



Q4 2022 Food, Beverage, and Agriculture Update

January 2023

LAKESIDE'S FOOD, BEVERAGE, AND AGRICULTURE PRACTICE

Differentiated transaction experience across food, beverage, and agriculture models and industries

MEET OUR FOOD, BEVERAGE, AND AGRICULTURE TEAM



Tom Newell
Managing Director



Chase Wichelmann
Vice President



MacKenzie Place
Vice President

- Our experience advising food, beverage, and agriculture businesses is unmatched by firms of our size who serve the lower middle market
- We have executed dozens of food, beverage, and agriculture transactions across all end markets with a combined transaction value of over \$2 billion
- We maintain regular dialogue with acquirers of food, beverage, and agriculture businesses, including corporate buyers, private equity firms, and family offices



MERIDIAN CAPITAL
INVESTMENT BANKERS



Top-Tier Investment Banking and Private Equity Backgrounds With
a Passion For Advising Family and Founder Business Owners

REPRESENTATIVE FOOD, BEVERAGE, AND AGRICULTURE TRANSACTIONS

FOOD, BEVERAGE, AND AGRICULTURE SUBSECTOR EXPERIENCE

Baked Goods

Better-For-You / Organic

Branded Food Products

Cold Storage and Logistics

Contract Food Manufacturing

Farm Management and Processing

Foodservice Distribution

Food Processing

Ingredients / Flavors

Protein & Seafood

 has been acquired by portfolio company of 	Contract Food Manufacturer has been acquired by 	 Buttermilk Drying Operations has been acquired by 	 WILD SEAFOOD & ORGANICS has been acquired by
 has been acquired by Tall Tree Foods portfolio company of 	 has been acquired by 	 has been acquired by 	 has been acquired by
 has been acquired by 	 has been acquired by 	 Family Owned Since 1941 has been acquired by 	 has been acquired by Tall Tree Foods portfolio company of

Note: Select transactions completed by Lakeside principals while at prior firms

INDUSTRY NEWS

Lakeside is committed to keeping our finger on the pulse of the food, beverage, and agriculture market

WORTHWHILE READS

The articles below are taken from various industry periodicals, websites, and blogs from around the web that highlight key themes in food, beverage and Ag:

The Top 3 Threats to Fresh Produce Transportation

Food Logistics

“Over the last decade, there has been a 500% increase in U.S. adults adopting a plant-based diet. But before shoppers can pick up the abundance of plant-based items needed for a balanced diet and bring them home, produce must first survive the journey”

Read the article [here](#)

U.S. responsible for 60% of the global investment in lab-grown meat

New Food Magazine

“According to a study, the US has broken the “billion dollar barrier”, accounting for 60 percent of the global investment in lab-grown meat.”

Read the article [here](#)

Agtech: Breaking down the farmer adoption dilemma

McKinsey & Company

“With recent increases in on-farm profitability and strong investments over the last decade, there is a high openness to innovation, yet adoption is slow.”

Read the article [here](#)

USDA Announces Framework for Shoring Up Food Supply Chain

USDA

“U.S. Department of Agriculture (USDA) is announcing details of a framework to transform the food system to benefit consumers, producers and rural communities by providing more options, increasing access, and creating new, more, and better markets for small and mid-size producers.”

Read the article [here](#)

Ruiz Foods Acquires Assets of Socal Contract Manufacturer

The Business Journal

“Dinuba-based Ruiz Food Products, Inc., leading manufacturer of frozen Mexican food products, has announced the asset acquisition of Southern California-based Culinary International, LLC.”

Read the article [here](#)

RECENT TRANSACTIONS

The transactions highlighted below were high profile transactions completed in the most recent quarter.



has been acquired by



portfolio company of



Crystal Creek Logistics, a provider of last mile drop-ship order fulfillment for frozen and refrigerated goods., was acquired by Lineage Logistics.

Lineage Logistics is the world’s largest and most innovative temperature-controlled industrial REIT and logistics solutions provider.

Lakeside Partners acted as exclusive financial advisor to Crystal Creek Logistics.



has been acquired by



Vital Choice, a provider of wild-caught seafood and sustainably farmed shellfish, pastured proteins, organic foods and marine-source nutritional supplements, was acquired by 1800-Flowers.

1800-Flowers is a leading provider of gifts designed to help customers express, connect, and celebrate.

Lakeside Partners acted as exclusive financial advisor to Vital Choice.



Contract Food Manufacturer

has been acquired by



The Company is a leading contract food manufacturer and innovation engine for today’s leading pizza and frozen prepared food brands.

The Company has a robust list of blue-chip customers including Ahold, Albertson’s, Subway, Nestlé and Walmart.

Family owned for over 70 years, Lakeside personnel, advised the family on their sale to one of their top customers / partners, Nestlé.



