

Monthly Market Update: Food, Beverage & Agribusiness

November recap

Mesirow All-Food Equity Composite **+4.71%** for the month ended 11.30¹

Mesirow All-Grain Commodity Composite **+6.22%** for the month ended 11.30²

S&P 500 **+5.73%** for the month ended 11.30³

NASDAQ Composite **+6.21%** for the month ended 11.30⁴

With post-election uncertainty beginning to subside, the food, beverage, and agribusiness M&A market is gaining momentum.

Factors such as corporate confidence, robust balance sheets, and an active private equity landscape are driving a more optimistic outlook. Companies are focusing on acquisitions that deliver long-term strategic value, actionable synergies, and recession-resistant growth opportunities. Although borrowing costs remain a challenge, improving equity markets and moderating inflation are helping to ease financing pressures. In November, U.S. M&A activity was led by the snacking and indulgence categories, with notable strength in sauces, dips and dressings, protein, pet, and animal feed. Overall, the M&A market is demonstrating resilience, emphasizing strategic growth while navigating economic and regulatory complexities.



Monthly M&A Market Brief: Food, Beverage & Agribusiness

TABLE 1: NUMBER OF TRANSACTIONS BY STATUS

| | October | November |
|-------------------------------|---------|----------|
| Announced: | 49 | 85 |
| Closed/Effective/Expired: | 66 | 43 |
| Total Number of Transactions: | 115 | 128 |

TABLE 2: NUMBER OF TRANSACTIONS BY TYPE

| | October | November |
|-------------------------------|---------|----------|
| Private Placement | 49 | 65 |
| Merger/Acquisition | 57 | 43 |
| Public Offering | 5 | 11 |
| Bankruptcy | 4 | 9 |
| Total Number of Transactions: | 115 | 128 |

TABLE 3: MERGER & ACQUISITION STATISTICS

| Valuation Summary | October | November |
|-----------------------------|-----------|-----------|
| Total Deal Value (\$mm) | \$3,185.1 | \$2,171.1 |
| Average Deal Value (\$mm) | \$1,061.7 | \$197.4 |
| Average EV/Revenue | 4.87x | 0.72x |
| Average EV/EBITDA | 13.8x | 8.5x |
| Average Day Prior Premium | 105.6% | 1.1% |
| Average Week Prior Premium | 91.1% | 0.1% |
| Average Month Prior Premium | 82.9% | 4.9% |

TABLE 4: NUMBER OF DEALS BY TRANSACTION RANGE

| Valuation Summary | October | November |
|--------------------------|---------|----------|
| Greater than \$1 billion | 2 | 1 |
| \$500 – \$999.9mm | 0 | 0 |
| \$100 – \$499.9mm | 0 | 2 |
| Less than \$100mm | 1 | 8 |
| Undisclosed | 54 | 32 |

TABLE 5: ACTIVE BUYERS/INVESTORS BY TOTAL TRANSACTION SIZE (FOR MONTH ENDED 11.30)

| Company name | Total transaction size (\$mm) |
|--|-------------------------------|
| General Mills, Inc. (NYSE: GIS) | \$1,450.0 |
| PepsiCo, Inc. (NasdaqGS:PEP) | \$240.8 |
| Wonder Group, Inc. | \$150.0 |
| Lancaster Colony Corporation (NasdaqGS:LANC) | \$75.0 |
| Celsius Holdings, Inc. (NasdaqCM:CELH) | \$75.0 |
| Molson Coors Beverage Company (NYSE:TAP) | \$53.0 |
| First Watch Restaurant Group, Inc. (NasdaqGS:FWRG) | \$49.0 |
| Beta San Miguel, S.A. De C.V. | \$24.4 |
| Viad Corp (NYSE:VVI) | \$15.9 |
| Coffee Holding Co., Inc. (NasdaqCM:JVA) | \$8.0 |



