

M&A Update

Agribusiness

June 2021

Key Highlights

M&A in the United States

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M&A in the Agribusiness Sector

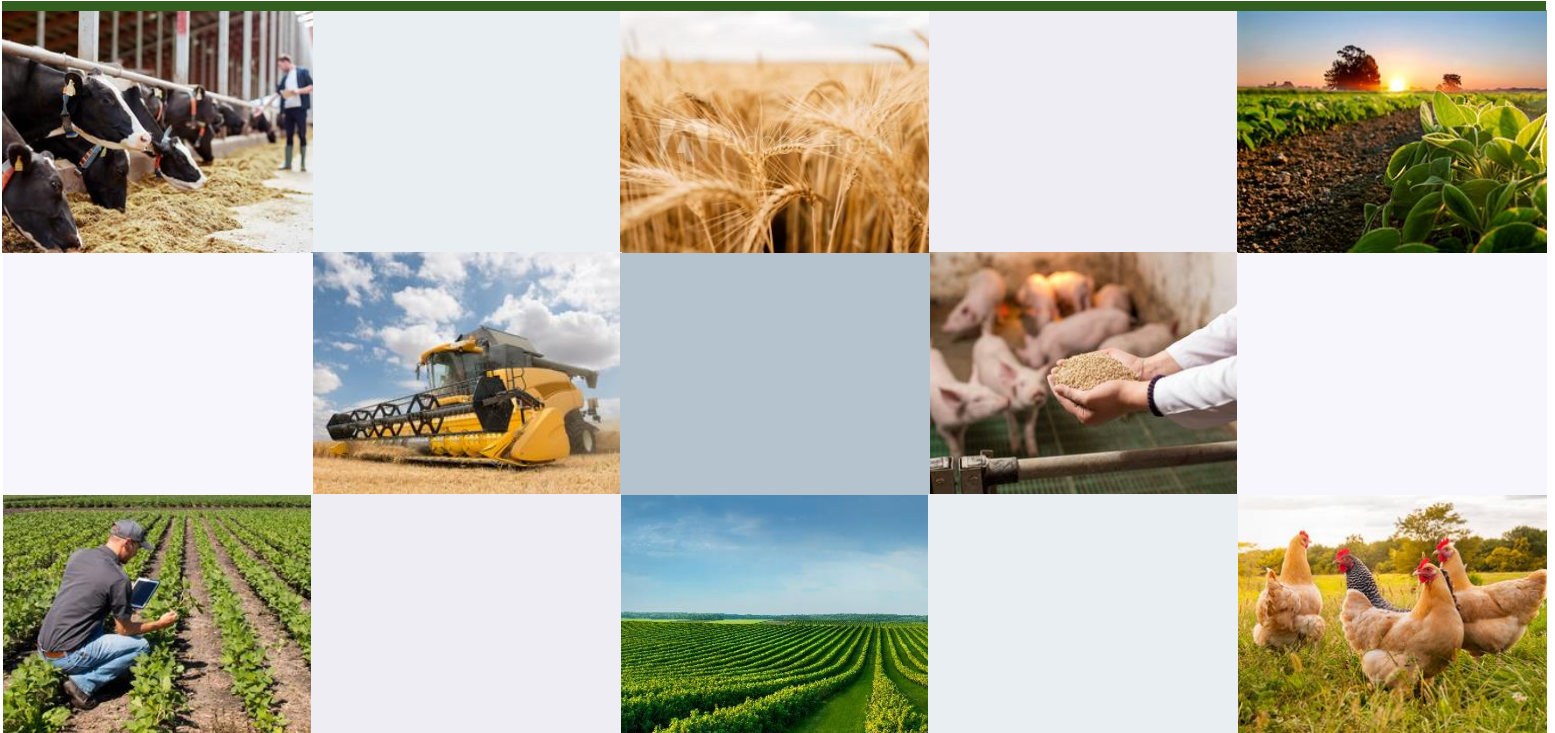
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Notable Transactions

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Public Markets

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M&A in the United States

Deal Activity & Valuations

Deal Activity

U.S. mergers and acquisitions activity in the first half of 2021 increased 36% on a year-over-year basis, reflecting a markedly different environment than the first half of 2020 when COVID-19 stalled transactions. Pent-up demand for transactions coupled with continued lower interest rates, an abundance of capital reserves and anticipated increases in tax rates resulted in a deal value record for the first six months of the year.

