

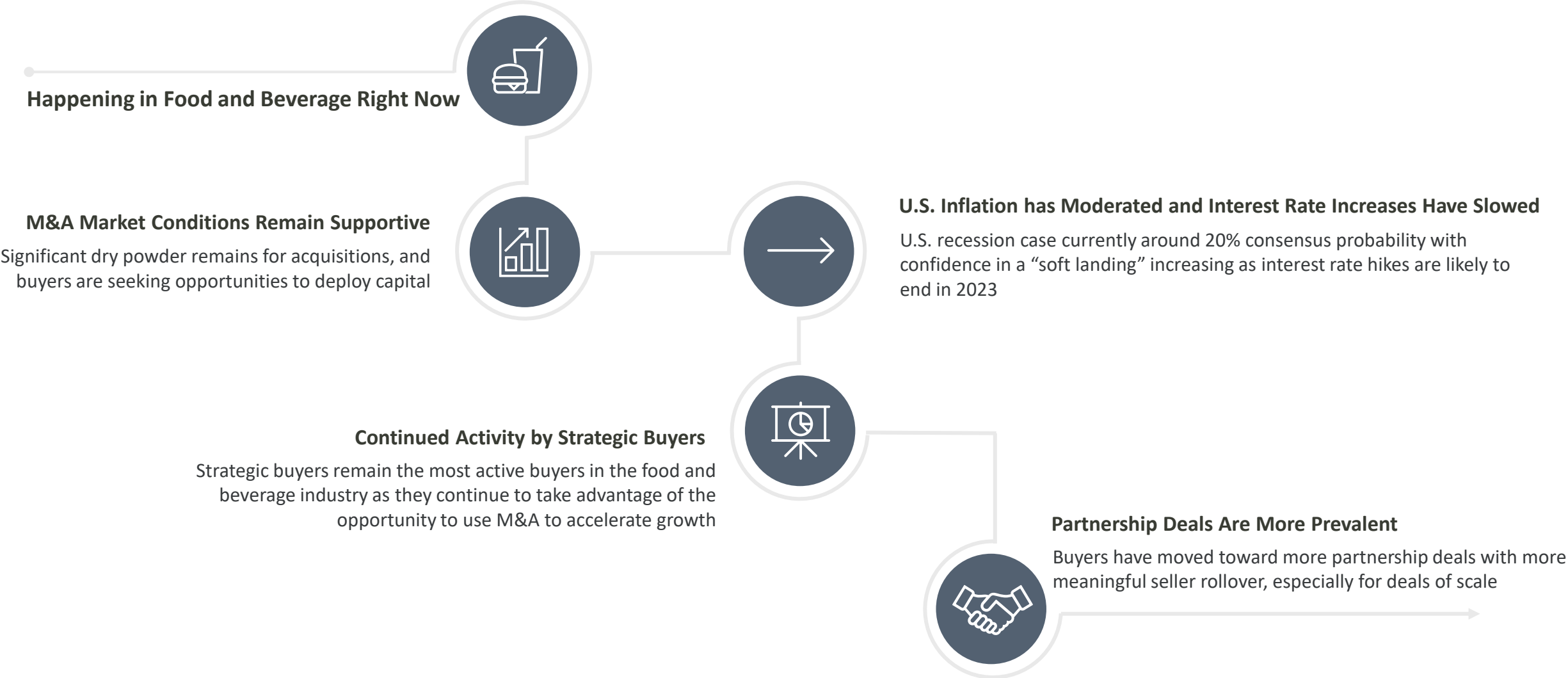


Food and Beverage Sector Brief

Harris Williams | Q3 2023

Food and Beverage Observations and Market Updates

M&A and private markets, particularly for food and beverage companies, continue to remain resilient.



What We're Reading

Why Are Frozen Vegetable Prices So High? Blame War, Fewer Immigrants, and California Weather

CNBC Food and Beverage News – July 2023

Frozen vegetable prices are up 18%, on average, over the past year, according to the consumer price index for June 2023. That increase is larger than all other groceries, and six times the 3% average for all consumer goods and services. Heavy precipitation in California (the largest U.S. vegetable producer) has caused flooded farmland and reduced crop supply.

Read the full article [here](#).

Grocery Shoppers Redefine Value amid Inflationary Pressures

Food Business News – June 2023

Rising grocery store prices continue to be a major hurdle for consumers in 2023 as more than two-thirds of shoppers report that they are spending more on groceries than one year ago. Food costs have become consumers' primary concern, now ranking above gas, clothing, housing, and restaurant prices.

Read the full article [here](#).

Egg Production Recovers as Bird Flu Subsides

Food Dive – June 2023

U.S. egg production numbers are on the rise, signaling a rebuild after the bird flu sent prices skyrocketing. A total of 9.37 billion eggs were produced in May, up 4% from last year. Egg production levels started to show signs of improvement in April of this year.

Read the full article [here](#).