Public sector valuations, margins and growth

Food, beverage and agribusiness

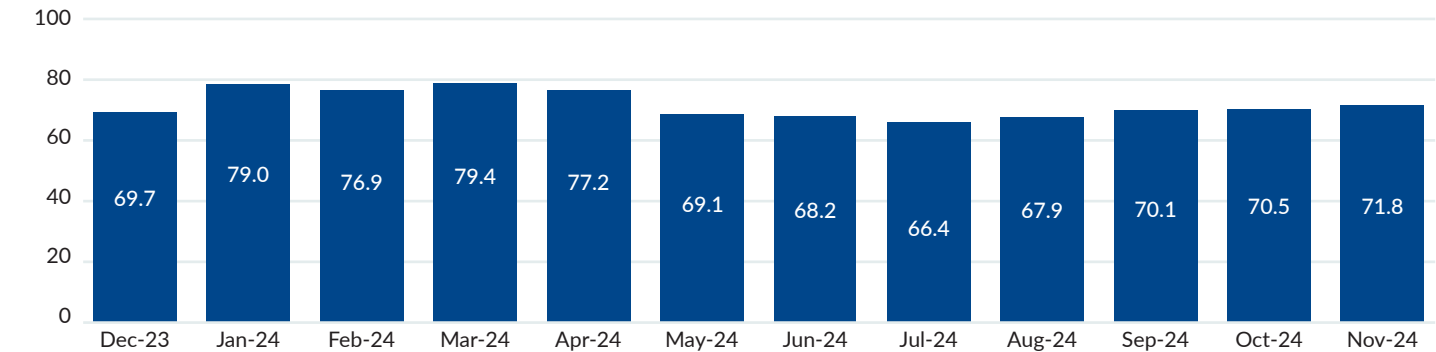
| | % of 52 week high | Enterprise value as a multiple of: | | | | LTM EBITDA margin | LTM gross margin | LTM – NTM revenue growth | Net debt / LTM EBITDA |
|---|-------------------|------------------------------------|-------|--------|-------|-------------------|------------------|--------------------------|-----------------------|
| | | Revenue | | EBITDA | | | | | |
| | | LTM | NTM | LTM | NTM | | | | |
| Agribusiness | 78.9% | 0.48x | 0.76x | 9.0x | 7.5x | 4.7% | 9.8% | 1.3% | 1.3x |
| Baking | 75.9% | 1.00x | 0.96x | 8.5x | 6.7x | 10.3% | 41.0% | 2.2% | 1.9x |
| Beverages: Non-Alcoholic | 90.0% | 3.76x | 3.30x | 17.9x | 15.8x | 18.4% | 44.3% | 6.6% | 2.0x |
| Better-for-you | 85.7% | 1.88x | 1.73x | 18.0x | 14.1x | 8.9% | 27.4% | 9.1% | 3.3x |
| Biofuels | 66.7% | 0.62x | 0.41x | 10.7x | 8.0x | 4.5% | 5.8% | 2.4% | 1.7x |
| Candy, Nuts and Snacks | 83.1% | 1.61x | 2.07x | 16.8x | 14.3x | 10.5% | 32.3% | 3.1% | 1.5x |
| Cannabis | 45.1% | 1.03x | 1.11x | 30.2x | 13.8x | (20.7%) | 33.5% | 6.4% | 2.3x |
| Dairy | 85.5% | 1.87x | 1.72x | 10.7x | 10.9x | 12.2% | 28.1% | 2.1% | 2.2x |
| Distribution and Wholesale | 93.0% | 0.34x | 0.33x | 10.7x | 10.1x | 3.4% | 15.6% | 3.5% | 3.5x |
| Food Services and Facilities Management | 74.6% | 0.90x | 0.83x | 10.8x | 8.6x | 6.5% | 15.3% | 7.6% | 2.2x |
| Fruits and Vegetables | 91.3% | 0.86x | 1.07x | 10.2x | 11.1x | 4.7% | 9.7% | 1.9% | 2.1x |
| Ingredients | 83.6% | 2.20x | 2.26x | 15.2x | 13.4x | 16.6% | 34.5% | 4.5% | 2.2x |
| Inputs | 82.3% | 1.44x | 1.37x | 8.3x | 8.2x | 17.1% | 28.8% | 4.0% | 2.4x |
| Meal / Home Delivery | 94.5% | 3.07x | 2.80x | 20.0x | 10.5x | 13.6% | 48.8% | 9.5% | 1.9x |
| Packaged Foods | 86.8% | 2.22x | 2.22x | 11.5x | 10.2x | 17.4% | 33.0% | 1.0% | 3.3x |
| Protein | 90.3% | 0.82x | 0.86x | 8.9x | 7.1x | 8.6% | 19.1% | 2.1% | 2.7x |
| Restaurants | 76.6% | 2.47x | 2.32x | 16.6x | 13.6x | 13.1% | 28.3% | 12.5% | 4.1x |
| Retail Grocery | 96.6% | 0.44x | 0.63x | 8.1x | 10.4x | 5.5% | 27.8% | (1.3%) | 1.9x |
| 3rd Quartile | 95.1% | 2.56x | 2.61x | 17.2x | 14.2x | 17.4% | 37.4% | 7.8% | 3.9x |
| Median | 85.4% | 1.44x | 1.57x | 12.6x | 10.9x | 9.9% | 28.1% | 2.7% | 2.9x |
| 1st Quartile | 69.0% | 0.70x | 0.83x | 9.0x | 8.1x | 4.8% | 17.0% | (0.2%) | 1.7x |