9,592
M&A Deals

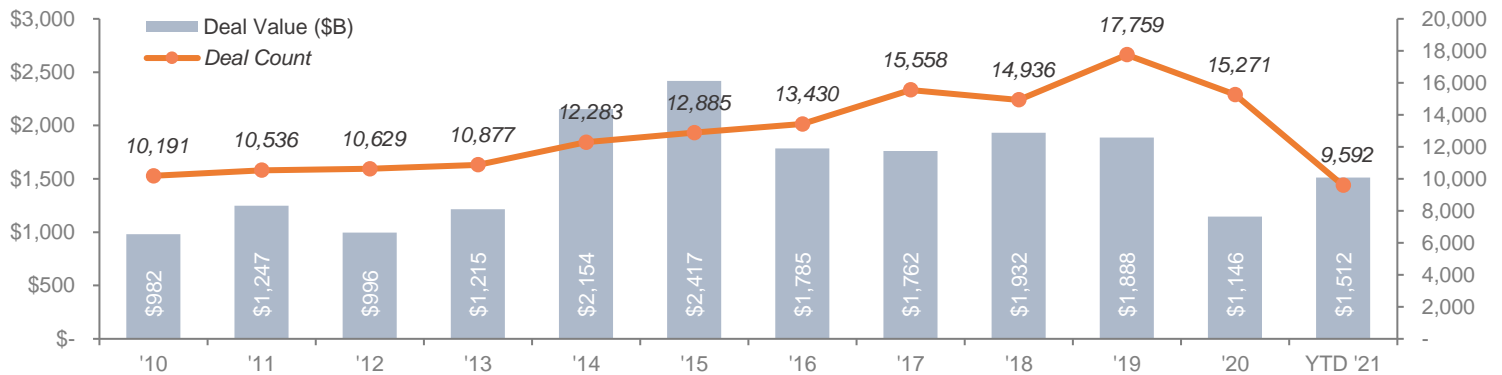
▲ 36% YoY
growth

\$1.5 Trillion
Deal Value

▲ 413% YoY
growth

Total M&A Deal Volume & Value in the United States

\$ in Billions; Year to date through June 30, 2021



Valuations

COVID-19 caused a significant drop in both M&A activity as well as overall valuations throughout 2020. However, due to a number of market factors, valuations bounced back in late 2020 and has remained elevated in 2021. Attractive assets that have been less impacted by COVID-19 or have a strong growth projection as the economy rebounds are demanding high valuations. Additionally, public market valuations have increased as more money is invested into the equity markets.

