



# Mufson Howe Hunter

## Food Production, Distribution & E-Commerce Newsletter Q2 2022

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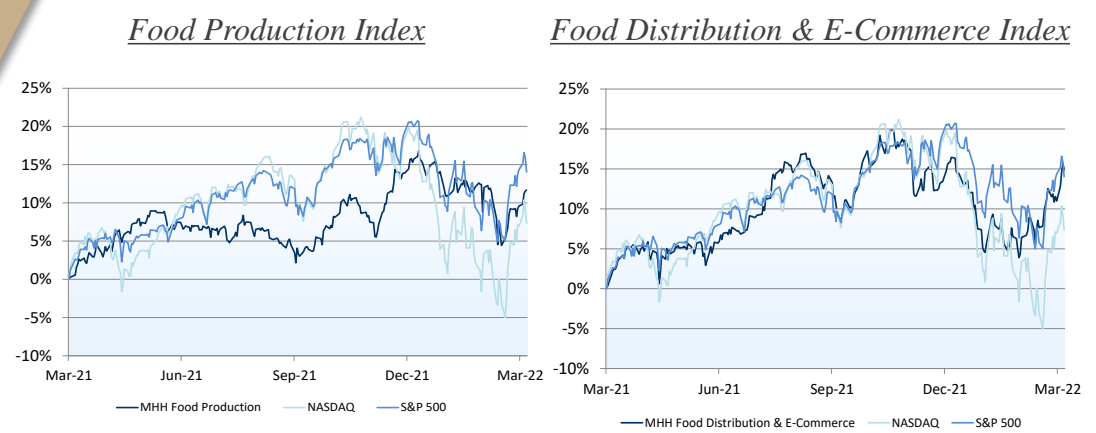
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*The Mufson Howe Hunter Food Production, Distribution & E-Commerce Newsletter is designed to provide industry professionals and private equity sponsors with current market trends and important developments within the Food Production, Food Distribution & Food E-Commerce sectors. This quarterly report contains recent news, analysis, and M&A activity on selected companies and in-depth coverage of the primary sectors.*

**Last Twelve Months Performance**  
Price as Percent of Base (March 31, 2021 = 0%)



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The Mufson Howe Hunter Food Production Index is currently comprised of ARYZTA AG, Associated British Foods plc, B&G Foods, Inc. Cal-Maine Foods, Inc., Campbell Soup Company, Conagra Brands, Inc., Flowers Foods, Inc., General Mills, Inc., George Weston Limited, Grupo Bimbo, S.A.B. de C.V., Hostess Brands, Inc., J & J Snack Foods Corp., JBS S.A., John B. Sanfilippo & Son, Inc., Kellogg Company, Lamb Weston Holdings, Inc., Lancaster Colony Corporation, McCormick & Company, Incorporated, Mondelez International, Inc., Nestlé S.A., Nomad Foods Limited, Post Holdings, Inc., Premium Brands Holdings Corporation, Sanderson Farms, Inc., Seaboard Corporation, Seneca Foods Corporation, The Hershey Company, The J.M. Smucker Company, TreeHouse Foods, Inc. and Tyson Foods, Inc.

The Mufson Howe Hunter Food Distribution & E-Commerce Index is currently comprised of Albertsons Companies, Inc., Blue Apron Holdings, Inc., Carrefour SA, Core-Mark Holding Company, Inc., Costco Wholesale Corporation, Delivery Hero SE, DoorDash, Inc., HelloFresh SE, Ingles Markets, Incorporated, Just Eat Takeaway.com N.V., Koninklijke Ahold Delhaize N.V., Ocado Group plc, Performance Food Group Company, SpartanNash Company, Sprouts Farmers Market, Inc., Sysco Corporation, Tesco PLC, The Chefs' Warehouse, Inc. The Kroger Co., United Natural Foods, Inc., US Foods Holding Corp., Village Super Market, Inc., Walmart Inc., and Weis Markets, Inc.

The companies that comprise each Index periodically change as a result of mergers, acquisitions, initial public offerings and other transactions; therefore, comparisons to historical time periods and historical performance for each Index do not entirely correspond and correlate to the Index's current performance. Historical performance is not a guarantee or prediction of future results.

