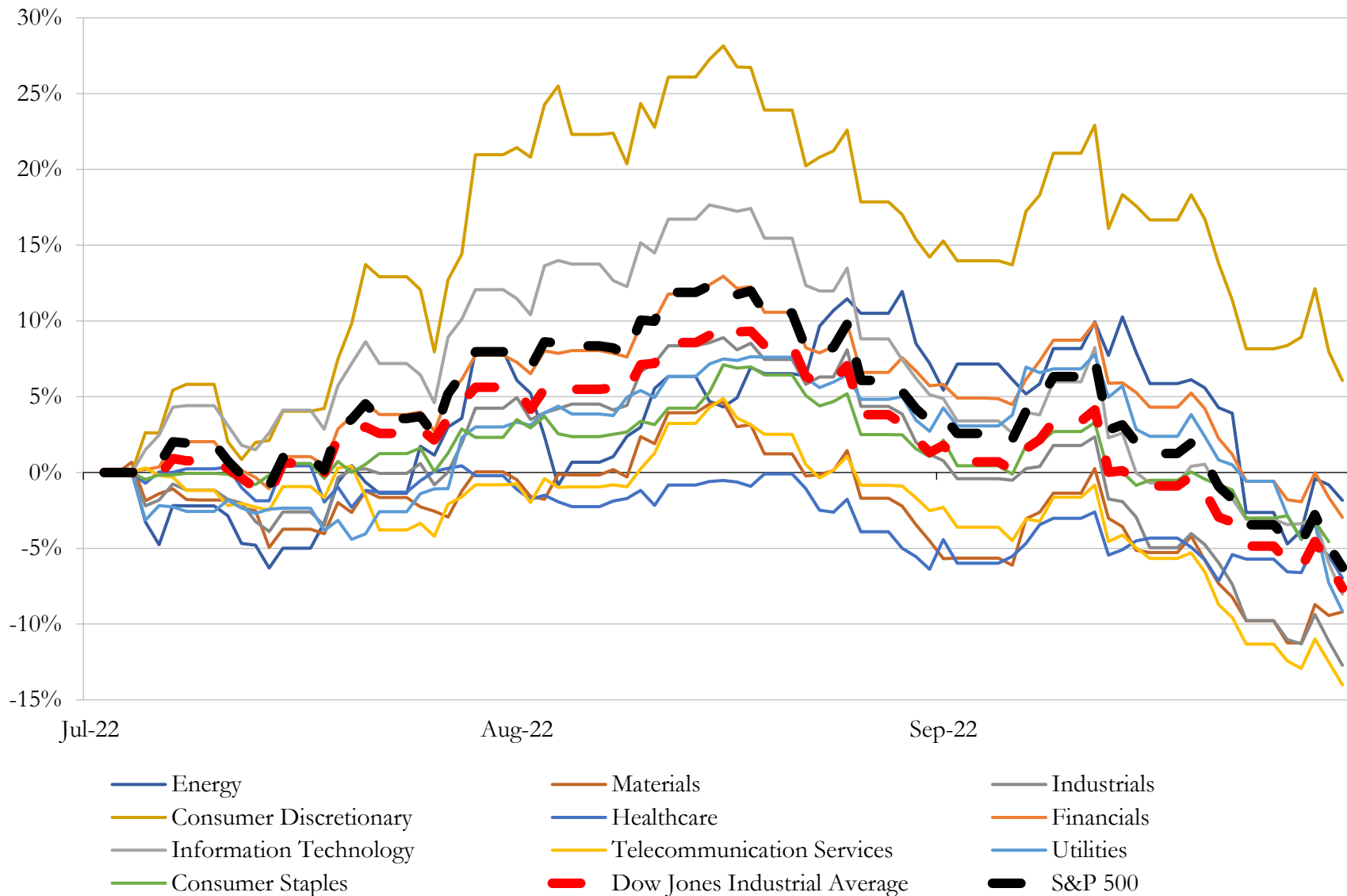
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
Nov-21	BA Sports Nutrition, LLC	The Coca-Cola Company	\$6,588
Nov-21	Natural Cheese Business of The Kraft Heinz Company	Groupe Lactalis S.A.	\$3,200
Aug-22	Clif Bar & Company	Mondelez International, Inc.	\$2,900
Oct-21	International Wine & Spirits Ltd.	Sycamore Partners Management, L.P.	\$1,200
Oct-21	Bettera Brands, LLC	Catalent Pharma Solutions, Inc.	\$1,000
Dec-21	Dot's Pretzels, LLC	The Hershey Company	\$894
Oct-21	First Choice Ingredients, Inc.	Koninklijke DSM N.V.	\$461
Dec-21	Frank Family Vineyards, LLC	Treasury Wine Estates Limited	\$315
Dec-21	Pretzels, Inc.	The Hershey Company	\$304
Dec-21	That's How We Roll LLC	The Hain Celestial Group, Inc.	\$261
Dec-21	Clover Stornetta Farms, Inc.	Alpina Productos Alimenticios S.A.	\$200
Dec-21	Oxbow Enterprises, Inc.	Manna Pro Products, LLC	\$135
Dec-21	Double Diamond Distillery LLC	Tilray, Inc. (nka:Tilray Brands, Inc.)	\$118
Oct-21	Shank's Extracts, Inc.	Universal Corporation	\$116