Denotes a Lakeside Partners-led transaction

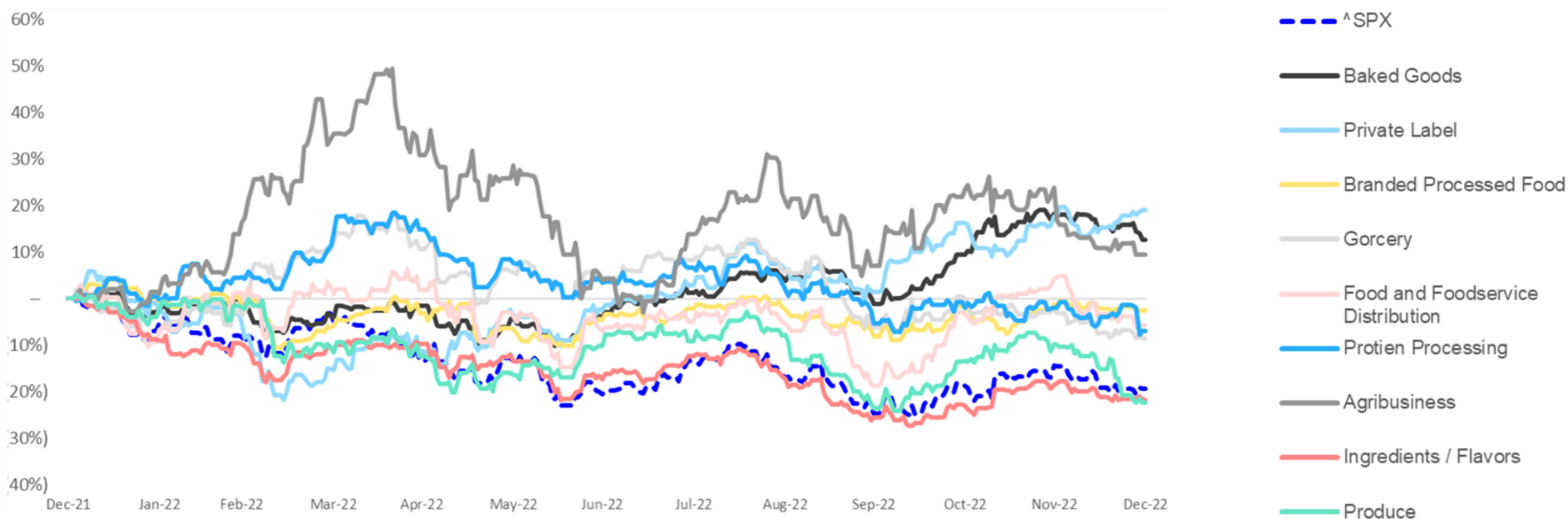


Denotes previous firm transaction

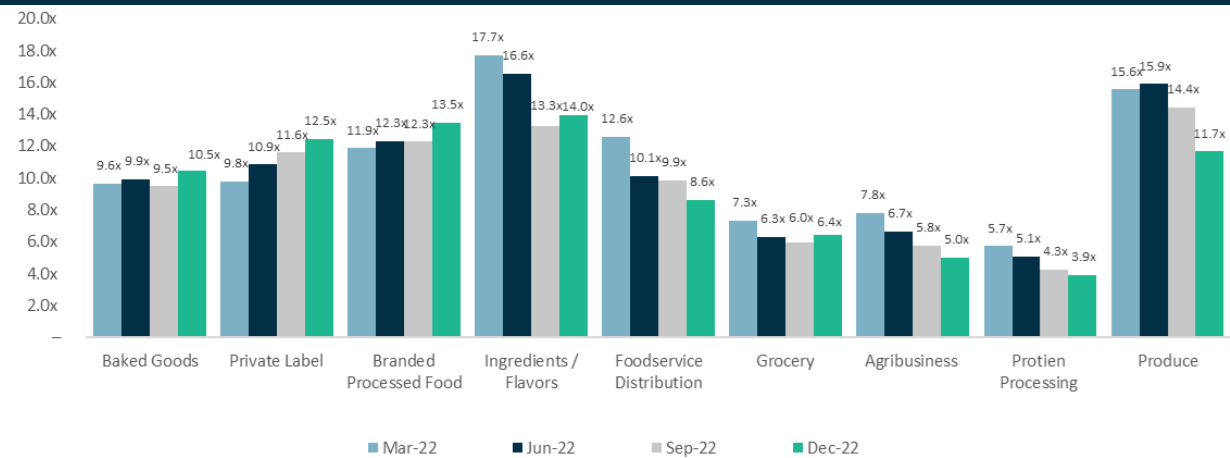
FOOD, BEVERAGE, AND AGRICULTURE PUBLIC COMPANY PERFORMANCE

Below is a look at how publicly traded food, beverage, and ag companies performed by sector

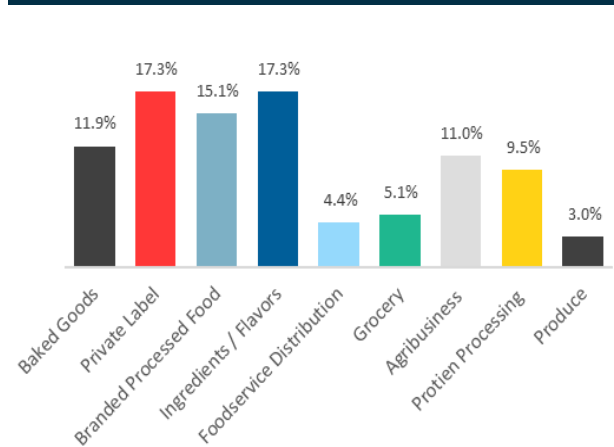
ONE-YEAR HISTORICAL STOCK PRICE PERFORMANCE (AS OF 12/31/22)