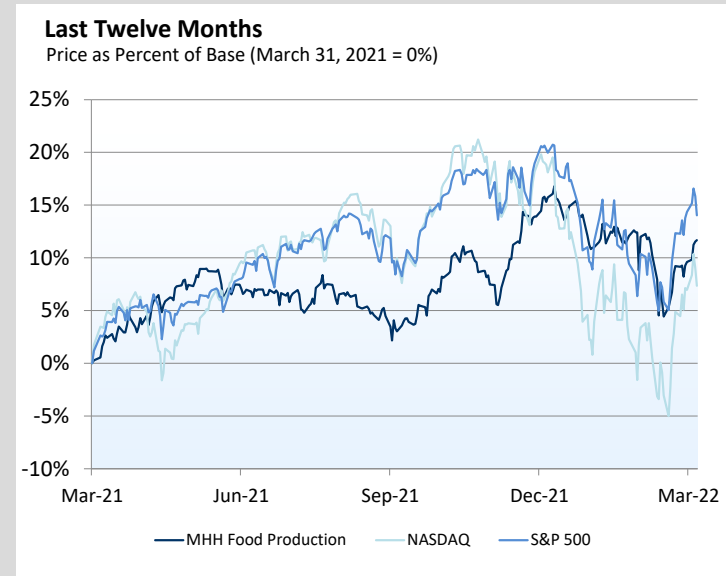
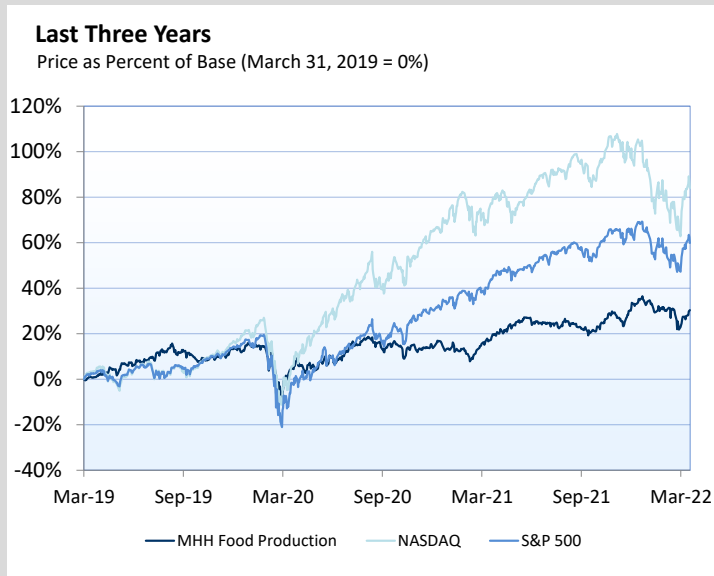
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# Food Production

Baked Goods, Branded Foods, Private Label Foods, Snacks and Protein Processing for a variety of end-user markets.

## Comparative Index Performance

The MHH Food Production Index<sup>(a)</sup> decreased by -0.6% in March of 2022.



### Price Appreciation

	3-Year	LTM	1-Month
MHH Food Production Index <sup>(a)</sup>	30.3%	11.7%	-0.6%
NASDAQ	84.0%	7.4%	3.4%
S&P 500	59.8%	14.0%	3.6%

(a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Food Production Index is comprised of all companies listed on the following pages.

# Selected Valuation Metrics – Q2 2022

## Food Production

(\$ in millions, except per share data)