3 Trends Reshaping Grocery

The Food Institute – June 2023

Inflation has presented a persistent obstacle for grocers since mid-2022. Some supermarket chains are now defying trends and outpacing the competition. This article highlights the steps that successful grocery chains are taking in 2023.

Read the full article [here](#).

Recent Harris Williams Food and Beverage Industry Content

- IDDBA 2023: Consumers Seek Fresh, Premium Baked Goods

In this article, senior professionals from our Consumer group share why the premium baked goods space is experiencing steady growth and how investors can best capitalize on its value-creation opportunities.



[Link to Read](#)

- Co-Manufacturing: Differentiating for Growth

In this article, senior professionals from our Consumer group share their perspectives on what is driving investor interest in co-manufacturing in general, and in meat snacks in particular.



[Link to Read](#)

Select Recent Food and Beverage Transactions

FreshPoint's Acquisition of Bix Produce Company



Target



Buyer

August 10, 2023
EV: N/A
EV / LTM Revenue: N/A
EV / EBITDA: N/A

- Bix Produce Company, LLC is a leading specialty and fresh cut produce distributor based in Minnesota
- This transaction will provide a strategic opportunity for FreshPoint to expand its geographic footprint in an area of the country where it does not currently have operations and strengthen specialty produce offerings to its customers

Arbor's Acquisition of Golden Malted and Heartland Waffles



Target



Buyer

June 20, 2023
EV: N/A
EV / LTM Revenue: N/A
EV / EBITDA: N/A

- The combined entity is the largest supplier of waffle irons and waffle mix to the hospitality and foodservice industry
- There is significant opportunity for the company to leverage Arbor's in-house resources and expertise to help the company further penetrate the broader foodservice industry and rapidly accelerate growth

Unilever's Acquisition of Yasso



Target



Buyer

June 14, 2023
EV: N/A
EV / LTM Revenue: N/A
EV / EBITDA: N/A

- Yasso is a pioneer in convenient frozen snacks, offering a high-quality range of low-calorie yet indulgent products
- This transaction adds to the evolution of Unilever's ice cream portfolio in the U.S. toward higher-growth segments

MidOcean's Acquisition of QualiTech



Target



Buyer

June 7, 2023
EV: N/A
EV / LTM Revenue: N/A
EV / EBITDA: N/A

- QualiTech is a leading provider of innovative food ingredient, animal nutrition, and plant nutrition solutions
- This transaction will boost investment in growth opportunities across all businesses and create more opportunities for customers and employees

Flagstone's Acquisition of Emerald Nuts



Target



Buyer

May 30, 2023
EV: \$40M
EV / LTM Revenue: 0.9x
EV / EBITDA: N/A

- Emerald Nuts offers a variety of nuts, including almonds, pecans, walnuts, cashews, peanuts, and mixed nuts in a wide range of flavors
- Campbell's sale of the Emerald business is part of its ongoing strategic process to focus on driving accelerated growth across their snack division and power brands

Azelis's Acquisition of Gillco Ingredients



Target



Buyer

May 16, 2023
EV: N/A
EV / LTM Revenue: N/A
EV / EBITDA: N/A

- Gillco Ingredients is a leading specialty ingredient provider in the food and nutrition market in the U.S.
- This acquisition represents an expansion in the attractive food and nutrition market in the U.S., reinforcing Azelis's footprint in life sciences