EBITDA TRADING MULTIPLES BY QUARTER

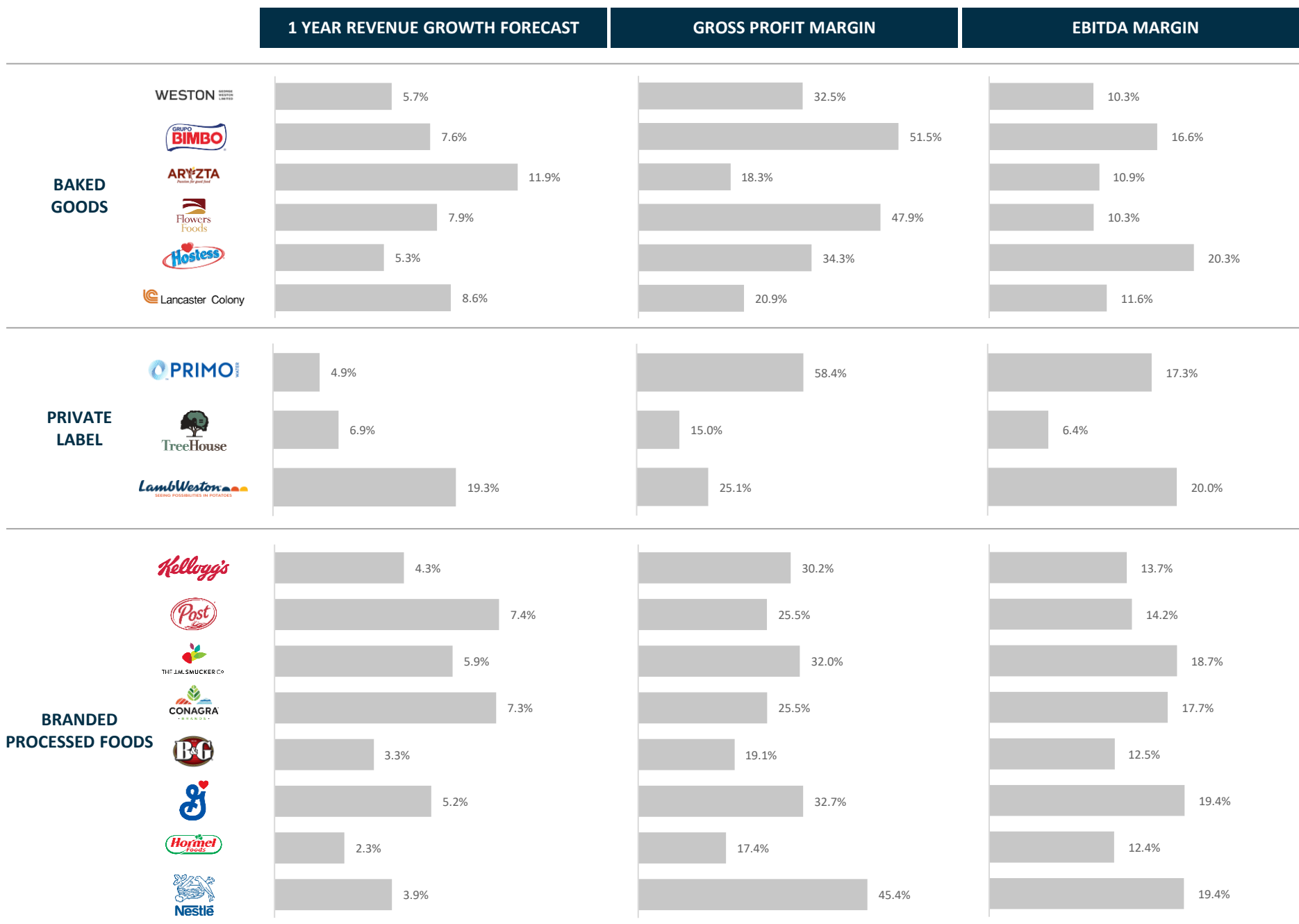


EBITDA MARGIN BY SECTOR



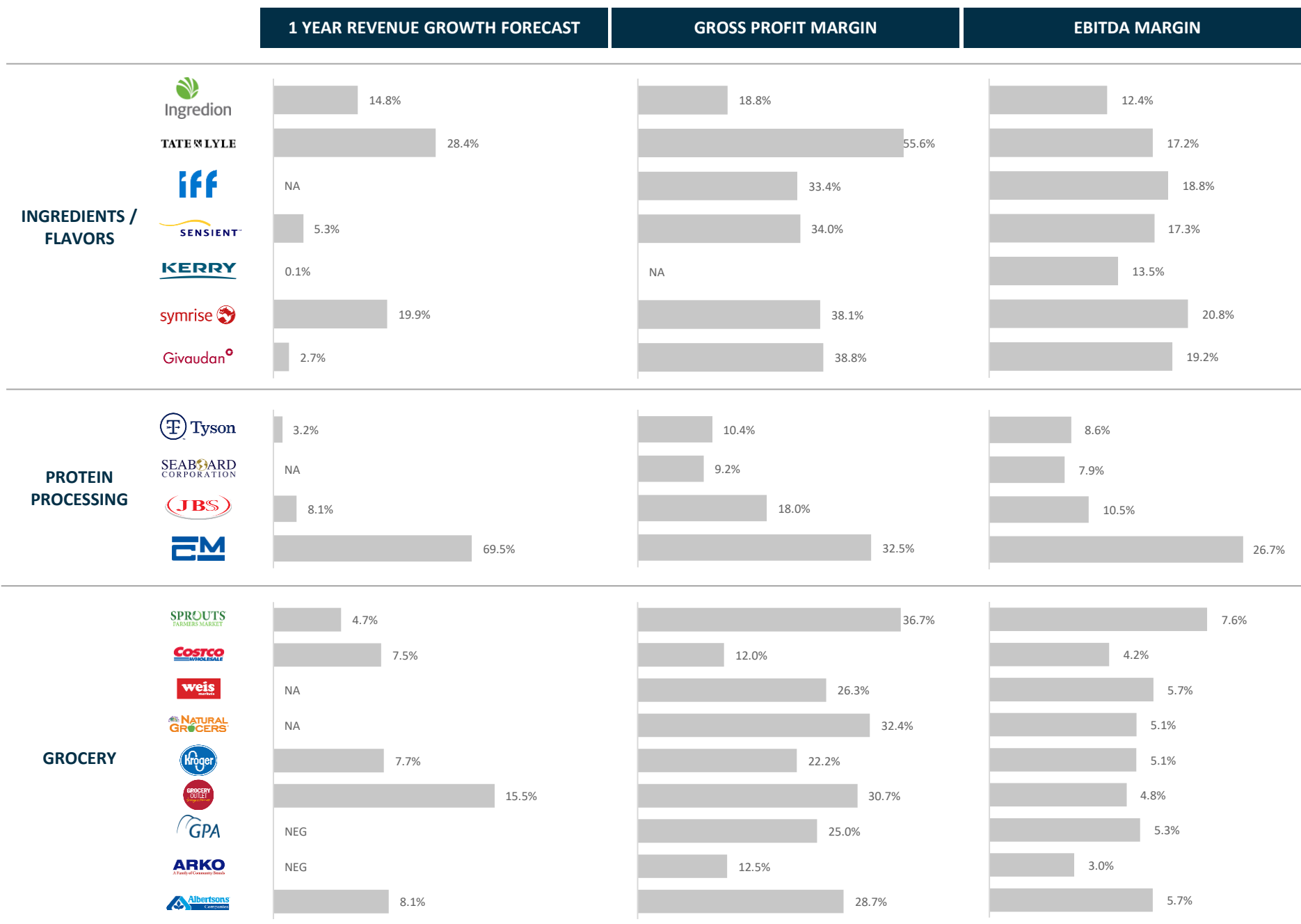
Source: Capital IQ