Source: S&P Capital IQ as of November 30, 2024. | Past performance is not necessarily indicative of future results.



Consumer Sentiment Index

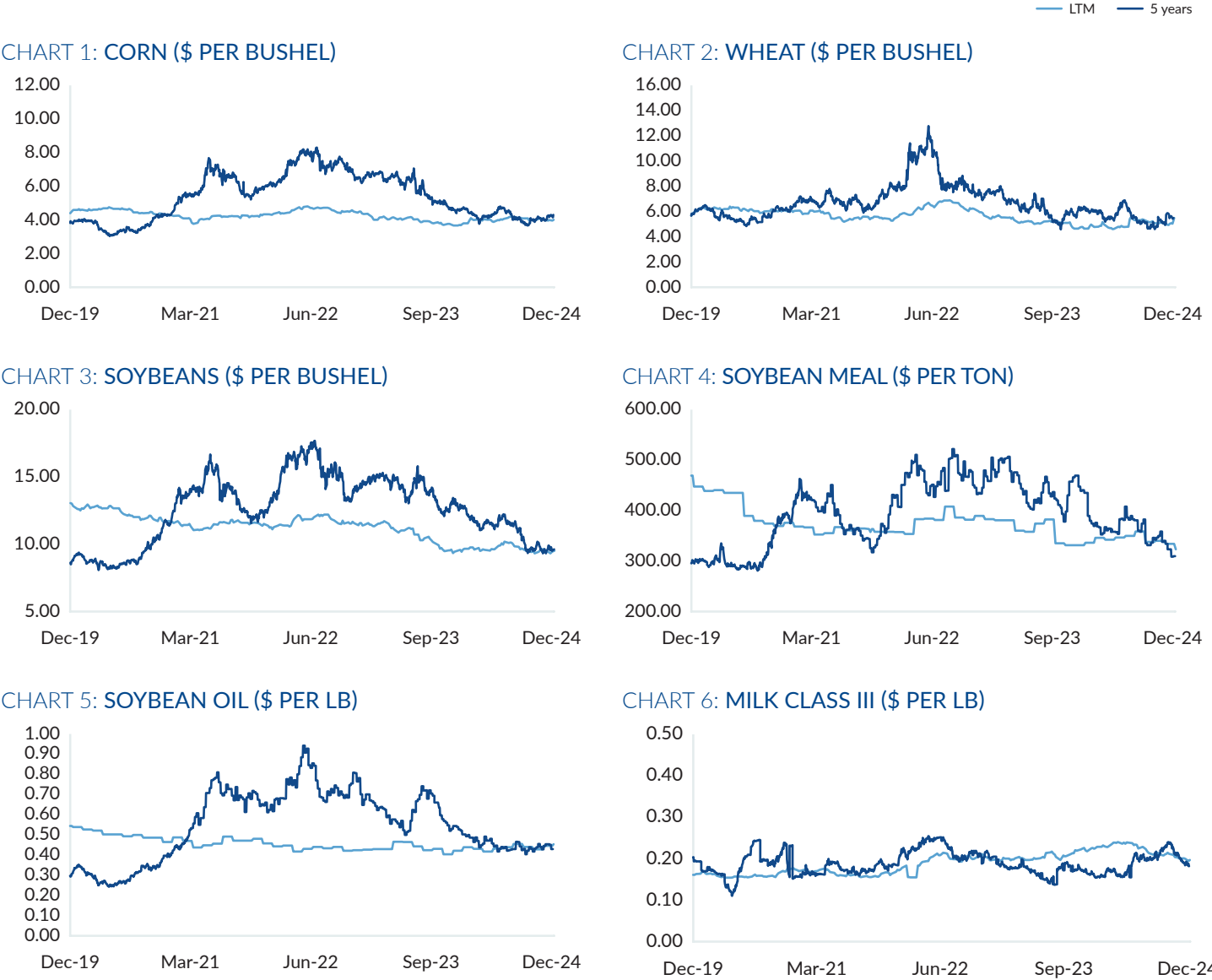
Latest twelve months



Source: Surveys of Consumers (umich.edu).

Market data (1/2)