Public Market Operational and Valuation Metrics

Food and Beverage

(USD in millions except per share data)	Stock Performance											
	Mkt Cap	TEV	Current Price	% of LTM High	LTM	TEV / Revenue NTM	LTM	TEV / EBITDA NTM	Revenue Growth %	LTM EBITDA Margin	Revenue Growth %	NTM EBITDA Margin
Food and Beverage												
Branded Processed Foods												
Associated British Foods plc	\$21,162	\$24,433	\$27.49	99.9%	1.1x	0.9x	10.9x	8.1x	4.4%	9.9%	15.1%	11.6%
B&G Foods, Inc.	\$965	\$3,282	\$13.36	51.1%	1.5x	1.5x	10.6x	10.1x	(0.4%)	14.5%	0.2%	15.2%
Campbell Soup Company	\$13,372	\$18,195	\$44.86	77.6%	2.0x	1.9x	11.1x	10.2x	1.1%	17.7%	1.7%	18.9%
Conagra Brands, Inc.	\$15,357	\$24,801	\$32.19	77.9%	2.0x	2.0x	11.0x	10.3x	0.5%	18.4%	1.2%	19.4%
General Mills, Inc.	\$43,485	\$55,097	\$74.31	81.8%	2.7x	2.7x	14.9x	13.0x	0.7%	18.4%	2.9%	20.5%
The Hershey Company	\$49,023	\$53,587	\$239.84	86.6%	4.9x	4.7x	19.1x	17.1x	1.1%	25.9%	5.2%	27.4%
Hormel Foods Corporation	\$21,485	\$24,195	\$39.33	76.1%	2.0x	1.9x	16.4x	14.9x	(1.0%)	12.0%	3.1%	12.8%
The J. M. Smucker Company	\$15,083	\$18,368	\$147.72	90.6%	2.2x	2.4x	11.4x	11.2x	2.4%	18.9%	(10.7%)	21.6%
Kellogg Company	\$22,835	\$30,390	\$66.62	86.3%	1.9x	1.9x	15.4x	11.8x	1.1%	12.4%	2.2%	15.9%
McCormick & Company, Incorporated	\$22,929	\$27,729	\$85.43	90.5%	4.3x	4.0x	23.7x	21.6x	1.9%	18.0%	5.7%	18.7%
Nestlé S.A.	\$324,801	\$377,120	\$121.73	87.9%	3.5x	3.3x	18.3x	15.4x	2.4%	19.4%	7.1%	21.4%
Post Holdings, Inc.	\$5,480	\$11,173	\$85.97	87.0%	1.7x	1.5x	11.7x	9.9x	5.3%	14.4%	15.9%	14.7%
Sovos Brands, Inc.	\$1,870	\$2,213	\$18.47	89.7%	2.4x	2.3x	13.3x	15.4x	2.2%	17.7%	3.3%	14.8%
Median	\$21,162	\$24,433	\$66.62	86.6%	2.0x	2.0x	13.3x	11.8x	1.1%	17.7%	3.1%	18.7%
High Growth, Branded Food & Beverage												
Freshpet, Inc.	\$3,244	\$3,255	\$67.42	91.8%	4.9x	4.1x	NM	47.2x	5.9%	(1.2%)	19.2%	8.7%
Vital Farms, Inc.	\$455	\$382	\$11.13	61.2%	0.9x	0.8x	12.2x	11.4x	5.8%	7.3%	9.8%	7.1%
Median	\$1,849	\$1,818	\$39.28	76.5%	2.9x	2.4x	12.2x	29.3x	5.9%	3.1%	14.5%	7.9%
Natural / Organic Foods / Better-For-You												
The Hain Celestial Group, Inc.	\$1,148	\$2,058	\$12.84	50.4%	1.1x	1.1x	14.4x	11.3x	(2.6%)	7.9%	1.6%	9.9%
SunOpta Inc.	\$696	\$1,131	\$5.90	48.9%	1.2x	1.1x	15.6x	10.9x	(1.7%)	7.9%	13.5%	9.9%
The Simply Good Foods Company	\$3,768	\$4,067	\$37.85	94.3%	3.4x	3.1x	19.0x	15.5x	0.7%	17.9%	9.0%	20.1%
Median	\$1,148	\$2,058	\$12.84	50.4%	1.2x	1.1x	15.6x	11.3x	(1.7%)	7.9%	9.0%	9.9%
Baked Goods												
ARYZTA AG	\$1,768	\$2,031	\$1.78	94.1%	1.0x	0.8x	9.4x	6.5x	15.1%	10.2%	14.2%	12.8%
Flowers Foods, Inc.	\$5,125	\$6,462	\$24.19	80.2%	1.3x	1.3x	13.4x	12.5x	2.1%	9.8%	5.2%	10.0%
Grupo Bimbo, S.A.B. de C.V.	\$23,919	\$30,441	\$5.40	87.4%	1.3x	1.2x	10.2x	8.4x	6.2%	12.5%	6.6%	14.1%
Hostess Brands, Inc.	\$3,267	\$4,168	\$24.59	84.8%	3.0x	2.9x	14.2x	12.9x	0.9%	21.2%	4.7%	22.3%
Lancaster Colony Corporation	\$5,202	\$5,137	\$189.02	85.7%	2.8x	2.6x	23.1x	18.5x	3.5%	12.2%	6.7%	14.3%
Median	\$5,125	\$5,137	\$24.19	85.7%	1.3x	1.3x	13.4x	12.5x	3.5%	12.2%	6.6%	14.1%
Private Label Foods and Beverages												
Lamb Weston Holdings, Inc.	\$16,325	\$18,895	\$112.04	96.6%	3.5x	2.8x	17.4x	13.7x	11.3%	20.3%	24.0%	20.8%
Seneca Foods Corporation	\$280	\$760	\$36.69	53.4%	0.5x	NA	10.9x	NA	(0.1%)	4.6%	NA	NA
TreeHouse Foods, Inc.	\$2,825	\$4,401	\$50.17	90.7%	1.2x	1.2x	12.7x	12.2x	0.9%	9.6%	2.8%	9.7%
Median	\$2,825	\$4,401	\$50.17	90.7%	1.2x	2.0x	12.7x	12.9x	0.9%	9.6%	13.4%	15.3%

