



DealReader

Food & Beverage

Q4 2015

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Lincoln's 2016 Consumer Conference

Lincoln International will hold its annual Consumer Conference on Thursday, May 12, 2016 at the Hotel Nikko in San Francisco. Details on presenting companies will be made available in the coming months. A **video overview** and **recap brochure** of Lincoln's 2015 Consumer Conference are available in the embedded links. **Click here to register** for Lincoln's 2016 Consumer Conference

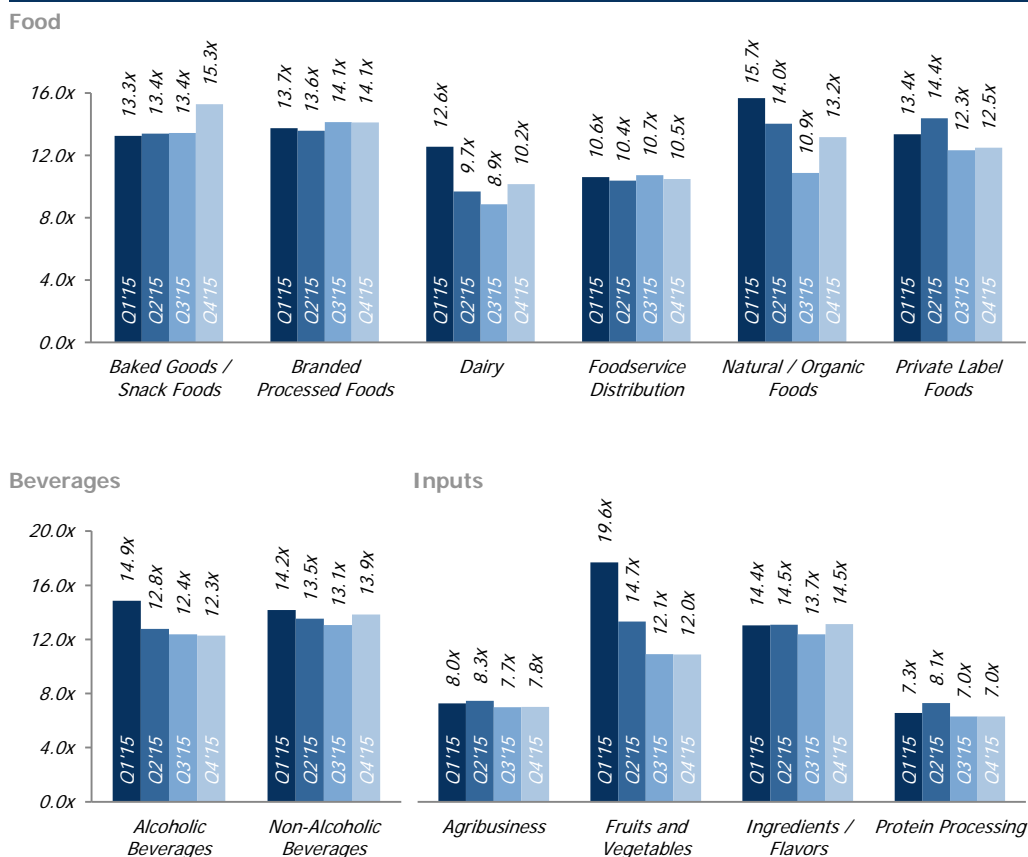
Market Intelligence

- M&A activity in the food and beverage sector continued to show strong momentum in the fourth quarter, including **Pinnacle Foods'** acquisition of **Boulder Brands** and **JAB Holdings'** acquisition of **Keurig Green Mountain**
- Anheuser-Busch's** acquisition of **SABMiller** and **Molson Coor's** acquisition of **MillerCoors** signaled a continued trend towards consolidation in the alcoholic beverage sector