Company	Market & Capitalization			LTM Performance <sup>(3)</sup>			Valuation			Margins	
	Price <sup>(1)</sup>	Equity Value	Enterprise Value <sup>(2)</sup>	Revenue	EBITDA	EPS	Enterprise Value/ Revenue	Price/ EBITDA	Price/ EPS	Gross Profit	EBITDA
<b>Baked Goods</b>											
George Weston Limited (TSX:WN)	\$123.31	\$18,117.5	\$35,999.1	\$42,472.1	\$4,361.2	\$1.99	0.85 x	8.3 x	NM	32.2%	10.3%
Grupo Bimbo, S.A.B. de C.V. (BMV:BIMBO A)	3.01	13,488.4	19,361.0	17,018.5	2,463.4	0.17	1.14 x	7.9 x	17.4 x	53.1%	14.5%
Flowers Foods, Inc. (FLO)	25.71	5,438.6	6,461.0	4,330.8	482.3	0.97	1.49 x	13.4 x	26.5 x	100.0%	11.1%
Lancaster Colony Corporation (LANC)	149.15	4,106.8	4,009.1	1,563.3	210.0	4.56	2.56 x	19.1 x	32.7 x	24.1%	13.4%
Hostess Brands, Inc. (TWNK)	21.94	3,040.1	3,906.9	1,142.0	246.3	0.86	3.42 x	15.9 x	25.5 x	35.9%	21.6%
ARYZTA AG (SWX:ARYN)	1.03	1,023.1	1,357.5	1,795.1	134.9	(0.10)	0.76 x	10.1 x	NM	18.1%	7.5%
<b>Mean</b>		<b>\$7,535.8</b>	<b>\$11,849.1</b>	<b>\$11,387.0</b>	<b>\$1,316.4</b>	<b>\$1.41</b>	<b>1.70 x</b>	<b>12.4 x</b>	<b>25.5 x</b>	<b>43.9%</b>	<b>13.1%</b>
<b>Median</b>		<b>4,772.7</b>	<b>5,235.1</b>	<b>3,062.9</b>	<b>364.3</b>	<b>0.91</b>	<b>1.31 x</b>	<b>11.73 x</b>	<b>26.0 x</b>	<b>34.1%</b>	<b>12.3%</b>
<b>Branded Foods &amp; Snacks</b>											
Nestlé S.A. (SWX:NESN)	\$130.53	\$360,198.3	\$396,882.8	\$95,951.1	\$19,097.0	\$6.65	4.14 x	20.8 x	19.6 x	48.0%	19.9%
Mondelez International, Inc. (MDLZ)	62.78	86,831.7	103,474.7	28,720.0	6,107.0	3.04	3.60 x	16.9 x	20.7 x	39.2%	21.3%
General Mills, Inc. (GIS)	67.72	40,781.8	52,469.9	18,625.2	3,773.3	3.75	2.82 x	13.9 x	18.1 x	33.4%	20.3%
The Hershey Company (HSY)	216.63	44,461.5	49,508.4	8,971.3	2,363.6	7.11	5.52 x	20.9 x	30.5 x	45.2%	26.3%
McCormick & Company, Incorporated (MKC)	99.80	26,754.0	31,804.1	6,358.8	1,247.8	2.77	5.00 x	NM	NM	39.0%	19.6%
Hormel Foods Corporation (HRL)	51.54	28,089.2	30,571.2	11,969.4	1,439.7	1.69	2.55 x	21.2 x	30.5 x	17.1%	12.0%
Kellogg Company (K)	64.49	21,890.2	29,832.2	14,181.0	2,489.0	4.33	2.10 x	12.0 x	14.9 x	32.4%	17.6%
Conagra Brands, Inc. (CAG)	33.57	16,109.4	25,266.6	11,365.4	2,053.4	2.15	2.22 x	12.3 x	15.6 x	25.6%	18.1%
Associated British Foods plc (LSE: ABF)	21.85	17,266.4	19,278.6	19,095.8	2,041.1	0.83	1.01 x	9.4 x	26.3 x	22.6%	10.7%
The J. M. Smucker Company (SJM)	135.41	14,686.4	18,933.2	7,885.3	1,576.4	5.30	2.40 x	12.0 x	25.5 x	35.4%	20.0%
Campbell Soup Company (CPB)	44.57	13,446.9	18,351.9	8,302.0	1,719.0	3.04	2.21 x	10.7 x	14.7 x	31.5%	20.7%
Post Holdings, Inc. (POST)	69.26	4,284.4	11,305.4	6,412.4	1,038.7	0.92	1.76 x	10.9 x	NM	27.8%	16.2%
Nomad Foods Limited (NOMD)	22.58	3,892.8	6,361.1	2,964.4	520.9	1.16	2.15 x	12.2 x	19.5 x	28.9%	17.6%
Premium Brands Holdings Corporation (TSX: PBH)	87.60	3,924.5	5,422.4	3,848.3	263.3	2.37	1.41 x	20.6 x	NM	18.3%	6.8%
B&G Foods, Inc. (BGS)	26.98	1,857.5	4,159.6	2,056.3	317.3	1.02	2.02 x	13.1 x	26.5 x	22.2%	15.4%
J&J Snack Foods Corp. (JJSF)	155.10	2,963.9	2,749.9	1,222.1	135.7	3.40	2.25 x	20.3 x	NM	26.9%	11.1%
John B. Sanfilippo & Son, Inc. (JBSS)	83.44	961.7	1,014.0	894.2	96.4	5.15	1.13 x	10.5 x	16.2 x	22.0%	NM
<b>Mean</b>		<b>\$40,494.1</b>	<b>\$47,493.3</b>	<b>\$14,636.6</b>	<b>\$2,722.3</b>	<b>\$3.22</b>	<b>2.61 x</b>	<b>14.86 x</b>	<b>21.42 x</b>	<b>31.7%</b>	<b>17.6%</b>
<b>Median</b>		<b>16,109.4</b>	<b>19,278.6</b>	<b>8,302.0</b>	<b>1,576.4</b>	<b>3.04</b>	<b>2.22 x</b>	<b>12.71 x</b>	<b>19.64 x</b>	<b>28.9%</b>	<b>17.8%</b>

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months

‡ = excluded from Mean and Median calculations

Source: Public Filings, Press Releases and Published Research Reports.

(1) As of close on March 31, 2022.

(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, postretirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

(3) Excludes non-recurring and discontinued operations.

# Selected Valuation Metrics – Q2 2022

## Food Production

(\$ in millions, except per share data)