10.7x

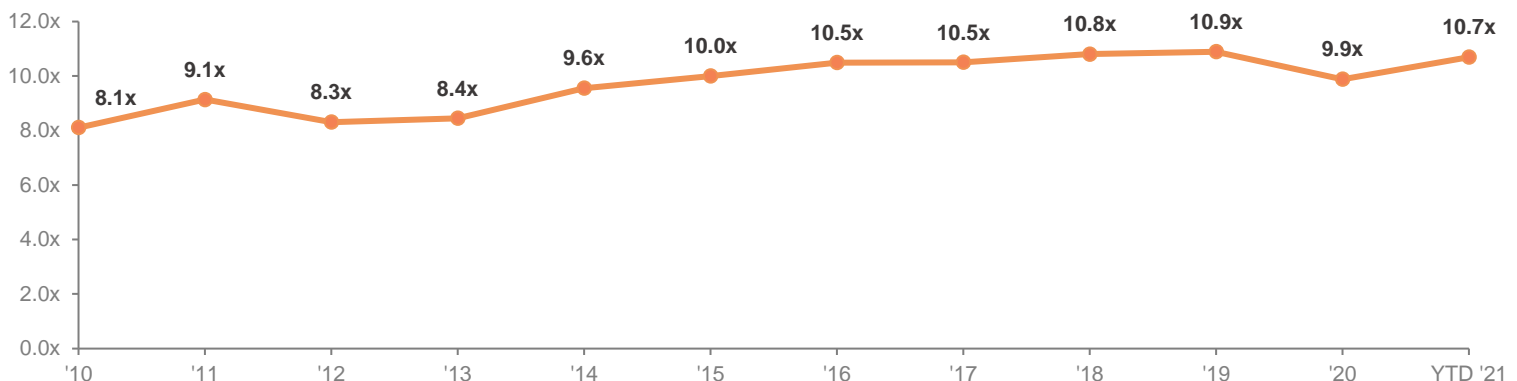
Current Median
EV / EBITDA

10.7x

5-Year Median
EV / EBITDA

Median Enterprise Value (EV) / EBITDA Valuation Multiple

Only includes transactions with disclosed financial terms; Year to date through June 30, 2021



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: YoY = Year-over-year; Enterprise Value = Market Cap + Debt – Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization

M&A in the Agribusiness Sector

Sector Snapshot

Industries in the U.S. Agribusiness Sector

Agricultural Products & Services

- Dairy
- Grains
- Crop Inputs
- Machinery & Equipment Manufacturing
- Machinery & Equipment Distribution
- Agricultural Services

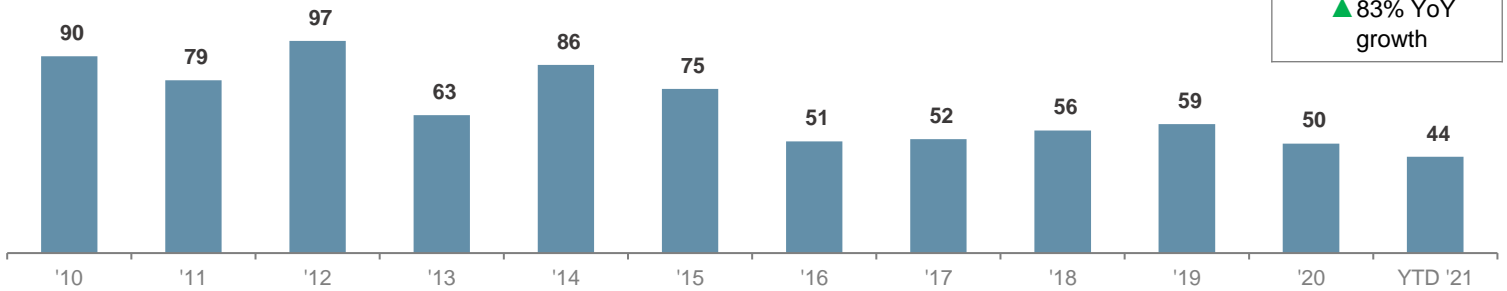
Livestock

- Livestock Feed
- Livestock & Animal Specialties

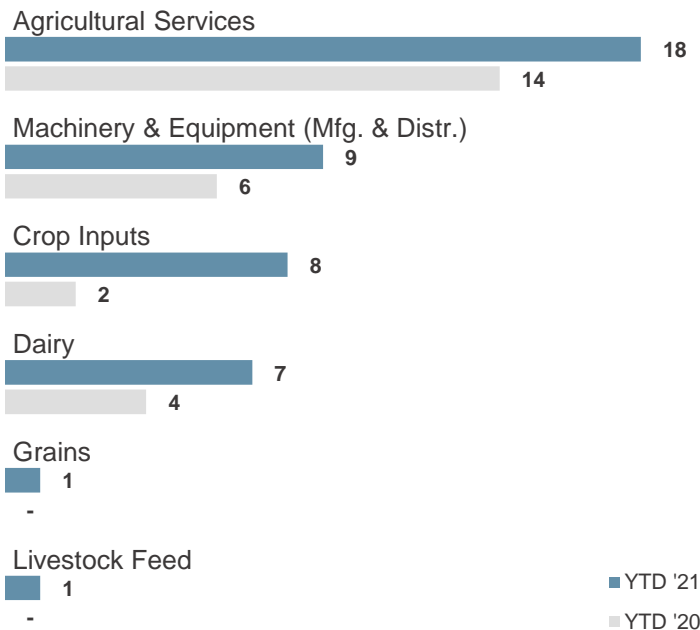
Sector M&A Deal Volume

Sector Deal Volume

Year to date through June 30, 2021



M&A Deal Volume by Industry



M&A Deal Volume by U.S. Region



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research
 Definitions: YoY = Year-over-year