Aug-22	Certain Assets Associated with the Kitchen Basics Brand of Ready-to-use Stock	Del Monte Foods, Inc.	\$99
Dec-21	GlobalOne Pet Products LLC	Nextmune AB	\$80
Dec-21	R.W. Garcia Co. Inc.	Utz Brands, Inc.	\$58
Nov-21	California Cider Company, Inc.	Vintage Wine Estates, Inc.	\$47
Jan-22	Meier's Wine Cellars, Inc.	Vintage Wine Estates, Inc.	\$35
Dec-21	Private Label Dry Pet Food Business and Manufacturing Facility of The J. M.	Schell & Kampeter, Inc.	\$33
Nov-21	PataFoods, Inc.	Eat Well Investment Group Inc.	\$13
Jan-22	Business Assets of Betterer Foods, Inc.	The Planting Hope Company Inc.	\$7
Aug-22	Powell & Mahoney, Ltd.	Fevertree Drinks PLC	\$6
Dec-21	Substantially All Assets of Olive Branch, LLC	MamaMancini's Holdings, Inc.	\$1
Oct-21	Dune, Inc.	Cretd Partners	\$1
Sep-21	Big Swig, Inc.	Yooma Wellness Inc.	\$1
Sep-22	Agostini Bakery, Inc.	N/A	N/A
Sep-22	Sweet Reason Beverage Co.	SOCALI Manufacturing, Inc	N/A
Sep-22	Trans American Aquaculture, LLC	Gold River Productions, Inc.	N/A
Sep-22	Spice Chain Corporation	iSpice Foods Inc	N/A