Company	Market & Capitalization			LTM Performance <sup>(3)</sup>			Valuation			Margins	
	Price <sup>(1)</sup>	Equity Value	Enterprise Value <sup>(2)</sup>	Revenue	EBITDA	EPS	Enterprise Value/ Revenue EBITDA		Price/ EPS	Gross Profit	EBITDA
<b>Private Label Food</b>											
Lamb Weston Holdings, Inc. (LW)	\$59.91	\$8,653.8	\$10,977.6	\$3,953.3	\$597.8	\$1.60	2.78 x	18.4 x	NM	19.6%	15.1%
TreeHouse Foods, Inc. (THS)	32.26	1,800.0	3,579.5	4,327.6	375.2	(0.48)	0.83 x	9.5 x	NM	16.5%	8.7%
Seneca Foods Corporation (SENE.A)	51.54	435.1	621.8	1,357.7	135.5	6.60	0.46 x	4.6 x	7.8 x	13.1%	10.0%
<b>Mean</b>		<b>\$3,629.6</b>	<b>\$5,059.6</b>	<b>\$3,212.9</b>	<b>\$369.5</b>	<b>\$2.57</b>	<b>1.35 x</b>	<b>10.83 x</b>	<b>7.8 x</b>	<b>16.4%</b>	<b>11.3%</b>
<b>Median</b>		<b>1,800.0</b>	<b>3,579.5</b>	<b>3,953.3</b>	<b>375.2</b>	<b>1.60</b>	<b>0.83 x</b>	<b>9.54 x</b>	<b>7.8 x</b>	<b>16.5%</b>	<b>10.0%</b>
<b>Protein Processing</b>											
Tyson Foods, Inc. (TSN)	\$89.63	\$32,487.8	\$39,034.8	\$49,522.0	\$6,703.0	\$10.13	0.79 x	5.8 x	8.8 x	15.5%	13.5%
JBS S.A. (BOVESPA:JBSS3)	7.83	17,584.5	32,658.7	62,942.3	7,836.2	1.48	0.52 x	4.2 x	5.3 x	18.9%	12.4%
Pilgrim's Pride Corporation (PPC)	25.10	6,121.8	9,277.8	14,777.5	1,270.6	0.13	0.63 x	7.3 x	NM	9.2%	8.6%
Sanderson Farms, Inc. (SAFM)	187.49	4,185.4	3,523.7	5,217.8	1,052.0	28.59	0.68 x	3.3 x	6.6 x	22.1%	20.2%
Cal-Maine Foods, Inc. (CALM)	55.22	2,702.5	2,607.3	1,534.0	50.7	0.37	1.70 x	NM	NM	11.7%	3.3%
<b>Mean</b>		<b>\$12,616.4</b>	<b>\$17,420.5</b>	<b>\$26,798.7</b>	<b>\$3,382.5</b>	<b>\$8.14</b>	<b>0.86 x</b>	<b>5.2 x</b>	<b>6.9 x</b>	<b>15.5%</b>	<b>11.6%</b>
<b>Median</b>		<b>6,121.8</b>	<b>9,277.8</b>	<b>14,777.5</b>	<b>1,270.6</b>	<b>1.48</b>	<b>0.68 x</b>	<b>5.00 x</b>	<b>6.6 x</b>	<b>15.5%</b>	<b>12.4%</b>

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months

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Source: Public Filings, Press Releases and Published Research Reports.

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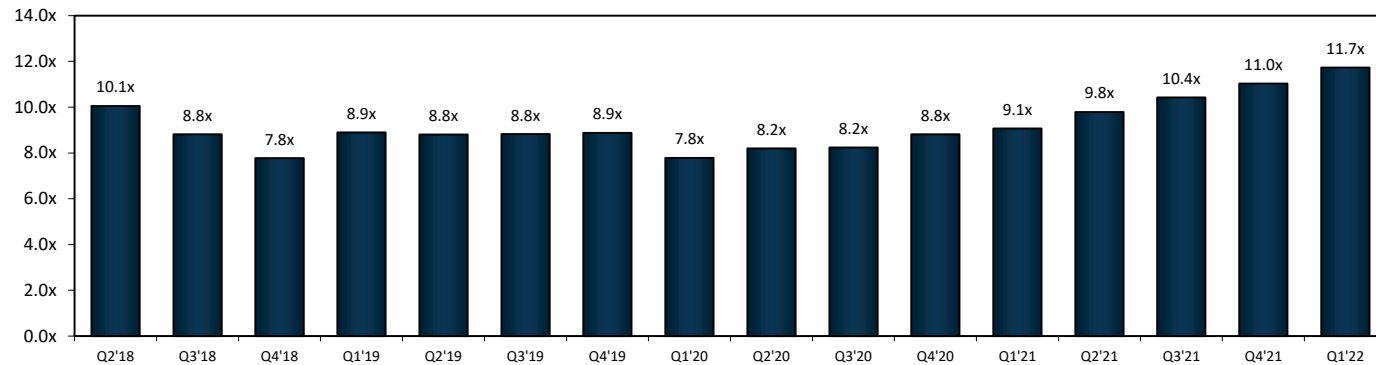
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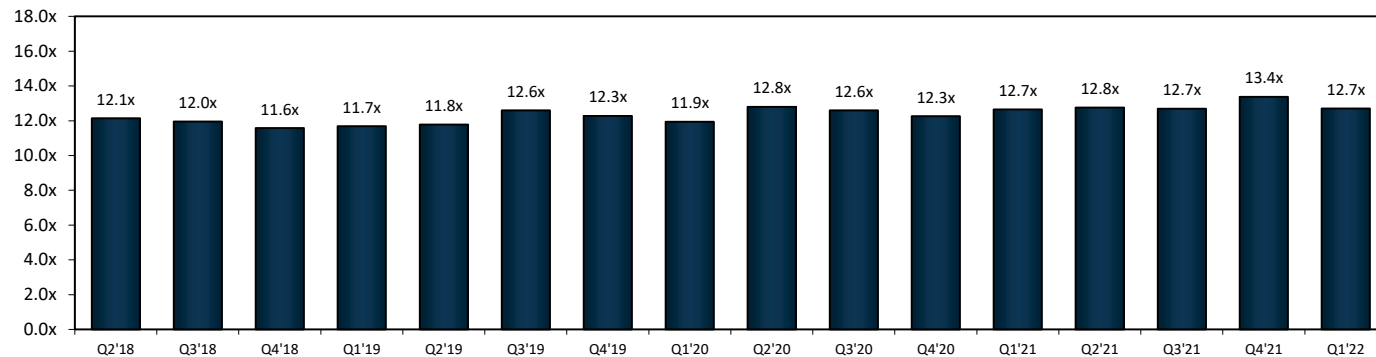
# Historical Enterprise Value-to-LTM EBITDA Multiples