M&A in the Agribusiness Sector

Notable Deals & Buyer Mix

Notable Deals

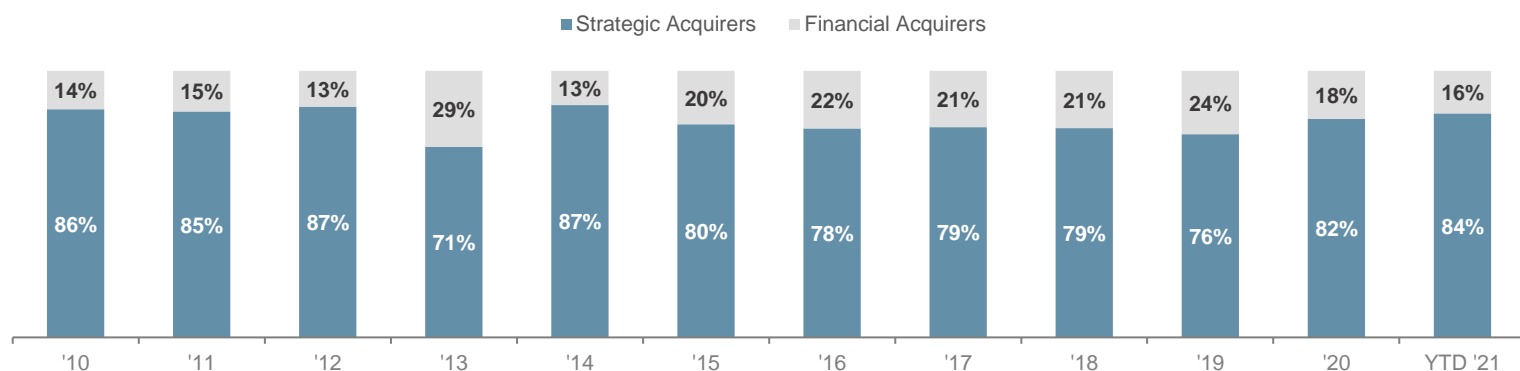
Date	Company	Acquirer	Enterprise Value (EV) (\$ in MM)	Implied EV / Revenue	Implied EV / EBITDA
Jun 2021	Baytree Landscape Contractors, Inc.	BrightView Holdings, Inc. (NYSE:BV)	-	-	-
Jun 2021	Starwest Botanicals, Inc.	Incline Management, L.P.	-	-	-
Apr 2021	Field 16, LLC	Hydrofarm Holdings Group, Inc. (NasdaqGS:HYFM)	\$79	-	-
Apr 2021	Franklin Equipment, LLC	United Rentals, Inc. (NYSE:URI)	-	-	-
Apr 2021	Root AI, Inc.	AppHarvest, Inc. (NasdaqGS:APPH)	\$53	-	-
Apr 2021	Custom Veterinary Services, inc.	Align Capital Partners, LP	-	-	-
Feb 2021	McCall Service Inc.	Rollins, Inc. (NYSE:ROL)	-	-	-
Feb 2021	HopsHarvester LLC	Harris Seeds Company	-	-	-
Jan 2021	Verdesian Life Sciences LLC	AEA Investors LP	-	-	-
Jan 2021	Cutting Edge Property Maintenance, Inc.	BrightView Holdings, Inc. (NYSE:BV)	-	-	-

Note: This table includes only a sample of relevant transactions in the context of M&A activity in the sector. It is not meant to be all-inclusive.

