



M&A Update

Food & Beverage

June 2020

Key Highlights

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M&A in the United States

Deal Activity & Valuations

Deal Activity

Mergers and acquisitions activity through the end of the second quarter of 2020 fell 17% on a year-over-year basis as the continued economic effects of the coronavirus pandemic drastically impact deal activity in the United States. Additionally, total deal value continues to decline as acquirers have developed a more cautious approach to the deployment of capital, given the vast uncertainties surrounding the pandemic.

5,329
M&A Deals

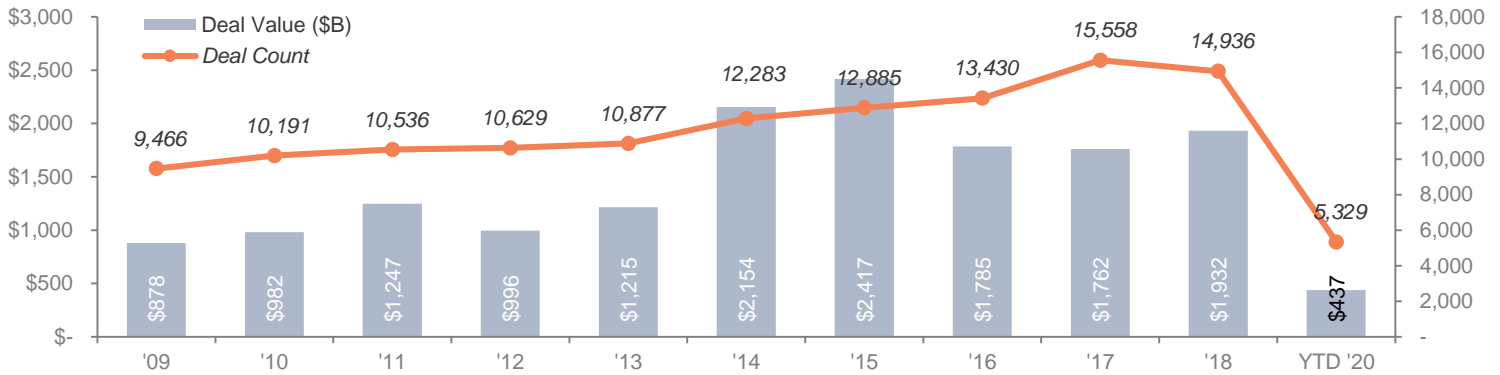
▼ 17% YoY decline

\$0.4 Trillion
Deal Value

▼ 60% YoY decline

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

\$ in Billions; Year to date through June 30, 2020



Valuations

Valuation multiples remained flat for Q2 2020 in comparison to Q1 2020. After reaching a high of 10.9x in 2019, the median Enterprise Value (EV) to EBITDA multiple declined by one full turn to 9.9x in 2020. While this still represents a high level by historical standards – a 34% increase compared to 2009 – valuation multiples may contract further for the remainder of 2020 given frequent fluctuations as presented in the stock market.