FOOD, BEVERAGE, AND AGRICULTURE PUBLIC COMPANY BENCHMARKING BY SECTOR

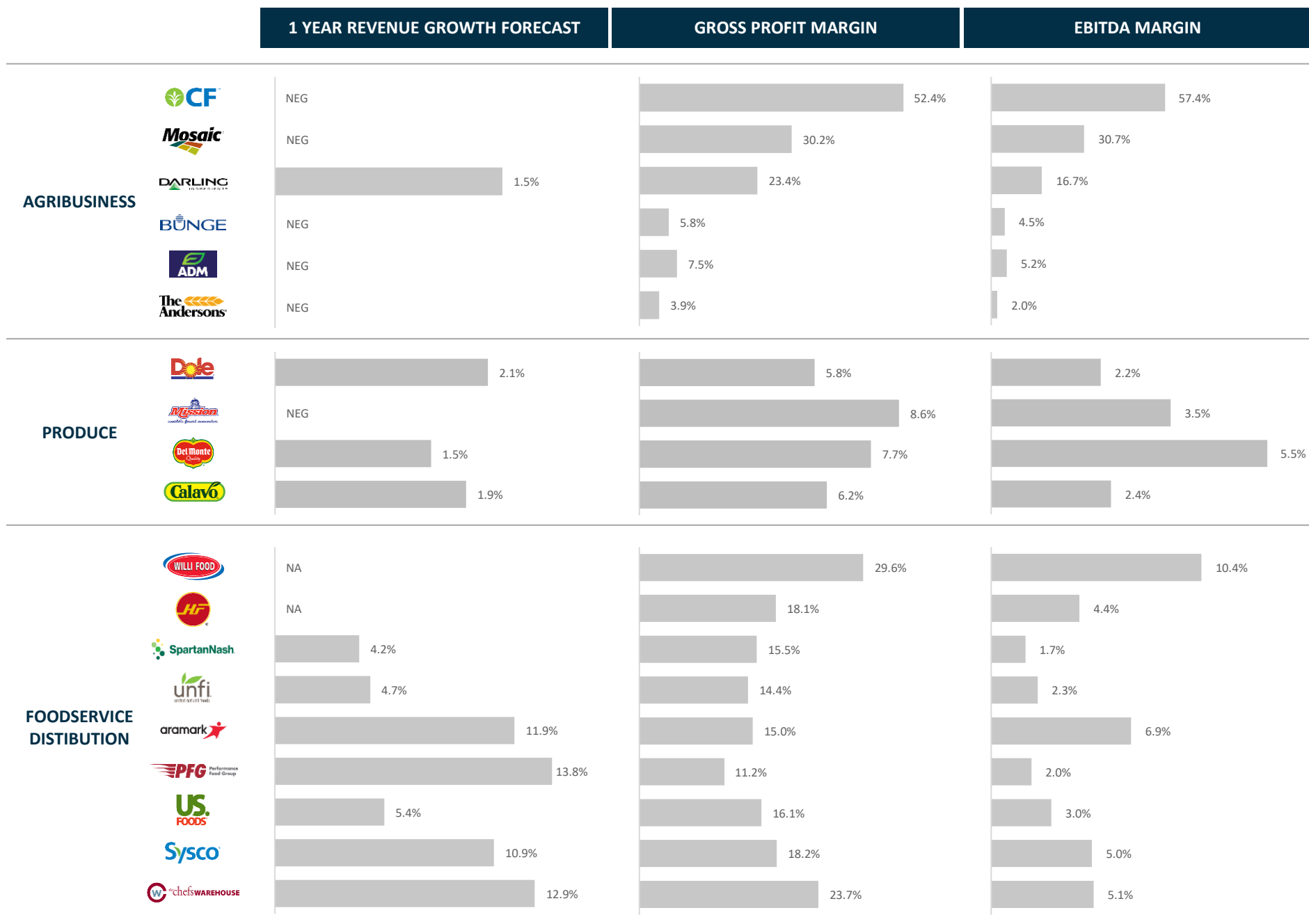


Source: Capital IQ
 NA: Not Available
 NEG: Negative Results