## Food Production

### Baked Goods



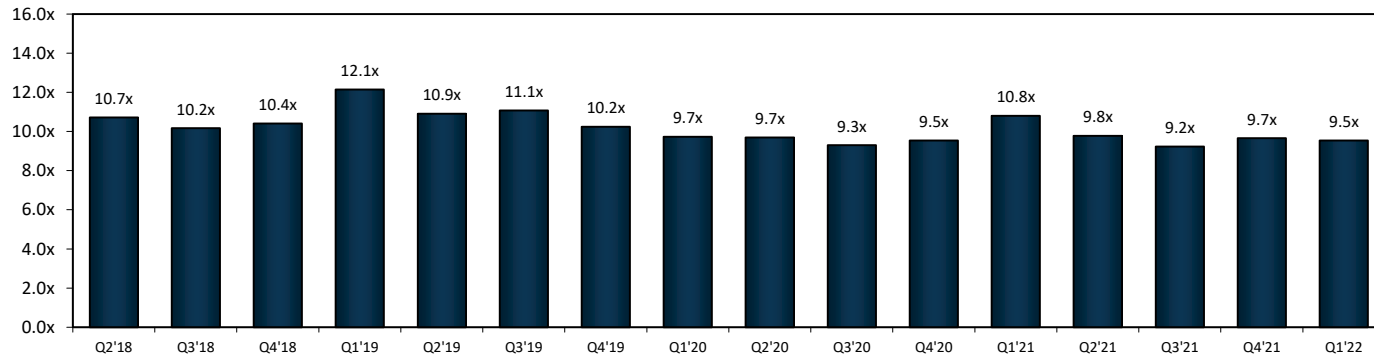
### Branded Foods and Snacks



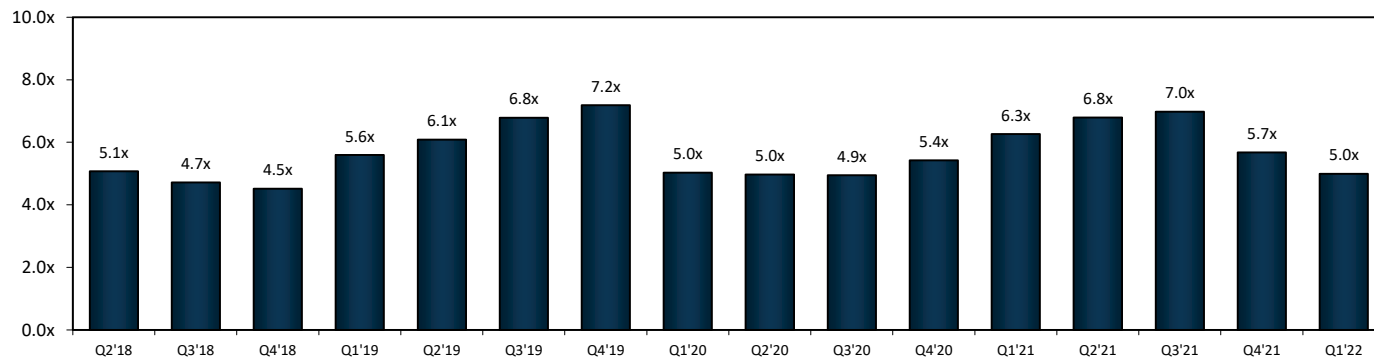
# Historical Enterprise Value-to-LTM EBITDA Multiples

Food Production

## Private Label Food



## Protein Processing



# Selected M&A Transactions

## Food Production

Announced	Target	Target Description	Acquirer	Value
Mar 31	D'Artagnan, Inc.	Produces and supplies natural and organic meats, serving homes, chefs, and restaurants in the U.S.	Fortune International, LLC	ND
Mar 23	Noble Foods Nutrition Inc.	Manufactures nutrition and energy bars in Canada.	EMPWR BV	ND
Mar 21	Polk's Meat Products, Inc.	Produces smoked meat products for retail and food service markets.	Management Buyout	ND
Mar 18	Herve Edibles Ltd	Produces cannabis infused desserts and sweets.	Simply Better Brands Corp. (TSXV:SBBC)	\$7.1
Mar 14	Stonewall Kitchen, LLC	Produces, wholesales, and retails specialty food products, and kitchen and home products.	TA Associates Management, L.P.	ND
Mar 11	DUSO Enterprises Ltd.	Provides Italian pasta, sauce, and entrée products in western and central Canada.	Premium Brands Holdings Corporation (TSX:PBH)	ND
Mar 10	Beechgrove Country Foods Inc.	Manufactures pizza topping and fully cooked meat ingredients.	Premium Brands Holdings Corporation (TSX:PBH)	ND
Mar 10	Leonetti's Inc.	Offers Italian stromboli, calzones, classic Philly sandwiches, and folded pizzas in Philadelphia, PA.	Premium Brands Holdings Corporation (TSX:PBH)	ND
Mar 10	Shaw Bakers LLC	Manufactures and distributes fresh and frozen breads and sweet and savory pastries.	Premium Brands Holdings Corporation (TSX:PBH)	ND
Mar 10	Whisk, LLC	Owns and operates a bakery in Richmond, VA selling muffins, cakes, breads, and coffee.	Bill Bryan (individual investor)	ND
Feb 28	Stable Foods Co.	Manufactures and distributes commercial kitchen and baked goods.	Blackhawk Growth Corp. (CNSX:BLR)	\$2.0
Feb 28	Revolution Desserts, LLC	Owns and operates the Gelato Fiasco, Sweet Scoops, Art Cream, and SoCo Creamery brands.	Yuengling's Ice Cream Corporation (OTCPK:ARSN)	ND

ND – Not disclosed. Transaction values in millions.