9.9x

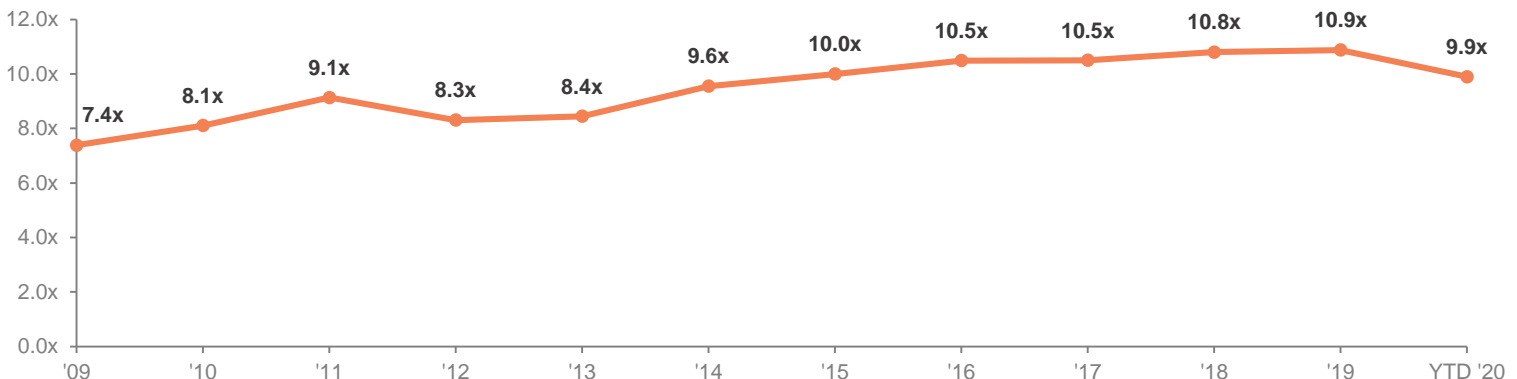
Current Median EV / EBITDA

10.5x

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, 2020



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

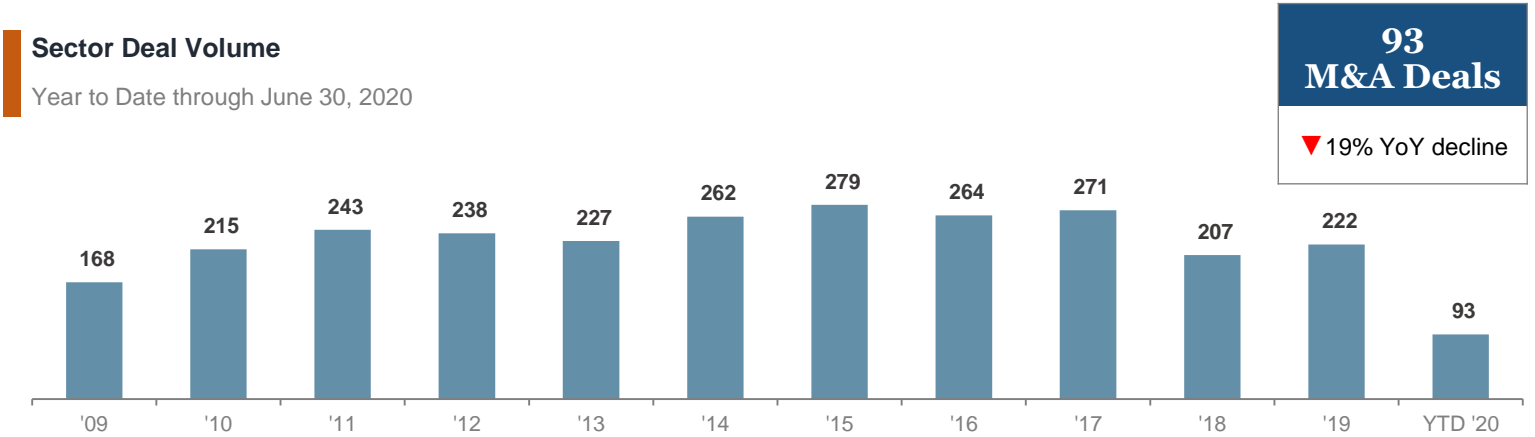
M&A in the Food & Beverage Sector

Sector Snapshot

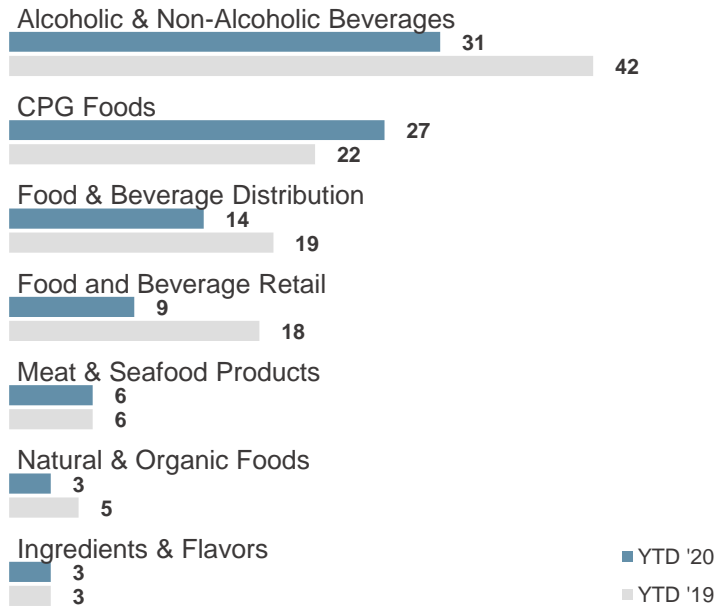
Industries in the U.S. Food & Beverage Sector

- Food & Beverage Retail
- Food & Beverage Distribution
- Meat & Seafood Products
- Ingredients & Flavors
- Alcoholic & Non-Alcoholic Beverages
- CPG Foods