Buyer Mix

Share of Acquisitions

% of Acquisitions by Strategic and Financial Acquirers



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: Enterprise Value = Market Cap + Debt – Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization

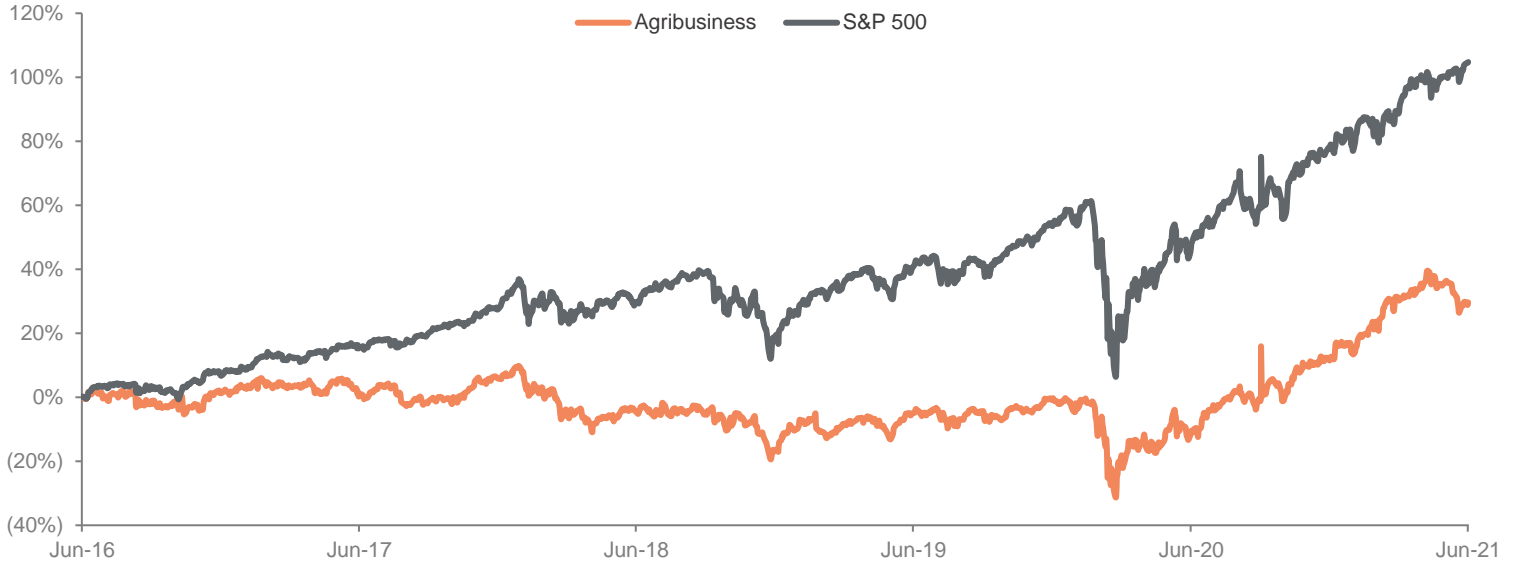
Public Companies in the Agribusiness Sector