Last five years and latest twelve months



Market data (2/2)
Last five years and latest twelve months

LTM 5 years

CHART 7: LIVE CATTLE (\$ PER LB)

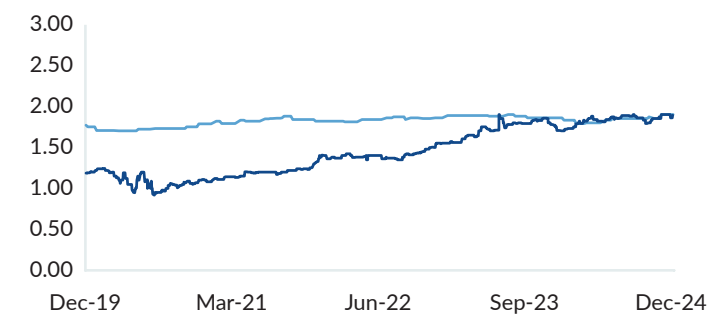


CHART 8: LEAN HOGS (\$ PER LB)

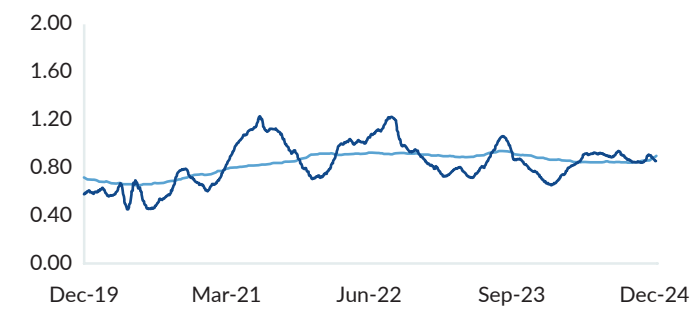


CHART 9: CHICKEN BROILERS (\$ PER LB)