# Selected M&A Transactions (cont'd)

## Food Production

Announced	Target	Target Description	Acquirer	Value
Feb 21	Vital Proteins LLC	Manufactures and sells whole food-based nutrition containing collagen.	Nestle Health Science S.A.	ND
Feb 11	Macgregors Meat & Seafood	Provides beef, poultry, and seafood products to hotels and restaurants in Canada.	Gordon Food Service, Inc.	ND
Feb 11	Ziyad Brothers Importing, Inc.	Manufactures and imports food products in Cicero, Illinois.	Peak Rock Capital LLC	ND
Feb 10	YoFiit	Produces plant-based nutrition products in Vaughan, Canada.	Global Food and Ingredients Inc.	ND
Feb 08	Better Bears Foods Inc.	Manufactures naturally sweetened plant-based candy.	Candyverse Brands Inc.	ND
Feb 04	K&B Acquisition, Inc. (dba Mehaffies Pies)	Produces and retails fruit pies, cream pies, cheesecakes, and other desserts in Dayton, OH.	Brian and Melanie Phillips (individual investors)	ND
Feb 02	Fytextia SAS	Produces natural ingredients for the dietary supplement and health food industry in France and internationally.	ABF Ingredients, Ltd.	ND
Feb 02	Orgain, Inc.	Produces nutritional and organic food and supplements, selling through retail and online stores.	Nestle Health Science S.A.	ND
Feb 01	4505 Meats Inc.	Operates barbecue joints and produces chicharrones, offering catering services and online sales.	Benestar Brands	ND
Jan 13	Mercer Foods, LLC	Produces and markets freeze-dried food products through its brands, Aquafruit and Truth in Snacks.	Entrepreneurial Equity Partners, L.P.	ND
Jan 11	MaxFoods (Aust) Pty Ltd.	Provides packaged food products, offering sugar-free biscuits and seafood in Australia.	ND	\$42.9
Jan 07	Readywise, LLC	Manufactures freeze-dried and dehydrated foods for emergency preparedness, everyday consumption, and outdoor activities.	Goode Partners LLC	ND

ND – Not disclosed. Transaction values in millions.

# Selected M&A Transactions (cont'd)

## Food Production

Announced	Target	Target Description	Acquirer	Value
Jan 07	Pre Brands LLC	Offers grass fed beef steaks and ground beef through its websites and grocery stores.	Chamberlain Capital Management, LLC	ND
Jan 06	Kisko Products Inc.	Manufactures and distributes freeze pops and juice products.	Regal Confections Inc.	ND
Jan 05	Brand Castle LLC	Offers interactive baking kits for children and adults.	Signature Brands, LLC	ND
Jan 04	ZFS Creston LLC	Provides soy processing services, based in Creston, Iowa.	Benson Hill, Inc. (NYSE:BHIL)	\$102.6
Jan 04	Casper's Ice Cream, LLC (dba Fat Boy Ice-Cream)	Manufactures ice cream and other frozen products through retail stores in the U.S.	MidOcean Partners LLP	ND
Jan 03	Steven-Robert Originals, LLC	Develops, produces, and distributes frozen desserts to restaurants, hotels, theaters, and gourmet grocery stores.	BCPE North Star US Holdco 2, Inc.	ND

*ND – Not disclosed. Transaction values in millions.*

## Selected News

### Food Production

B&G Foods, Inc. (BGS) reported net income of \$67.4 million for fiscal year 2022 as compared to \$132.0 million for the prior year. Earnings per share were \$1.02 versus \$2.04 for the prior year. Revenues for the year increased to \$2,056.3 million from \$1,967.9 million for fiscal year 2021.

Cal-Maine Foods, Inc. (CALM) reported third quarter net income of \$39.5 million for fiscal year 2022 as compared to \$13.5 million for the prior year period. Earnings per share were \$0.81 versus \$0.28 for the prior year period. Revenues for the quarter increased to \$477.5 million from \$359.1 million for the same period in fiscal year 2021.

Campbell Soup Company (CPB) reported second quarter net income of \$212.0 million for fiscal year 2022 as compared to \$245.0 million for the prior year period. Earnings per share were \$0.70 versus \$0.80 for the prior year period. Revenues for the quarter decreased to \$2,209.0 million from \$2,279.0 million for the same period in fiscal year 2021.

Flowers Foods, Inc. (FLO) reported net income of \$206.2 million for fiscal year 2022 as compared to \$152.3 million for the prior year. Earnings per share were \$0.97 versus \$0.72 for the prior year. Revenues for the year decreased to \$4,330.8 million from \$4,388.0 million for fiscal year 2021.