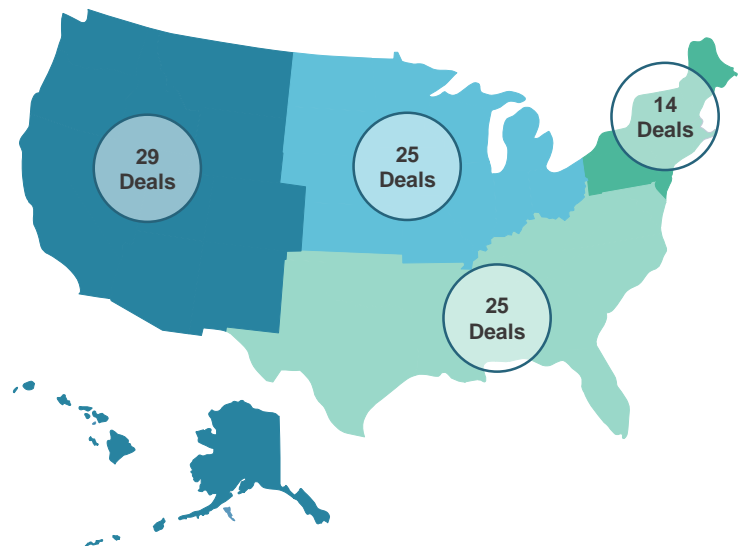
Sector M&A Deal Volume



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 Food & Beverage Sector

Notable Deals & Buyer Mix

Notable Deals

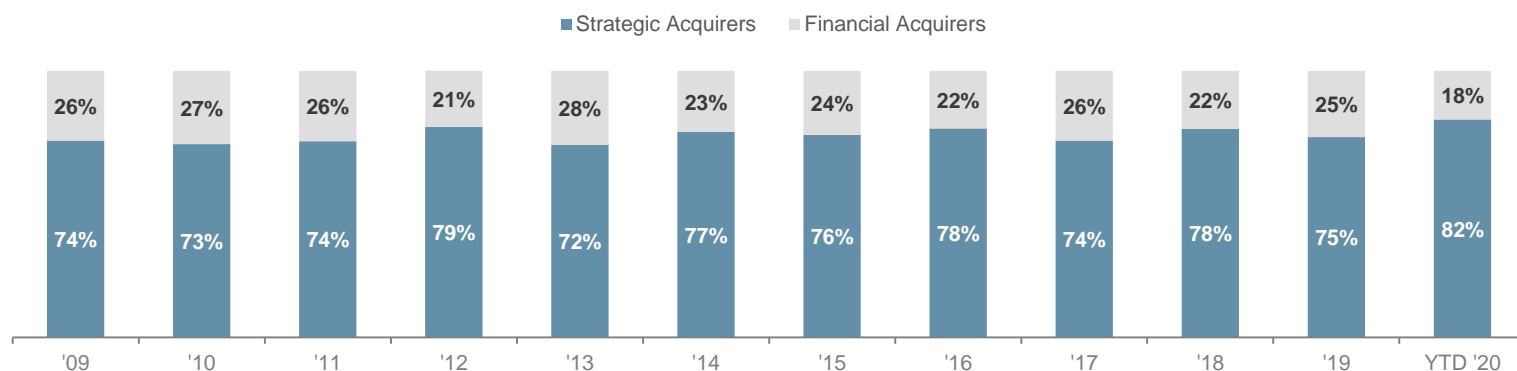
Date	Company	Acquirer	Enterprise Value (EV) (\$ in MM)	Implied EV / Revenue	Implied EV / EBITDA
Jun 2020	Pennsylvania Dutch Candies	Nassau Candy, Inc.	-	-	-
Jun 2020	Brown Jug, Inc.	Afognak Commercial Group, LLC	\$16	-	-
May 2020	Ingredients Inc	Barentz International BV	-	-	-
May 2020	Krave Pure Foods, Inc.	Sonoma Brands	-	-	-