FOOD, BEVERAGE, AND AGRICULTURE PUBLIC COMPANY BENCHMARKING BY SECTOR (CONT'D)



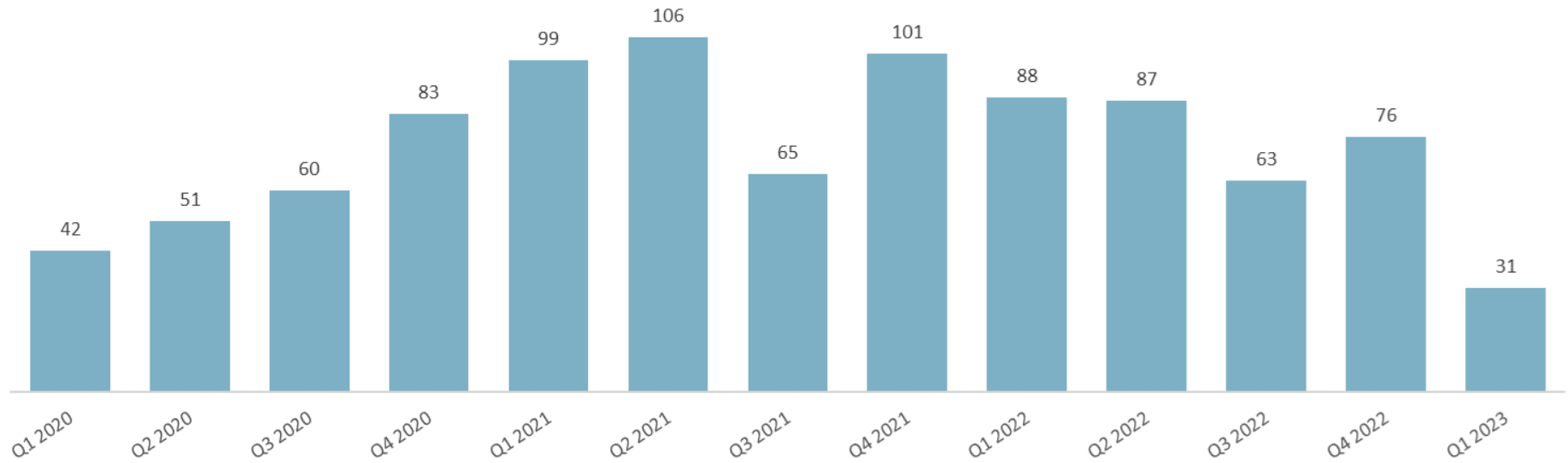
FOOD, BEVERAGE, AND AGRICULTURE PUBLIC COMPANY BENCHMARKING BY SECTOR (CONT'D)