Performance & Valuations

Sector Performance

Return vs. S&P 500

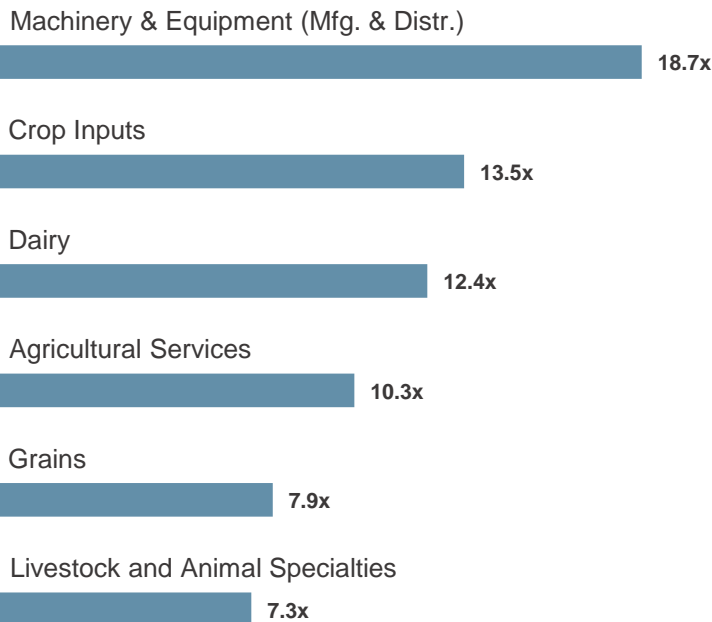
Last 5 Years



Valuations

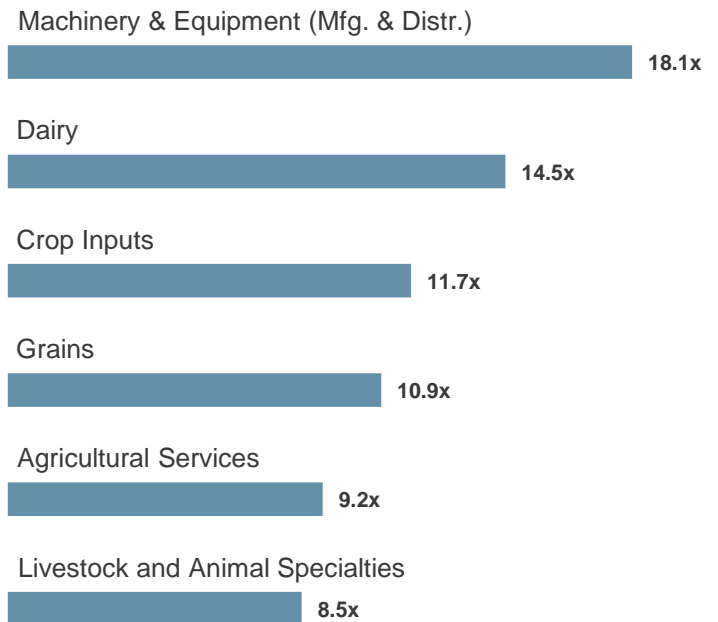
Enterprise Value / LTM EBITDA

Median of Publicly Traded Companies



Enterprise Value / NTM EBITDA

Median of Publicly Traded Companies



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: Enterprise Value = Market Cap + Debt - Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization; LTM = Last Twelve Months; NTM = Next Twelve Months

CC Capital Advisors

Firm Overview

Who We Are

CC Capital Advisors is a boutique investment banking firm providing mergers and acquisitions, capital raising and strategic advisory services to middle market clients. Our experienced team of committed advisors combines long-standing transaction experience to provide independent and uncompromised services to achieve our clients' objectives.

Who We Serve

We tailor our services to a broad base of clients, including entrepreneurs, family-owned businesses, private and public corporations, family offices, private equity and venture capital investors. Clients have repeatedly chosen us as trusted advisors and partners because of our quality advice, ability to execute transactions and client-first philosophy.

What We Do

Mergers & Acquisitions	Capital Raising Advisory	Strategic Advisory
<ul style="list-style-type: none">Sales of privately-held companiesBuy-side acquisitionsMinority buyoutsCorporate subsidiary divestituresPrivate equity and venture capital portfolio divestitures	<ul style="list-style-type: none">Senior secured and unsecured debtMezzanine capitalGrowth equity capitalRecapitalizationsPrivate placements of institutional capital	<ul style="list-style-type: none">Business valuationsStrategic options assessmentOwnership transition planningCorporate reorganizations

Why Clients Choose Us

100+ Years	Collective investment banking experience of our team	\$7 Billion	Completed transaction experience of our team
Midwest Values	Integrity, experience and commitment are our core values	\$400+ Million	Completed transaction value in the last 12 months
Global Reach	We represent clients across the world	30+ Deals	Number of transactions closed since 2017

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The information contained in this report was compiled by CC Capital Advisors from a variety of sources including news reports, S&P Capital IQ, Pitchbook, IMAA Institute, SEC filings, company statements, and information provided by M&A professionals. Many deals did not disclose pricing, and other private transactions may not have been publicly announced. Transactions are subject to change or termination prior to closing. While CC Capital Advisors makes a good faith effort to ensure the accuracy of this report, it is intended for general information purposes only. CC Capital Advisors is not responsible for any errors or omissions in this report.

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