Apr 2020	PureCircle Limited	Ingredion Incorporated (NYSE:INGR)	\$320	2.6x	-
Mar 2020	Rockstar, Inc.	PepsiCo, Inc. (NasdaqGS:PEP)	\$4,550	-	-
Mar 2020	Smart Foodservice Stores LLC	US Foods, Inc.	\$970	0.9x	11.4x
Mar 2020	New Columbia Distillers LLC	MGP Ingredients, Inc. (NasdaqGS:MGPI)	-	-	-
Feb 2020	Sadler's Smokehouse, Ltd.	Hormel Foods Corporation (NYSE:HRL)	\$270	-	-
Jan 2020	S&D Coffee, Inc.	Westrock Coffee Company, LLC	\$405	-	-

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

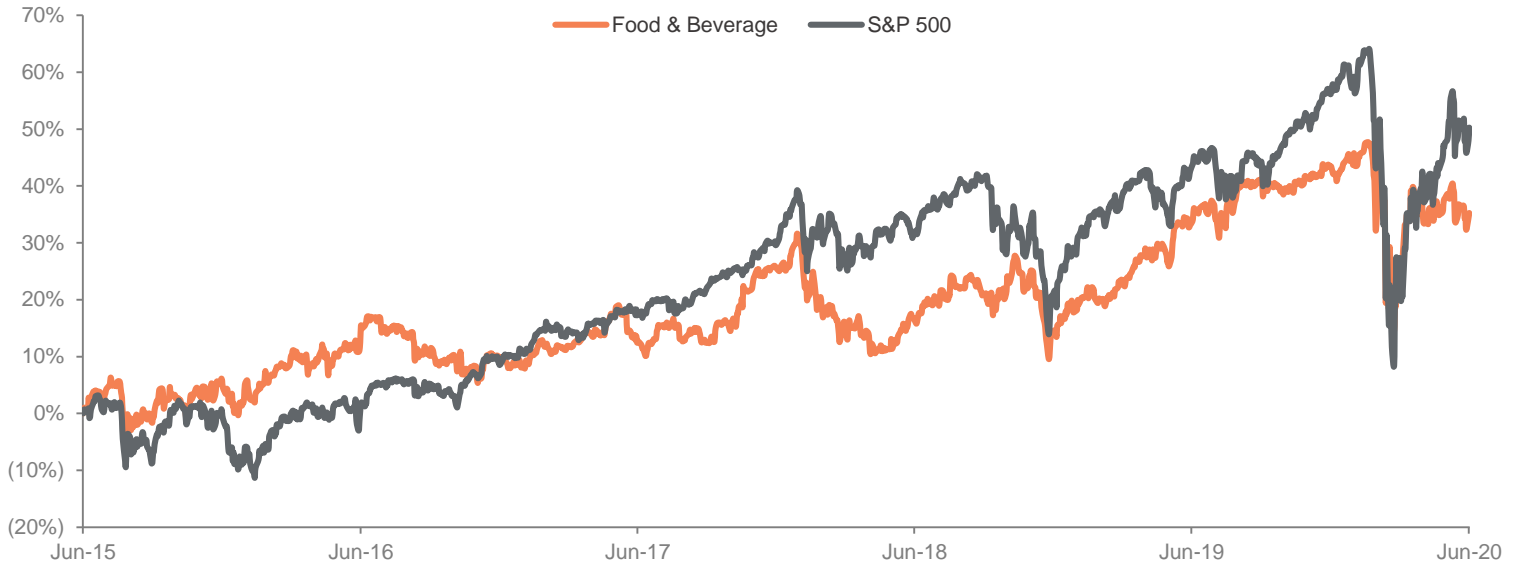
Public Companies in the Food & Beverage Sector