Source: Capital IQ

5 Change in Market Capitalization by Sector

Last Three (3) Months as of September 30, 2022

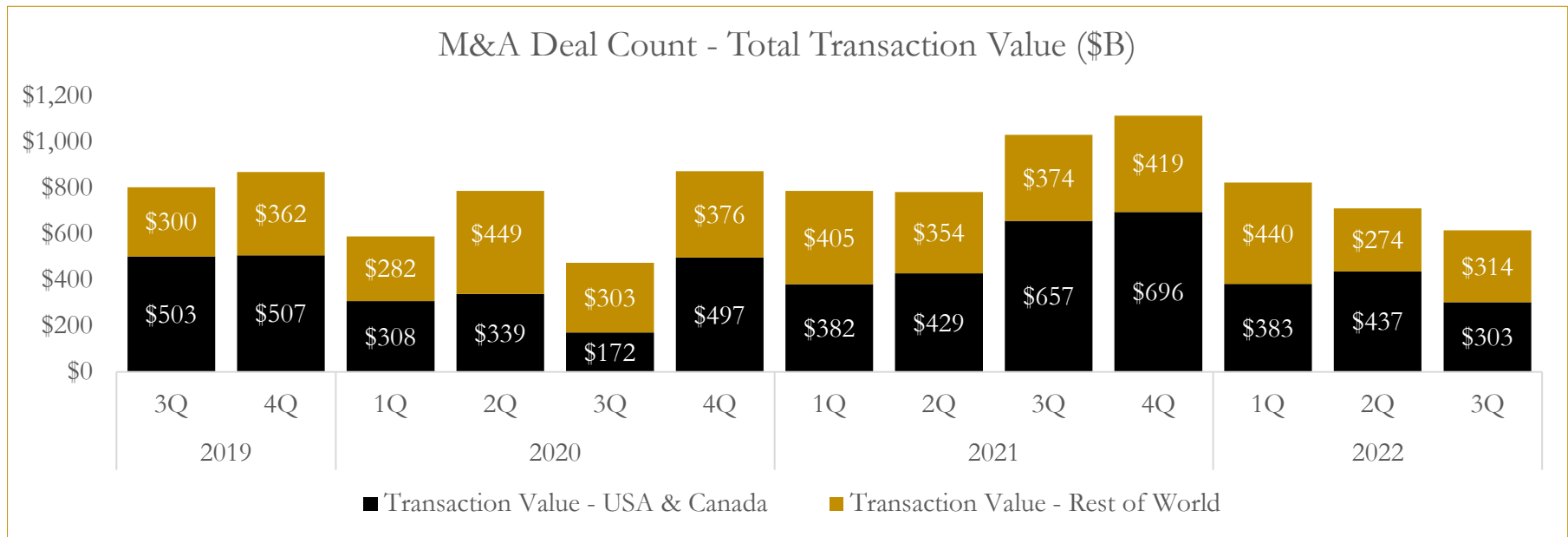
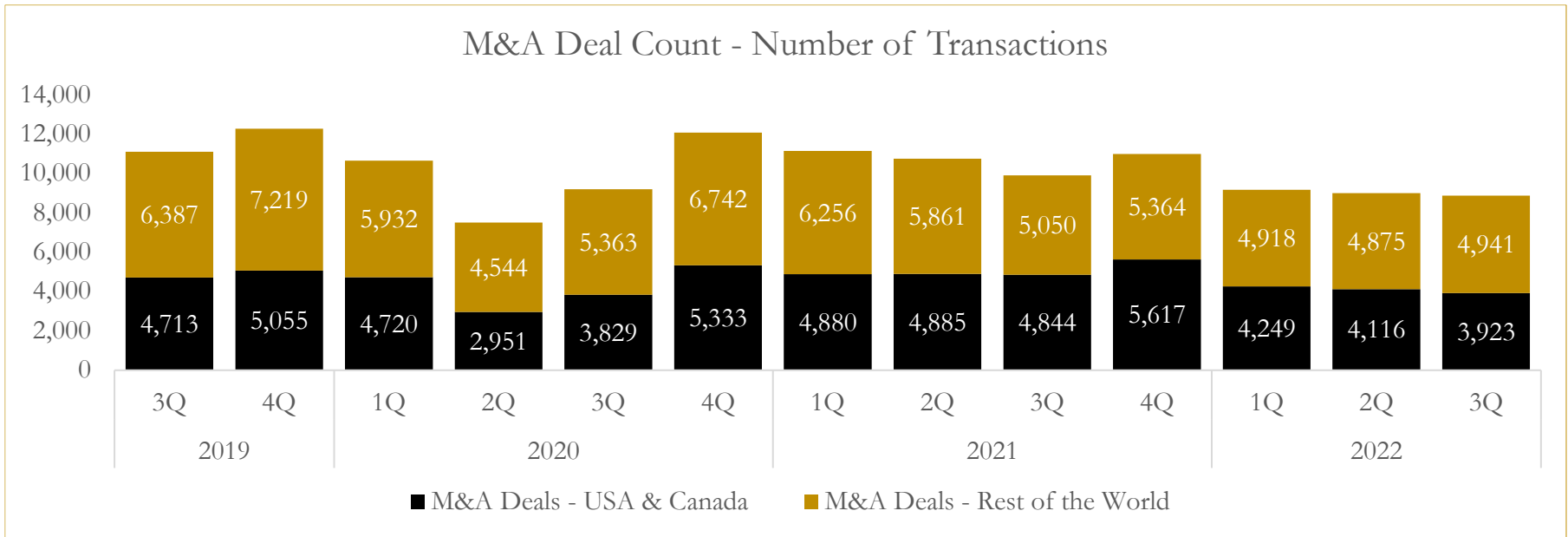


Source: Capital IQ

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M&A Deal Flow Statistics

Last Three (3) Years as of September 30, 2022



Source: Capital IQ

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.

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.

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