Public Market Operational and Valuation Metrics

Food and Beverage

(USD in millions except per share data)	Stock Performance											
	Mkt Cap	TEV	Current Price	% of LTM High	TEV / Revenue		TEV / EBITDA		LTM		NTM	
					LTM	NTM	LTM	NTM	Revenue Growth %	EBITDA Margin	Revenue Growth %	EBITDA Margin
Food and Beverage												
Dairy												
Danone S.A.	\$39,915	\$50,873	\$62.22	89.5%	1.6x	1.6x	10.9x	9.8x	2.0%	15.0%	1.8%	16.4%
Emmi AG	\$5,391	\$6,044	\$1,007.64	88.6%	1.3x	1.2x	14.9x	12.8x	8.5%	8.8%	11.8%	9.2%
Glanbia plc	\$4,023	\$4,645	\$15.17	93.8%	0.8x	0.8x	11.0x	9.5x	15.7%	7.0%	(0.8%)	8.2%
Lifeway Foods, Inc.	\$92	\$93	\$6.30	77.8%	0.6x	0.6x	12.0x	NA	2.7%	5.4%	7.8%	0.0%
Saputo Inc.	\$9,032	\$11,823	\$21.37	75.1%	0.9x	0.9x	11.3x	9.4x	3.0%	8.0%	3.0%	9.2%
Median	\$5,391	\$6,044	\$21.37	88.6%	0.9x	0.9x	11.3x	9.6x	3.0%	8.0%	3.0%	9.2%
Snacks												
J&J Snack Foods Corp.	\$3,034	\$3,139	\$157.58	95.0%	2.1x	2.0x	20.3x	16.9x	3.1%	10.2%	5.6%	11.6%
John B. Sanfilippo & Son, Inc.	\$1,249	\$1,292	\$108.09	84.9%	1.3x	NA	11.7x	NA	2.0%	10.8%	NA	NA
Mondelez International, Inc.	\$98,190	\$117,429	\$72.10	91.7%	3.4x	3.3x	17.3x	16.7x	3.7%	19.9%	4.8%	19.7%
PepsiCo, Inc.	\$253,910	\$291,217	\$184.45	93.7%	3.2x	3.1x	18.9x	16.4x	2.4%	17.1%	4.7%	18.8%
Utz Brands, Inc.	\$1,366	\$3,056	\$16.85	84.3%	2.2x	2.1x	29.2x	16.2x	0.8%	7.4%	4.0%	12.8%
Median	\$3,034	\$3,139	\$108.09	91.7%	2.2x	2.6x	18.9x	16.6x	2.4%	10.8%	4.7%	15.8%
Alcoholic Beverages												
Anheuser-Busch InBev SA/NV	\$114,735	\$195,729	\$57.84	83.0%	3.3x	3.1x	11.2x	9.4x	0.6%	29.6%	5.7%	33.4%
Carlsberg A/S	\$22,727	\$26,076	\$153.92	93.9%	2.6x	2.3x	13.9x	11.2x	11.7%	18.6%	11.4%	20.7%
Constellation Brands, Inc.	\$46,619	\$59,107	\$254.33	97.3%	6.2x	5.8x	18.1x	15.6x	1.6%	34.0%	6.5%	36.9%
Diageo plc	\$98,414	\$119,308	\$43.84	84.7%	5.5x	5.2x	16.6x	15.1x	3.3%	33.1%	5.1%	34.5%
Heineken N.V.	\$62,078	\$79,157	\$109.38	91.6%	2.4x	2.2x	13.8x	10.2x	2.3%	17.6%	10.4%	21.6%
Kirin Holdings Company, Limited	\$12,094	\$17,286	\$14.93	89.9%	1.2x	1.2x	9.6x	8.5x	(7.2%)	12.7%	6.1%	13.6%
Pernod Ricard SA	\$57,321	\$68,148	\$223.80	91.4%	5.4x	4.9x	17.8x	15.2x	14.6%	30.2%	9.5%	32.2%
Sapporo Holdings Limited	\$2,012	\$3,798	\$25.83	88.2%	1.0x	1.1x	16.1x	14.3x	2.4%	6.4%	(3.3%)	7.4%
Median	\$51,970	\$63,627	\$83.61	90.6%	2.9x	2.7x	15.0x	12.7x	2.3%	24.1%	6.3%	26.9%
Non-Alcoholic Beverages												
A.G. BARR p.l.c.	\$678	\$619	\$6.10	82.6%	1.6x	1.2x	9.4x	8.4x	11.5%	16.8%	28.4%	14.6%
The Coca-Cola Company	\$261,940	\$293,163	\$60.57	92.5%	6.6x	6.4x	21.2x	19.7x	1.5%	31.3%	3.1%	32.7%
Primo Water Corporation	\$2,145	\$3,808	\$13.34	79.1%	1.7x	1.6x	9.8x	8.1x	0.9%	17.4%	5.3%	20.0%
Lassonde Industries Inc.	\$546	\$794	\$80.06	84.4%	0.5x	0.5x	7.7x	5.6x	1.8%	6.4%	7.4%	8.2%
Monster Beverage Corporation	\$59,192	\$56,174	\$56.55	93.5%	8.4x	7.7x	29.8x	25.0x	3.1%	28.2%	9.6%	30.6%
National Beverage Corp.	\$4,627	\$4,510	\$49.56	86.0%	3.8x	3.8x	21.8x	18.6x	0.2%	17.6%	2.0%	20.3%
PepsiCo, Inc.	\$253,910	\$291,217	\$184.45	93.7%	3.2x	3.1x	18.9x	16.4x	2.4%	17.1%	4.7%	18.8%
Median	\$4,627	\$4,510	\$56.55	86.0%	3.2x	3.1x	18.9x	16.4x	1.8%	17.4%	5.3%	20.0%