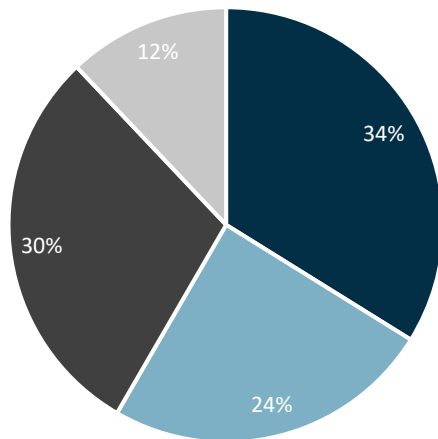
FOOD & BEVERAGE M&A STATISTICS

Below is an overview of M&A volume by quarter for Food & Beverage

NUMBER OF FOOD & BEVERAGE TRANSACTIONS BY QUARTER

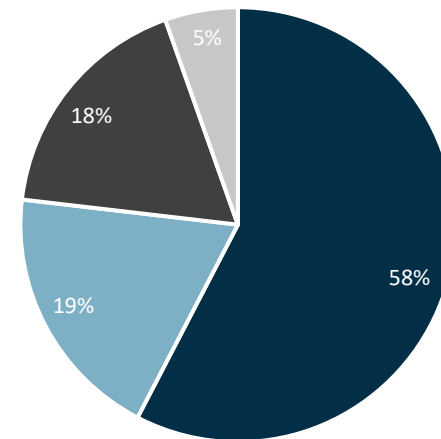


PERCENT OF TRANSACTION VOLUME COMPLETED BY QUARTER



■ Q2 2022 ■ Q3 2022 ■ Q4 2022 ■ Q1 2023

DISTRIBUTION OF TRANSACTIONS BY EV FOR PAST 3 YEARS¹

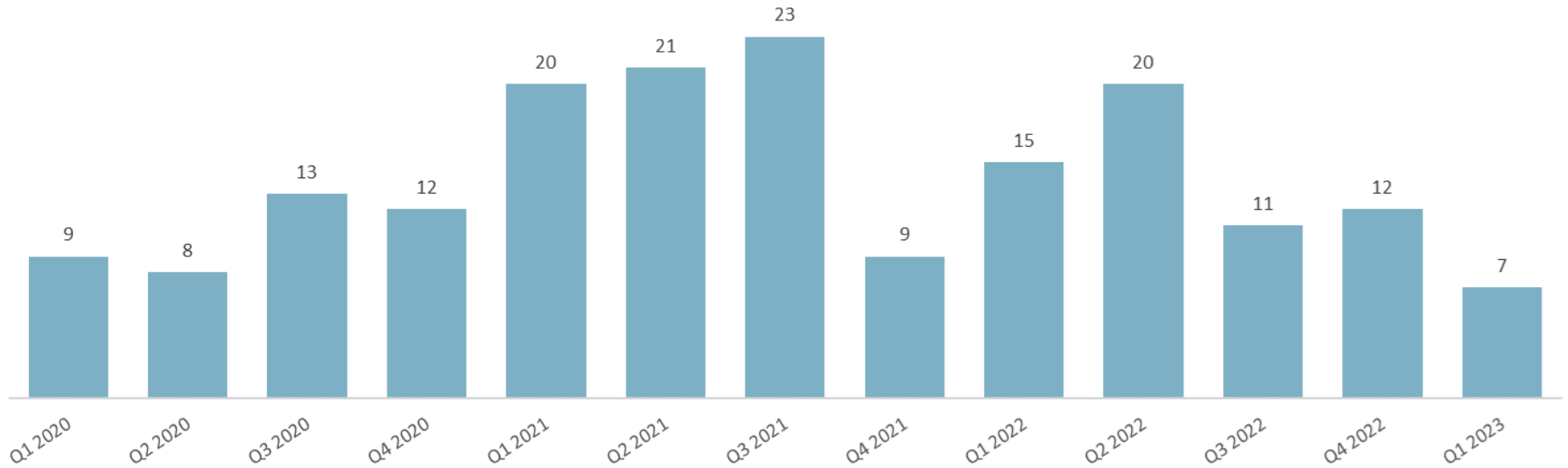


■ \$0-\$50M ■ \$51-\$250M ■ \$251-\$1,000M ■ \$1,000+M

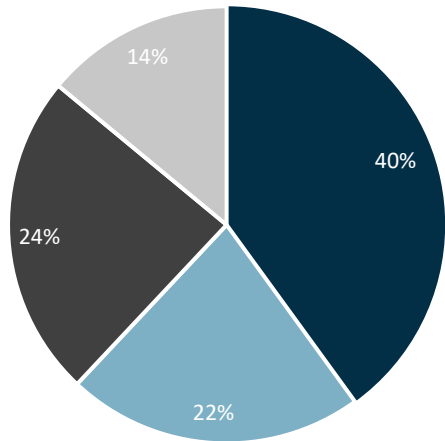
AGRICULTURE M&A STATISTICS

Below is an overview of M&A volume by quarter for Agriculture

NUMBER OF AGRICULTURE TRANSACTIONS BY QUARTER

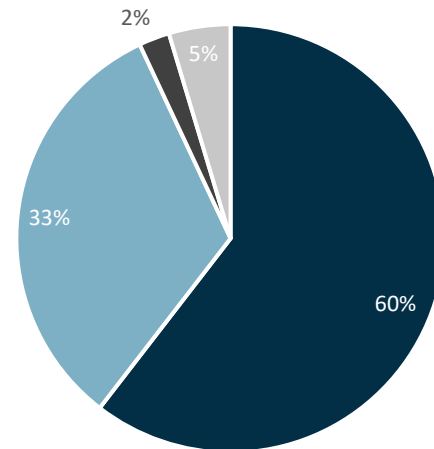


PERCENT OF TRANSACTION VOLUME COMPLETED BY QUARTER



■ Q2 2022 ■ Q3 2022 ■ Q4 2022 ■ Q1 2023

DISTRIBUTION OF TRANSACTIONS BY EV FOR PAST 3 YEARS¹



■ \$0-\$50M ■ \$51-\$250M ■ \$251-\$1,000M ■ \$1,000+M

Source: Capital IQ

1. Only includes transactions with disclosed values

SELECT RECENT FOOD & BEVERAGE TRANSACTIONS

Closed Date	Target Name	Business Description	Acquirer
1/19/2023	French Creek Seafood Ltd.	French Creek Seafood Ltd. purchases, processes, and sells seafood.	Shanghai Kai Chuang Deep Sea Fisheries Co.,Ltd.
1/19/2023	KYLA, Inc.	KYLA, Inc. produces and sells alcoholic beverages.	MPL Brands NV, Inc.
1/18/2023	Willow Park Wines & Spirits Ltd.	Willow Park Wines & Spirits Ltd. retails alcoholic beverages in Canada.	Calgary Co-operative Association Limited
1/18/2023	Ipswich Ale Brewery	Ipswich Ale Brewery engages in brewing beer and ale.	Essex County Brewing Co., LLC
1/18/2023	The Great Lakes Potato Chip Company LLC	The Great Lakes Potato Chip Company LLC manufactures kettle-cooked potato chips that are sold to foodservice distributors, grocery stores, club stores, and direct to consumers through the company's website.	LaSalle Capital; Lightspring Capital Partners
1/16/2023	DRNK Beverages Corp.	DRNK Beverages Corp. manufactures and distributes mocktail and low-calorie beverages.	Remington Resources Inc.
1/12/2023	Jamaican Brew House	Jamaican Brew House produces and sales neutral liquid base made from cannabis that is used in a range of food and beverage applications.	Wee-Cig International Corporation
1/10/2023	Avery Brewing Company, LLC	Avery Brewing Company, LLC produces alcoholic beverages that include beer, ale, and liquors.	MAHOU, S.A.
1/9/2023	Backerhaus Veit, Ltd.	Backerhaus Veit, Ltd., a bakery, engages in the production of breads, rolls, and pretzels.	PNC RiverArch Capital
1/9/2023	Birch Benders, LLC	Birch Benders, LLC produces baking mixes and frostings, pancakes and waffle mixes, Birch Benders Cups, and Toaster Waffles.	Hometown Food Company
1/6/2023	Agropur MSI, LLC	Agropur MSI, LLC, doing business as Agropur Ingredients, LLC, manufactures and distributes functional and food ingredients to dairy, nutritional, and food industries in North America.	Select Milk Producers, Inc.