General Mills, Inc. (GIS) reported third quarter net income of \$660.3 million for fiscal year 2022 as compared to \$595.7 million for the prior year period. Earnings per share were \$1.08 versus \$0.96 for the prior year period. Revenues for the quarter increased to \$4,537.7 million from \$4,520.0 million for the same period in fiscal year 2021.

George Weston Limited (TSX:WN) reported net income of \$340.6 million for fiscal year 2021 as compared to \$755.8 million for the prior year. Earnings per share were \$0.29 versus \$4.70 for the prior year. Revenues for the year increased to \$42,472.1 million from \$41,806.6 million for fiscal year 2020.

Grupo Bimbo, S.A.B. de C.V. (BMV:BIMBO A) reported net income of \$776.4 million for fiscal year 2021 as compared to \$457.9 million for the prior year. Earnings per share were \$0.17 versus \$0.10 for the prior year. Revenues for the year increased to \$17,018.5 million from \$16,637.1 million for fiscal year 2020.

Hormel Foods Corporation (HRL) reported first quarter net income of \$239.6 million for fiscal year 2022 as compared to \$222.3 million for the prior year period. Earnings per share were \$0.44 versus \$0.41 for the prior year period. Revenues for the quarter increased to \$3,044.4 million from \$2,461.1 million for the same period in fiscal year 2021.

Note: All per share results are reported on a fully-diluted basis.

# Selected News

## Food Production

Hostess Brands, Inc. (TWNK) reported net income of \$119.3 million for fiscal year 2021 as compared to \$104.7 million for the prior year. Earnings per share were \$0.86 versus \$0.51 for the prior year. Revenues for the year increased to \$1,142.0 million from \$1,016.6 million for fiscal year 2020.

J&J Snack Foods Corp. (JJSF) reported first quarter net income of \$11.1 million for fiscal year 2022 as compared to \$1.8 million for the prior year period. Earnings per share were \$0.58 versus \$0.09 for the prior year period. Revenues for the quarter increased to \$318.5 million from \$241.0 million for the same period in fiscal year 2021.

JBS S.A. (BOVESPA:JBSS3) reported net income of \$3,676.9 million for fiscal year 2021 as compared to \$885.4 million for the prior year. Earnings per share were \$1.48 versus \$0.33 for the prior year. Revenues for the year increased to \$62,942.3 million from \$52,030.4 million for fiscal year 2020.

John B. Sanfilippo & Son, Inc. (JBSS) reported second quarter net income of \$13.2 million for fiscal year 2022 as compared to \$19.9 million for the prior year period. Earnings per share were \$1.14 versus \$1.72 for the prior year period. Revenues for the quarter increased to \$253.2 million from \$233.6 million for the same period in fiscal year 2021.

Kellogg Company (K) reported net income of \$1,488.0 million for fiscal year 2022 as compared to \$1,251.0 million for the prior year. Earnings per share were \$4.33 versus \$3.63 for the prior year. Revenues for the year increased to \$14,181.0 million from \$13,770.0 million for fiscal year 2021.

Lancaster Colony Corporation (LANC) reported second quarter net income of \$34.4 million for fiscal year 2022 as compared to \$44.6 million for the prior year period. Earnings per share were \$1.25 versus \$1.62 for the prior year period. Revenues for the quarter increased to \$428.4 million from \$375.0 million for the same period in fiscal year 2021.

McCormick & Company, Incorporated (MKC) reported first quarter net income of \$154.9 million for fiscal year 2022 as compared to \$161.8 million for the prior year period. Earnings per share were \$0.57 versus \$0.60 for the prior year period. Revenues for the quarter increased to \$1,522.4 million from \$1,481.5 million for the same period in fiscal year 2021.

Mondelez International, Inc. (MDLZ) reported net income of \$4,300.0 million for fiscal year 2021 as compared to \$3,555.0 million for the prior year. Earnings per share were \$3.04 versus \$2.47 for the prior year. Revenues for the year increased to \$28,720.0 million from \$26,581.0 million for fiscal year 2020.

Nestlé S.A. (SWX:NESN) reported net income of \$18,544.1 million for fiscal year 2021 as compared to \$13,825.4 million for the prior year. Earnings per share were \$6.65 versus \$4.85 for the prior year. Revenues for the year increased to \$95,951.1 million from \$95,711.8 million for fiscal year 2020.

Note: All per share results are reported on a fully-diluted basis.

# Selected News

## Food Production

Nomad Foods Limited (NOMD) reported net income of \$205.8 million for fiscal year 2021 as compared to \$275.5 million for the prior year. Earnings per share were \$1.16 versus \$1.39 for the prior year. Revenues for the year decreased to \$2,964.4 million from \$3,077.6 million for fiscal year 2020.

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Pilgrim's Pride Corporation (PPC) reported net income of \$31.0 million for fiscal year 2021 as compared to \$94.8 million for the prior year. Earnings per share were \$0.13 versus \$0.39 for the prior year. Revenues for the year increased to \$14,777.5 million from \$12,091.9 million for fiscal year 2020.