Public Market Operational and Valuation Metrics

Food and Beverage

(USD in millions except per share data)	Stock Performance											
	Mkt Cap	TEV	Current Price	% of LTM High	TEV / Revenue		TEV / EBITDA		LTM		NTM	
					LTM	NTM	LTM	NTM	Revenue Growth %	EBITDA Margin	Revenue Growth %	EBITDA Margin
Food and Beverage												
Protein Processing												
Cal-Maine Foods, Inc.	\$2,176	\$1,530	\$44.43	68.0%	0.5x	0.7x	1.5x	3.6x	3.1%	32.9%	(32.9%)	20.1%
JBS S.A.	\$8,414	\$28,159	\$3.79	54.5%	0.4x	0.4x	5.8x	6.2x	3.2%	6.6%	5.3%	5.9%
Seaboard Corporation	\$4,164	\$4,493	\$3,586.99	84.5%	0.4x	NA	8.6x	NA	(5.3%)	5.0%	NA	NA
Tyson Foods, Inc.	\$18,310	\$26,849	\$51.49	58.0%	0.5x	0.5x	10.7x	10.1x	(0.66%)	4.7%	1.7%	4.9%
Median	\$6,289	\$15,671	\$47.96	63.0%	0.5x	0.5x	7.2x	6.2x	1.2%	5.8%	1.7%	5.9%
Fruit and Vegetable												
Calavo Growers, Inc.	\$630	\$711	\$35.42	77.8%	0.7x	0.7x	34.9x	13.7x	(7.6%)	1.9%	0.4%	4.9%
Fresh Del Monte Produce Inc.	\$1,246	\$1,968	\$25.96	79.9%	0.4x	0.4x	7.0x	8.0x	(0.7%)	6.4%	2.3%	5.5%
Mission Produce, Inc.	\$840	\$1,112	\$11.87	70.0%	1.1x	1.2x	23.2x	14.0x	(5.5%)	4.9%	(7.7%)	8.7%
Dole plc	\$1,221	\$2,724	\$12.87	91.9%	0.3x	0.3x	9.5x	7.2x	0.2%	3.1%	(1.0%)	4.1%
Median	\$1,031	\$1,540	\$19.42	78.9%	0.6x	0.6x	16.3x	10.8x	(3.1%)	4.0%	(0.3%)	5.2%
Ingredients / Flavors												
Givaudan SA	\$31,809	\$36,699	\$3,447.43	86.0%	4.7x	4.3x	24.9x	20.4x	1.1%	18.8%	8.3%	21.2%
Ingredion Incorporated	\$7,204	\$9,686	\$109.20	96.2%	1.2x	1.1x	8.8x	7.9x	0.3%	13.4%	7.1%	13.9%
International Flavors & Fragrances Inc.	\$20,997	\$32,442	\$82.31	63.7%	2.7x	2.7x	17.4x	13.6x	(3.1%)	15.7%	2.4%	19.6%
Kerry Group plc	\$17,704	\$20,075	\$99.97	82.5%	2.1x	2.1x	15.9x	14.3x	0.8%	13.1%	0.6%	14.5%
Sensient Technologies Corporation	\$2,893	\$3,574	\$68.48	76.7%	2.5x	2.3x	14.5x	13.0x	0.2%	16.9%	5.6%	17.9%
Symrise AG	\$15,078	\$17,527	\$107.88	83.5%	3.4x	3.1x	18.5x	15.7x	2.1%	18.2%	7.0%	20.0%
Tate & Lyle plc	\$3,774	\$4,070	\$9.49	86.7%	1.9x	1.8x	11.1x	9.2x	24.0%	16.9%	6.5%	19.1%
Median	\$15,078	\$17,527	\$99.97	83.5%	2.5x	2.3x	15.9x	13.6x	0.8%	16.9%	6.5%	19.1%
Agribusiness												
The Andersons, Inc.	\$1,620	\$2,964	\$48.38	99.1%	0.2x	0.2x	8.5x	8.1x	(2.5%)	2.1%	(3.6%)	2.2%
Archer-Daniels-Midland Company	\$43,979	\$54,967	\$80.75	82.2%	0.6x	0.5x	10.7x	9.8x	(2.1%)	5.2%	0.5%	5.6%
Bunge Limited	\$15,511	\$19,748	\$102.98	96.3%	0.3x	0.3x	5.9x	6.9x	(4.3%)	5.2%	0.5%	4.5%
CF Industries Holdings, Inc.	\$14,882	\$17,946	\$76.35	63.8%	2.1x	2.8x	4.1x	6.6x	(15.6%)	50.6%	(26.9%)	42.8%
Darling Ingredients Inc.	\$10,600	\$15,424	\$66.43	80.3%	2.2x	2.1x	14.1x	7.9x	1.5%	15.5%	4.4%	26.6%
The Mosaic Company	\$12,464	\$16,613	\$37.53	59.4%	1.0x	1.3x	4.4x	5.8x	(10.5%)	22.4%	(24.8%)	22.6%
Median	\$13,673	\$17,279	\$71.39	81.2%	0.8x	0.9x	7.2x	7.4x	(3.4%)	10.4%	(1.6%)	14.1%