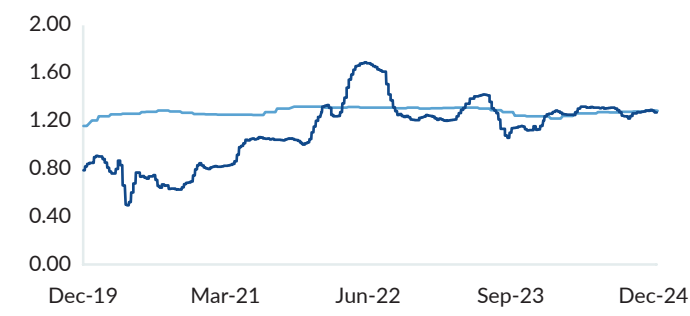


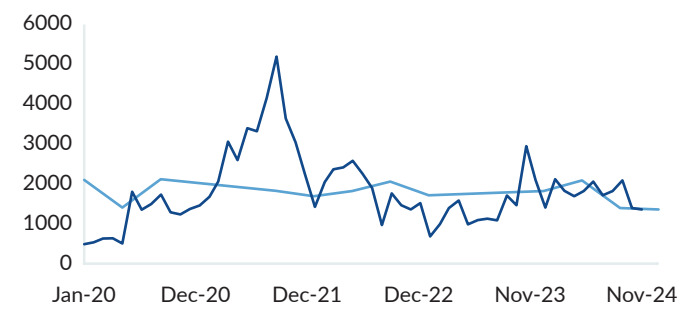
CHART 10: SUGAR (\$ PER LB)



CHART 11: COFFEE (\$ PER LB)



CHART 12: BALTIC DRY INDEX



Mesirow's exclusive focus on the middle market means we understand and relate to entrepreneurial business owners and their management teams. We take a long-term approach to client relationships and combine long-standing relationships with expert advisory services to provide custom solutions for leading food, beverage and agribusiness companies. With years of relevant transaction experience and a global network, our senior bankers devote a high level of attention to every transaction and ensure we meet the unique needs of our clients.

Sector focus

Branded & private label

- Packaged food & beverage
- Emerging brands
- Heritage brands
- Natural and organic
- Prepared foods

Distributors & wholesalers

- Foodservice
- Retail
- Re-distributors

Fruits & vegetables

- Growers
- Packers
- Shippers
- Processors

Ingredients & flavors

- Functional & sensory
- Edible oils
- Inclusions
- Sauces
- Spices & sweeteners
- Upcycled

Inputs & agribusiness

- Agronomy
- Agtech
- Biofuels
- Crop inputs
- Feed & ingredients
- Production
- Storage & distribution

Restaurants & retail grocery

- Independent grocery chains
- Franchisors & franchisees
- Multi-unit concepts
- Multi-concept chains

Specialty beverage

- Coffee, tea & kombucha
- Beer, wine, spirits & zero proof
- Functional beverages
- Craft soda & seltzers
- Bottlers & co-packers

Other industry concentrations

In addition to food, beverage and agribusiness, we are a dedicated advisor to a wide array of middle-market companies and have developed an in-depth expertise in a range of industries, including:

- | | | |
|------------------------|-------------------------------|-------------------------|
| • Aerospace & Defense | • Distribution & Supply Chain | • Industrial Technology |
| • Business Services | • Healthcare | • Packaging |
| • Consumer & eCommerce | • Industrials | • Technology & Services |

About Mesirow

Mesirow is an independent, employee-owned financial services firm founded in 1937. Headquartered in Chicago, with locations around the world, we serve clients through a personal, custom approach to reaching financial goals and acting as a force for social good. With capabilities spanning Global Investment Management, Capital Markets & Investment Banking, and Advisory Services, we invest in what matters: our clients, our communities and our culture. To learn more, visit mesirow.com and follow us on [LinkedIn](#).

Contact us

Paul Mariani

Managing Director,
Head of Food, Beverage & Agribusiness
312.595.7820
paul.mariani@mesirow.com

Sam Hershman

Director
312.595.7886
sam.hershman@mesirow.com

Eric Markin

Director
312.595.7887
eric.markin@mesirow.com

Joe Perozzi

Vice President
312.595.2243
joe.perozzi@mesirow.com



LATEST INSIGHTS

Mesirow refers to Mesirow Financial Holdings, Inc. and its divisions, subsidiaries and affiliates. The Mesirow name and logo are registered service marks of Mesirow Financial Holdings, Inc. © 2024, Mesirow Financial Holdings, Inc. All rights reserved. Investment Banking services offered through Mesirow Financial, Inc., Member FINRA and SIPC. The above information regarding specific clients may not be representative of the experience of other clients, nor may past success guarantee future successful results.