Performance & Valuations

Sector Performance

Return vs. S&P 500

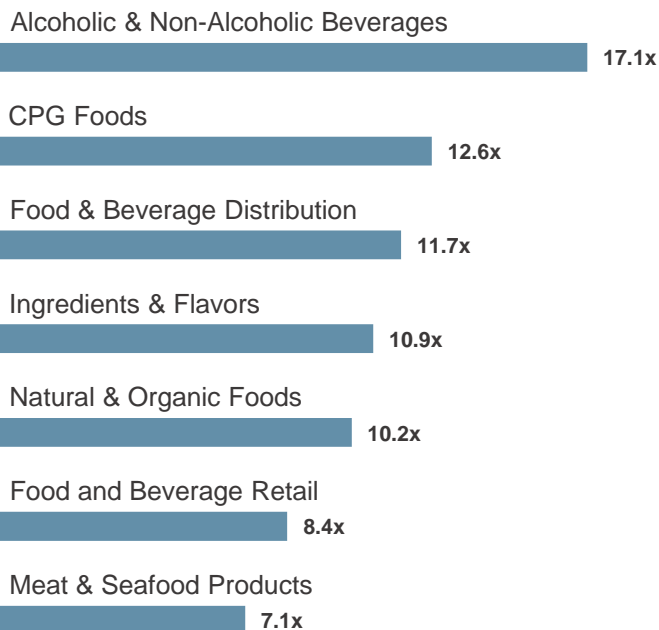
Last 5 Years



Valuations

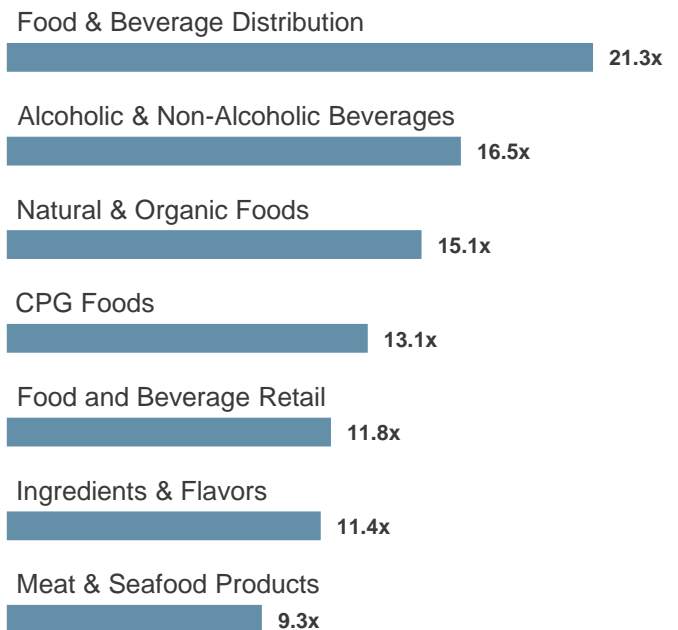
Enterprise Value / LTM EBITDA

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 valuationsFairness opinionsStrategic 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	\$1 Billion	Completed transaction value in the last five years
Global Reach	We represent clients across the world	20+ Deals	Number of transactions closed since 2017

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