Public Market Operational and Valuation Metrics

Food and Beverage

(USD in millions except per share data)	Stock Performance													
	Mkt Cap	TEV	Current Price	% of LTM High	LTM	TEV / Revenue	NTM	LTM	TEV / EBITDA	NTM	LTM	NTM		
											Revenue Growth %	EBITDA Margin	Revenue Growth %	EBITDA Margin
Consumer and Retail														
Grocery Distribution														
SpartanNash Company	\$750	\$1,576	\$21.58	57.2%	0.2x	0.2x		9.6x	6.2x		1.5%	1.7%	3.0%	2.5%
United Natural Foods, Inc.	\$1,155	\$4,447	\$19.71	40.8%	0.1x	0.1x		7.3x	8.0x		0.9%	2.0%	2.2%	1.8%
Median	\$952	\$3,012	\$20.65	49.0%	0.2x	0.2x		8.4x	7.1x		1.2%	1.9%	2.6%	2.2%
Foodservice Distribution														
The Chefs' Warehouse, Inc.	\$1,441	\$2,211	\$36.44	91.4%	0.7x	0.7x		15.6x	10.5x		8.3%	4.6%	11.0%	6.2%
Sysco Corporation	\$36,724	\$47,713	\$72.48	81.6%	0.6x	0.6x		12.5x	11.2x		1.0%	5.0%	3.5%	5.4%
Performance Food Group Company	\$9,397	\$14,098	\$60.18	95.2%	0.3x	0.2x		12.3x	10.1x		1.5%	2.2%	11.7%	2.4%
US Foods Holding Corp.	\$10,804	\$15,521	\$43.57	97.9%	0.4x	0.4x		13.2x	10.1x		2.2%	3.4%	4.6%	4.2%
Median	\$10,101	\$14,810	\$51.88	93.3%	0.5x	0.5x		12.9x	10.3x		1.8%	4.0%	7.8%	4.8%
Food Retail														
Costco Wholesale Corporation	\$245,323	\$240,624	\$553.59	98.0%	1.0x	1.0x		23.6x	21.5x		0.4%	4.3%	7.0%	4.4%
Ingles Markets, Incorporated	\$1,566	\$1,915	\$82.47	80.1%	0.3x	NA		4.4x	NA		(0.4%)	7.5%	NA	NA
J Sainsbury plc	\$8,434	\$15,501	\$3.62	95.2%	0.4x	0.4x		8.1x	5.5x		(0.8%)	5.1%	12.2%	6.7%
The Kroger Co.	\$33,167	\$51,037	\$46.21	88.9%	0.3x	0.3x		6.6x	6.4x		0.4%	5.2%	1.9%	5.3%
Natural Grocers by Vitamin Cottage, Inc.	\$287	\$641	\$12.61	71.5%	0.6x	NA		10.6x	10.5x		1.4%	5.4%	NA	NA
Koninklijke Ahold Delhaize N.V.	\$33,488	\$49,589	\$34.52	94.5%	0.5x	0.5x		8.0x	6.2x		3.8%	6.5%	4.0%	7.9%
Sprouts Farmers Market, Inc.	\$3,969	\$5,299	\$38.52	96.3%	0.8x	0.8x		10.3x	10.4x		1.5%	7.8%	4.1%	7.4%
Tesco PLC	\$23,350	\$36,453	\$3.28	81.8%	0.5x	0.4x		8.3x	6.3x		0.7%	5.6%	14.0%	6.4%
Village Super Market, Inc.	\$343	\$614	\$23.11	95.2%	0.3x	NA		6.2x	NA		1.3%	4.6%	NA	NA
Weis Markets, Inc.	\$1,692	\$1,547	\$62.89	65.8%	0.3x	NA		6.2x	NA		0.9%	5.3%	NA	NA
Median	\$6,202	\$10,400	\$36.52	91.7%	0.4x	0.5x		8.0x	6.4x		0.8%	5.3%	5.6%	6.6%
Quick Service Restaurant														
Jack in the Box Inc.	\$1,993	\$5,028	\$97.76	98.4%	2.9x	3.0x		14.1x	15.1x		(0.1%)	20.8%	(2.9%)	19.9%
McDonald's Corporation	\$214,516	\$260,808	\$293.82	98.2%	10.8x	10.2x		20.0x	19.1x		3.3%	53.8%	5.3%	53.8%
Restaurant Brands International Inc.	\$24,209	\$39,328	\$77.78	99.6%	5.8x	5.6x		17.7x	15.2x		2.0%	32.7%	3.7%	36.8%
The Wendy's Company	\$4,463	\$8,015	\$21.18	88.6%	3.7x	3.6x		15.9x	14.6x		1.1%	23.4%	3.3%	24.5%
Yum! Brands, Inc.	\$37,487	\$49,605	\$133.84	93.4%	7.1x	6.7x		20.8x	18.9x		0.7%	34.1%	6.5%	35.2%
Median	\$24,209	\$39,328	\$97.76	98.2%	5.8x	5.6x		17.7x	15.2x		1.1%	32.7%	3.7%	35.2%
Fast Casual														
CAVA Group, Inc.	\$5,793	\$6,090	\$51.02	93.0%	10.0x	8.3x		229.5x	111.9x		7.8%	4.4%	21.2%	7.4%
Chipotle Mexican Grill, Inc.	\$59,406	\$62,115	\$2,153.20	99.1%	6.7x	6.1x		35.1x	30.9x		3.4%	19.1%	9.7%	19.8%
El Pollo Loco Holdings, Inc.	\$358	\$604	\$9.95	76.5%	1.3x	1.2x		12.3x	10.0x		(0.6%)	10.4%	3.8%	12.4%
Fiesta Restaurant Group, Inc.	\$214	\$350	\$8.22	88.6%	0.9x	NA		18.1x	NA		2.1%	4.8%	NA	NA
Noodles & Company	\$165	\$434	\$3.55	54.2%	0.8x	0.8x		13.1x	9.5x		2.7%	6.3%	6.1%	8.2%
Potbelly Corporation	\$262	\$443	\$9.00	80.8%	0.9x	0.9x		20.7x	15.6x		2.3%	4.4%	(0.4%)	5.9%
Shake Shack Inc.	\$3,149	\$3,617	\$79.91	99.3%	3.6x	3.2x		48.4x	29.8x		4.3%	7.5%	14.4%	10.7%
Wingstop Inc.	\$5,768	\$6,300	\$192.46	86.0%	15.2x	14.3x		53.4x	45.8x		6.0%	28.5%	6.3%	31.3%
Median	\$1,754	\$2,110	\$30.49	87.3%	2.5x	3.2x		27.9x	29.8x		3.0%	6.9%	6.3%	10.7%