1/5/2023	Great Lakes Foods, LLC	Great Lakes Foods, LLC operates as a food distributor company.	SpartanNash Company
1/5/2023	St Johns Food Service, Inc.	St Johns Food Service, Inc. operates as a distributor of restaurant food and paper products.	Theater Partners, LLC
1/5/2023	Titan Frozen Fruit, LLC	Titan Frozen Fruit, LLC produces and supplies frozen fruits and related products.	Vestar Capital Partners, LLC; Windhover Capital LLC
1/5/2023	Cascadia Nutrition, LLC	Cascadia Nutrition, LLC produces nutritional supplements.	ByHeart, Inc.
12/19/2022	Tru Fru, LLC	Tru Fru, LLC engages in the production and sale of snacks, including fruit-based chocolates.	Mars, Incorporated
12/15/2022	Nora's Non-Dairy Ltd.	Nora's Non-Dairy Ltd. produces and sells cashew-based ice creams.	Plant Veda Foods Ltd.
12/15/2022	Red's All Natural, LLC	Red's All Natural, LLC produces and supplies burritos and quesadillas.	Bansk Group LLC
12/15/2022	Back to Nature Foods Company, LLC	Back to Nature Foods Company produces cookies, crackers, granolas, juices, and nuts.	BA Brussels, LLC
12/14/2022	Pearson Candy Company, LLC	Pearson Candy Company, LLC produces and supplies candy products.	Annabelle Candy Co., Inc.
12/14/2022	Canyon Market	Canyon Market offers grocery store services that include bakery, beer, bread, bulk, cheese, coffee bar, and other related services.	Haight Street Market Inc.
12/13/2022	Rowe's IGA Supermarket	Rowe's IGA Supermarket operates as a supermarket chain with stores in Jacksonville, Florida.	Massy Stores (USA) LLC
12/13/2022	Papa Pita Bakery	Papa Pita Bakery offers baking Bagels, Tortilla, Bread, Bun, English Muffins, and Pita Bread.	Flowers Foods, Inc.
12/12/2022	Crank Lite Bev Corp	Crank Lite Bev Corp produces and sells beer.	SymBev Inc.
12/8/2022	Henry's Foods, Inc.	Henry's Foods, Inc. operates as a broad line food service distributor that serves food service accounts, convenience stores, and grocery stores in Minnesota, Eastern North and South Dakota, Northern Iowa, and Western Wisconsin.	AMCON Distributing Company
12/8/2022	The Craft Creamery	THE CRAFT CREAMERY operates an ice cream and coffee shop.	Moniker Group, Inc.
12/7/2022	Liberty Fruit Company, Inc.	Liberty Fruit Company, Inc. sells fruits and vegetables to wholesale, retail, and food service customers in Kansas, Missouri, Nebraska, Oklahoma, Iowa, Arkansas, Illinois, and Texas.	Russ Davis Wholesale Inc.
12/7/2022	Wells Enterprises, Inc.	Wells Enterprises, Inc. produces and markets ice creams and frozen treats in the United States.	Ferrero S.p.A.
12/7/2022	Assets of Winc, Inc.	Assets of Winc, Inc. comprises the assets of sourcing, bottling, labeling, and distributing wine.	Project Crush Acquisition Corp LLC