Sources: Capital IQ, Mergermarket and Bloomberg

Food & Beverage Public Comparables

Historical Enterprise Value / EBITDA

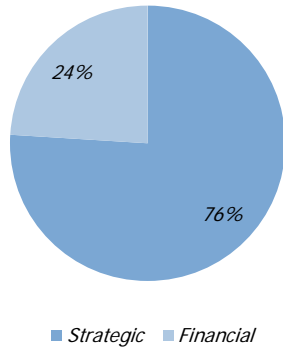


Median Statistics

Sector (# of Companies)	Quarterly Stock Performance	% of 52 Week High	EV / LTM		P / E Multiple	Net Debt / LTM EBITDA	LTM Growth		LTM Margin	
			Revenue	EBITDA			Revenue	EBITDA	Gross	EBITDA
Food										
Baked Goods / Snack Foods (13)	4.4%	92.7%	1.6x	15.3x	30.5x	3.0x	(3.0%)	1.0%	30.8%	11.5%
Branded Processed Foods (19)	3.9%	96.3%	2.5x	14.1x	27.9x	2.1x	(1.9%)	(2.2%)	34.7%	16.1%
Dairy (9)	5.9%	92.1%	1.0x	10.2x	24.3x	1.6x	(7.5%)	(12.2%)	29.6%	8.9%
Foodservice Distribution (17)	5.2%	86.5%	0.9x	10.5x	26.7x	1.3x	(8.6%)	(8.1%)	30.5%	9.1%
Natural / Organic Foods (5)	(3.1%)	58.2%	0.7x	13.2x	23.3x	1.9x	20.5%	8.7%	23.5%	9.1%
Private Label Foods (8)	2.9%	86.1%	1.4x	12.5x	32.7x	3.2x	(5.0%)	(1.1%)	21.0%	11.1%
Median			1.2x	12.8x	27.3x	2.0x	(4.0%)	(1.6%)	30.0%	10.1%
Beverage										
Alcoholic Beverages (11)	4.8%	89.4%	3.3x	12.3x	24.0x	2.8x	(14.7%)	(18.5%)	49.4%	26.6%
Non-Alcoholic Beverages (10)	6.9%	95.5%	3.0x	13.9x	29.2x	1.7x	2.7%	1.7%	42.1%	20.7%
Median			3.2x	13.1x	26.6x	2.3x	(6.0%)	(8.4%)	45.7%	23.6%
Inputs										
Agribusiness (9)	(6.8%)	68.8%	1.2x	7.8x	15.5x	1.9x	(3.7%)	2.3%	22.2%	12.0%
Fruits and Vegetables (3)	9.8%	81.9%	0.6x	12.0x	15.5x	0.7x	2.6%	20.1%	9.0%	6.1%
Ingredients / Flavors (16)	9.6%	94.2%	1.8x	14.5x	27.6x	1.5x	(8.6%)	(9.3%)	30.8%	11.7%
Protein Processing (6)	3.5%	81.3%	0.6x	7.0x	13.1x	1.9x	4.3%	23.7%	16.2%	10.9%
Median			0.9x	9.9x	15.5x	1.7x	(0.5%)	11.2%	19.2%	11.3%
Overall Median			1.3x	12.4x	25.5x	1.9x	(3.3%)	(0.0%)	30.0%	11.3%

Source: Capital IQ as of 12/31/2015

Deals by Acquirer Type



Food & Beverage M&A Activity — North America

Summary Observations

During Q4 2015, there were 80 announced M&A transactions involving the acquisition of North American food and beverage targets, up 19% from Q4 2014.

76% went to strategic acquirers, 24% went to financial and other acquirers.

Notable deals announced in Q4 2015 include:

- Pinnacle Foods acquired Boulder Brands for \$967 million or approximately 22.2x EBITDA
- JAB Holdings acquired Keurig Green Mountain for \$14 billion, or approximately 13.3x EBITDA

- Molson Coors Brewing Company acquired full ownership of MillerCoors JV for \$12 billion or approximately 7.3x EBITDA
- Snyder's-Lance acquired Diamond Foods for \$1.9 billion or approximately 17.9x EBITDA
- Glanbia acquired thinkThin for \$217 million or approximately 2.6x revenue
- Peet's Coffee & Tea acquired Intelligentsia Coffee & Tea and Stumptown Coffee Roasters