Public Market Operational and Valuation Metrics

Food and Beverage

(USD in millions except per share data)	Stock Performance				TEV / Revenue		TEV / EBITDA		LTM		NTM	
	Mkt Cap	TEV	Current Price	% of LTM High	LTM	NTM	LTM	NTM	Revenue Growth %	EBITDA Margin	Revenue Growth %	EBITDA Margin
Consumer and Retail												
Differentiated Casual												
BJ's Restaurants, Inc.	\$825	\$1,321	\$35.05	97.0%	1.0x	1.0x	15.1x	11.1x	1.5%	6.5%	3.0%	8.6%
The Cheesecake Factory Incorporated	\$1,852	\$3,563	\$36.07	87.4%	1.0x	1.0x	17.5x	13.2x	1.0%	6.0%	5.6%	7.5%
Chuy's Holdings, Inc.	\$729	\$839	\$40.38	93.5%	1.9x	1.8x	16.2x	14.4x	1.9%	11.7%	8.1%	12.2%
Dave & Buster's Entertainment, Inc.	\$1,950	\$4,733	\$45.43	96.1%	2.2x	2.0x	9.5x	8.4x	7.4%	23.6%	10.9%	24.1%
Median	\$1,339	\$2,442	\$38.23	94.8%	1.5x	1.4x	15.7x	12.1x	1.7%	9.1%	6.8%	10.4%
Casual Dining Restaurant												
Bloomin' Brands, Inc.	\$2,445	\$4,441	\$28.01	98.4%	1.0x	0.9x	8.2x	7.8x	0.6%	12.0%	4.8%	11.9%
Brinker International, Inc.	\$1,705	\$3,861	\$38.49	91.4%	0.9x	0.9x	11.8x	9.7x	2.6%	8.1%	4.5%	9.3%
Darden Restaurants, Inc.	\$20,569	\$26,161	\$170.09	99.8%	2.5x	2.3x	16.8x	14.7x	1.6%	14.9%	10.3%	15.3%
Dine Brands Global, Inc.	\$927	\$2,425	\$59.15	71.8%	2.8x	2.9x	11.4x	9.8x	(2.9%)	24.6%	(2.0%)	29.3%
Red Robin Gourmet Burgers, Inc.	\$243	\$832	\$15.07	91.3%	0.6x	0.6x	14.9x	11.1x	3.2%	4.3%	2.0%	5.7%
Texas Roadhouse, Inc.	\$7,794	\$8,372	\$116.33	99.4%	1.9x	1.7x	17.3x	15.1x	3.5%	11.2%	10.6%	11.6%
Median	\$2,075	\$4,151	\$48.82	94.9%	1.5x	1.3x	13.3x	10.4x	2.1%	11.6%	4.6%	11.7%
Pizza												
Domino's Pizza, Inc.	\$13,863	\$18,950	\$392.29	92.0%	4.2x	4.1x	22.2x	20.2x	(0.9%)	18.9%	3.5%	20.1%
Papa John's International, Inc.	\$2,453	\$3,440	\$75.13	76.8%	1.7x	1.5x	17.3x	14.7x	13.7%	9.5%	7.4%	10.5%
Median	\$8,158	\$11,195	\$233.71	84.4%	2.9x	2.8x	19.8x	17.5x	6.4%	14.2%	5.4%	15.3%
Beverage / Retail												
Starbucks Corporation	\$115,505	\$136,606	\$100.76	87.3%	3.9x	3.5x	21.0x	17.4x	9.6%	18.6%	11.0%	20.2%
Median	\$115,505	\$136,606	\$100.76	87.3%	3.9x	3.5x	21.0x	17.4x	9.6%	18.6%	11.0%	20.2%
Family Restaurant												
Cracker Barrel Old Country Store, Inc.	\$2,159	\$3,341	\$97.48	80.4%	1.0x	1.0x	14.6x	12.2x	1.3%	6.7%	1.8%	7.8%
Denny's Corporation	\$633	\$1,031	\$11.29	86.0%	2.2x	2.1x	13.0x	10.9x	0.4%	16.8%	1.9%	19.6%
Median	\$1,396	\$2,186	\$54.39	83.2%	1.6x	1.5x	13.8x	11.5x	0.8%	11.7%	1.9%	13.7%