SELECT RECENT AGRICULTURE TRANSACTIONS

Closed Date	Target Name	Business Description	Acquirer
1/25/2023	Allied Seed, LLC	Allied Seed, LLC produces, processes, and distributes forage legumes, and grass seed varieties and mixtures.	GROWMARK, Inc.
1/23/2023	Berry People LLC	Berry People LLC engages in production and distribution of organic and conventional strawberries, raspberries, blueberries, and blackberries.	AgriFORCE Growing Systems Ltd.
1/6/2023	Murphy-Brown of Missouri, LLC	Murphy-Brown of Missouri, LLC, a livestock production company, produces and sells pork products for retail, wholesale, foodservice, further processor, and export markets.	Lau Family Partners LP
1/3/2023	J&J Family of Farms, Inc.	J&J Family of Farms, Inc. engages in producing, packing, and distributing vegetables.	Sweet Sixty, LLC
12/21/2022	Pasquesi Farms, LLC	Pasquesi Farms, LLC grows and produces glasshouse tomato servicing the greater Chicagoland area.	Plant Agricultural Systems, LLC
12/9/2022	Stout Industrial Technology, Inc.	Stout Industrial Technology, Inc. designs and develops AI-based mechanical platform for cultivator works.	CNH Industrial N.V.
11/3/2022	Aquaponics Business Segment	Aquaponics Business Segment comprises a closed-environment vertical aquaponics system, intellectual properties associated with the CEVAS, and a harvesting automated robotic vehicle.	CEVAS Technology Inc.
11/1/2022	Champion Petfoods LP	Champion Petfoods LP produces and markets pet food products for dogs and cats.	Mars Petcare US, Inc.
10/27/2022	Bellpark Solutions Inc	Bellpark Solutions Inc offers horticultural automation and vertical farming solutions and serving growers in Canada.	AdeptAg
10/24/2022	SunWest Fruit Company, Inc.	SunWest Fruit Company, Inc. operates as a citrus and tree fruit grower.	Fowler Packing Company, Inc.
10/20/2022	Bravo, LLC	Bravo, LLC produces frozen raw and freeze-dried diets, treats, and chews for dogs and cats.	BrightPet Nutrition Group, LLC
10/19/2022	Farm Boy Meats Inc.	Farm Boy Meats Inc. offers meat and frozen seafood.	Clark Restaurant Service, Inc.
10/18/2022	Animix LLC	Animix LLC produces vitamin and mineral mixes, feed additives, and biotechnology products.	Benford Capital Partners, LLC
9/7/2022	Ark Naturals Company	Ark Naturals Company produces health, remedy, and lifestyle solutions for pets.	Antelope
8/25/2022	Carlton Packing Company	Carlton Packing Company produces and distributes meat products to restaurants, grocers, and meat shops in the Pacific Northwest. It provides pork hams, ribs, and lion cuts; beef prime ribs and steaks; and bacon and sausages.	Beef Northwest Feeders, LLC
8/5/2022	American Foods Group, LLC	American Foods Group, LLC processes and supplies beef products to grocery stores, arenas, stadiums, schools, and other markets across the United States.	Premium Brands Holdings Corporation
8/5/2022	Golden Valley Farms Inc.	Golden Valley Farms Inc. engages in processing and packaging ready to eat deli sliced products that includes chicken, turkey, beef, and pork.	Premium Brands Holdings Corporation
8/2/2022	Jobbers Meat Packing Co. Inc.	Jobbers Meat Packing Co. Inc., doing business as WilMar, produces meat products.	Randall Foods, Inc.
8/2/2022	Paniolo Cattle Company LLC	Paniolo Cattle Company LLC engages in beef production, processing, and distribution.	Parker Ranch, Inc.
8/1/2022	CoverCress Inc.	CoverCress Inc. develops genetically improved and commercialized field pennycress as an oilseed crop that is used to produce oil for industrial and renewable fuels and meals for nutritious livestock feed.	Bayer Aktiengesellschaft
6/30/2022	Kojo Pet Performance Inc.	Kojo Pet Performance Inc. produces and markets plant and cell-based pet food offerings in Canada.	Billy Goat Brands Ltd. (nka:GOAT Industries Ltd.)
6/23/2022	Vegpro International Inc.	Vegpro International Inc. produces, packages, and sells baby lettuces and other vegetables.	Vision Ridge Partners, LLC
6/13/2022	Western Milling, LLC	Western Milling, LLC, doing business as O.H. Kruse Grain & Milling, LLC, produces and supplies nutrient solutions to plants, animals, and people.	Vision International Holdco, LLC
6/7/2022	Diggin' Your Dog, LLC	Diggin' Your Dog, LLC manufactures pet health products and supplements.	Antelope
6/7/2022	Foster Poultry Farms, LLC	Foster Poultry Farms, LLC operates as a packaged foods and meats producers company.	Atlas Holdings LLC
5/23/2022	Specialty Enterprises, LLC	Specialty Enterprises, LLC operates as a manufacturer of agricultural spray booms and sprayer boom accessories in North America and serves the OEM, dealer/distributor, and retail market.	CNH Industrial N.V.
5/19/2022	Northern Quinoa Production Corporation	Northern Quinoa Production Corporation operates as a specialty grain and food processing company.	Above Food Inc.
5/12/2022	Zwart Systems Inc.	Zwart Systems Inc. manufactures irrigation systems.	LLR Partners, Inc.
5/11/2022	MJ Harvest, Inc.	MJ Harvest, Inc. develops, acquires, and distributes agricultural and horticultural tools and implements to growers and operators in the hemp and cannabis retail industry.	Cannabis Sativa, Inc.

ABOUT LAKESIDE PARTNERS



Lakeside Partners is a boutique investment bank specializing in M&A advisory services. We serve founder & family-owned businesses in the lower middle market by advising their owners through transactions. We leverage decades of experience and relationships to execute processes that unlock exceptional value.

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OUR INDUSTRY EXPERIENCE