Selected North American M&A Transactions

Announced Date	Target	Acquirer	Enterprise Value (\$mm)	Enterprise Value	
				Sales	EBITDA
12/22/15	Breckenridge Holding Company	Anheuser-Busch Companies, LLC	-	-	-
12/7/15	Keurig Green Mountain, Inc.	JAB Holdings	14,194	3.1x	13.3x
12/1/15	TruSweets, LLC	Wholesome Sweeteners, Inc.	-	-	-
11/30/15	neat foods, LLC.	Atlantic Natural Foods, LLC	-	-	-
11/30/15	The Original Cakerie, Ltd.	Gryphon Investors	-	-	-
11/25/15	Berner Food and Beverage Inc.	Peak Rock Capital	-	-	-
11/24/15	Boulder Brands, Inc.	Pinnacle Foods Inc.	967	1.9x	22.1x
11/23/15	Stauber Performance Ingredients, Inc.	Hawkins Inc.	157	1.3x	-
11/20/15	Farmer Brothers Co., Spice Products Division	Harris Spice Company Inc.	11	-	-
11/18/15	DairiConcepts, L.P.	Dairy Farmers of America, Inc.	126	-	-
11/17/15	Ko-Ed Candies, Inc.	Platter's Chocolates Inc.	-	-	-
11/16/15	Ballast Point Brewing & Spirits, Inc.	Constellation Brands Inc.	1,000	-	-
11/16/15	thinkThin LLC	Glanbia plc	217	2.6x	-
11/12/15	Club Coffee L.P.	Massimo Zanetti Beverage USA, Inc.	75	-	-
11/11/15	MillerCoors LLC	Molson Coors Brewing Company	12,000	1.5x	7.3x
11/10/15	Mark Anthony Group, Inc., Craft Beer / Cider Brands	Labatt Brewing Company Limited	350	-	-
11/5/15	Cruz EATS, Inc.	QED Connect, Inc.	-	-	-
11/3/15	The J. M. Smucker Company, U.S Canned Milk	Eagle Family Foods Group LLC	-	-	-
11/3/15	Mid-Town Beef Co., Inc.	Favorite Foods, Inc.	-	-	-
11/2/15	Ralcorp Holdings Inc.	Treehouse Foods, Inc.	2,700	0.8x	9.1x
11/2/15	Gray & Company, Inc.	Seneca Foods Corp.	37	-	-
10/30/15	Intelligentsia Coffee & Tea, Inc.	Peet's Coffee & Tea, Inc.	-	-	-
10/28/15	Diamond Foods, Inc.	Snyder's-Lance, Inc.	1,925	2.2x	17.9x
10/20/15	Tropical Blossom Honey Co., Inc.	North Dallas Honey Company, LP	-	-	-
10/15/15	Red Arrow Products Company LLC	Kerry Group plc	-	-	-
10/14/15	Voortman Cookies Limited	Swander Pace Capital; SPC Partners V, L.P.	-	-	-
10/13/15	Diago US And UK Wine Operations	Treasury Wine Estates Limited	600	-	7.9x
10/6/15	Stumptown Coffee Roasters, Inc.	Peet's Coffee & Tea, Inc.	-	-	-
10/6/15	Barrel O' Fun Snack Foods Co., Inc.	Shearer's Foods, Inc.	-	-	-
10/5/15	Woolwich Dairy Inc.	Saputo Inc.	61	1.1x	-
10/5/15	Whole Harvest Foods, LLC	Bunge North America, Inc.	-	-	-
9/17/15	SABMiller plc	Anheuser-Busch InBev SA/NV	115,657	7.4x	20.3x
9/16/15	Island Oasis, Inc.	Kerry Group plc	-	-	-

Sources: Capital IQ as of 12/31/2015, Mergermarket

Global Industry Groups

Aerospace & Defense
 Automotive & Truck
 Building & Infrastructure
 Business Services
 Chemicals
 Consumer
 Distribution
 Electronics
 Energy & Power
 Financial Institutions
 Food & Beverage
 Healthcare
 Industrials
 Packaging
 Technology & Media

Global Locations

Amsterdam
 Beijing
 Chicago
 Frankfurt
 London
 Los Angeles
 Madrid
 Milan
 Moscow
 Mumbai
 New York
 Paris
 São Paulo
 Tokyo
 Vienna
 Zurich

Advisory Services

Mergers & Acquisitions
 Debt Advisory
 Valuations & Opinions
 Special Situations

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