Harris Williams Food and Beverage Experience

Select Food and Beverage Transaction Experience




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Harris Williams Transaction Spotlight



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has been acquired by



7/7/2023


Company Background

Leading manufacturer of frozen breakfast products including French toast sticks, breakfast sandwiches, pancakes, and waffles

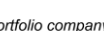
Key Value Drivers

- ✓ Multi-channel growth opportunities across retail and several segments of foodservice including QSR, convenience store, and K-12
- ✓ Strong customer demand dynamics across channels
- ✓ Compelling ROI on growth capital investments


Harris Williams Transaction Spotlight



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has been acquired by



8/10/23

Company Background

Leading specialty and fresh cut produce distributor based in Minnesota

Key Value Drivers

- ✓ Infrastructure with significant capacity for growth
- ✓ Proven strategy for value creation in existing and new geographies
- ✓ Culture of unmatched customer service

Consumer Global Coverage

- › North America
- › Europe
- › Asia

Consumer Sector Coverage Areas

Consumer Products:

- › Consumer Durables
- › Household Goods
- › Enthusiast / Lifestyle
- › Footwear, Apparel, and Accessories
- › Beauty and Personal Care
- › Infant and Juvenile
- › OTC Pharma / VMS
- › Pet Care

Consumer Services:

- › Education
- › Entertainment
- › Health and Wellness
- › Franchisor and Franchisee Businesses
- › Residential Services
- › Travel and Hospitality

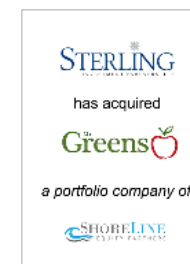
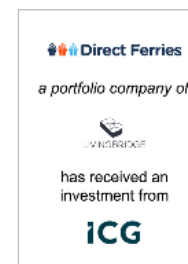
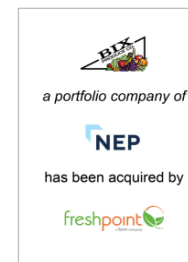
Consumer Multi-Site:

- › Consumer Health
- › Fitness Clubs
- › Leisure
- › Restaurants
- › Specialty Retail

Food and Beverage:

- › Agriculture
- › Bakery
- › Beverage
- › Branded
- › Dairy
- › Distribution
- › Food Services
- › Ingredients
- › Meat and Protein
- › Natural and Organic
- › Pet Food and Treats
- › Produce
- › Snacks

Recent Consumer Transactions



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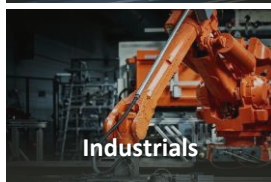
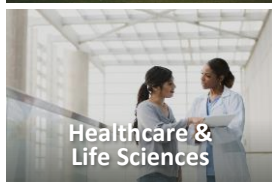
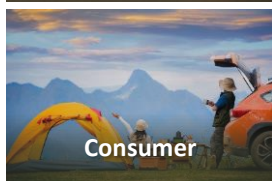
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87% Managing Directors promoted from within

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Sources

1. S&P Capital IQ

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