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Post Holdings, Inc. (POST) reported first quarter net income of (\$20.8) million for fiscal year 2022 as compared to \$81.2 million for the prior year period. Earnings per share were (\$0.25) versus \$1.21 for the prior year period. Revenues for the quarter increased to \$1,643.7 million from \$1,458.0 million for the same period in fiscal year 2021.

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Premium Brands Holdings Corporation (TSX: PBH) reported net income of \$103.5 million for fiscal year 2021 as compared to \$65.0 million for the prior year. Earnings per share were \$2.37 versus \$1.67 for the prior year. Revenues for the year increased to \$3,848.3 million from \$3,161.8 million for fiscal year 2020.

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Sanderson Farms, Inc. (SAFM) reported first quarter net income of \$192.8 million for fiscal year 2022 as compared to \$9.5 million for the prior year period. Earnings per share were \$8.64 versus \$0.42 for the prior year period. Revenues for the quarter increased to \$1,327.4 million from \$909.3 million for the same period in fiscal year 2021.

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The Hershey Company (HSY) reported net income of \$1,477.5 million for fiscal year 2021 as compared to \$1,278.7 million for the prior year. Earnings per share were \$7.11 versus \$6.11 for the prior year. Revenues for the year increased to \$8,971.3 million from \$8,149.7 million for fiscal year 2020.

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The J. M. Smucker Company (SJM) reported third quarter net income of \$69.7 million for fiscal year 2022 as compared to \$261.5 million for the prior year period. Earnings per share were \$0.64 versus \$2.32 for the prior year period. Revenues for the quarter decreased to \$2,057.1 million from \$2,076.7 million for the same period in fiscal year 2021.

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TreeHouse Foods, Inc. (THS) reported net income of (\$12.5) million for fiscal year 2021 as compared to \$13.8 million for the prior year. Earnings per share were (\$0.22) versus \$0.25 for the prior year. Revenues for the year decreased to \$4,327.6 million from \$4,349.7 million for fiscal year 2020.

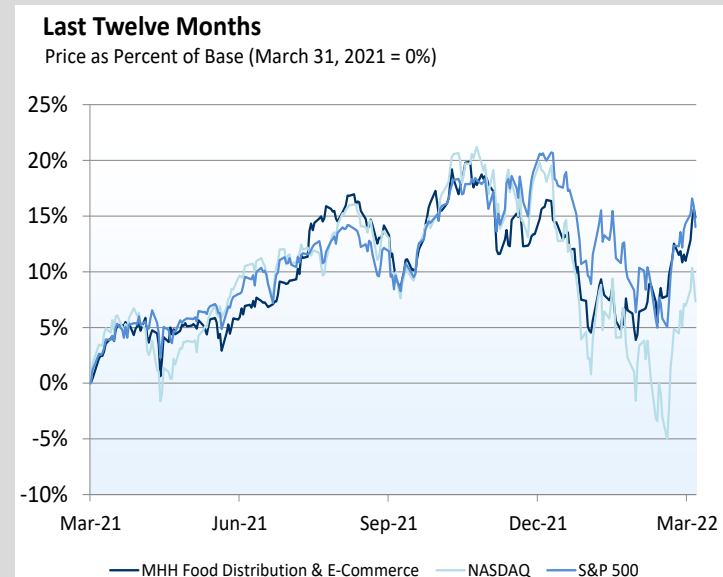
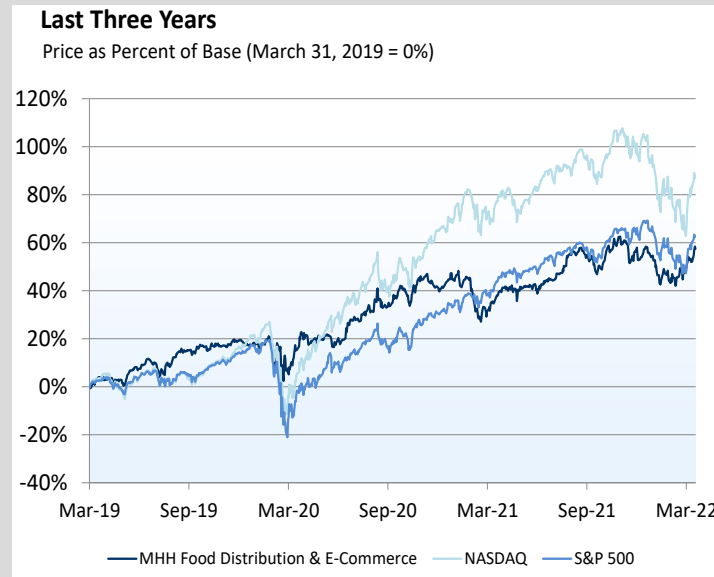
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Tyson Foods, Inc. (TSN) reported first quarter net income of \$1,121.0 million for fiscal year 2022 as compared to \$467.0 million for the prior year period. Earnings per share were \$3.07 versus \$1.28 for the prior year period. Revenues for the quarter increased to \$12,933.0 million from \$10,460.0 million for the same period in fiscal year 2021.

Note: All per share results are reported on a fully-diluted basis.

## Comparative Index Performance

The MHH Food Distribution & E-Commerce Index<sup>(a)</sup> increased by 7.7% in March of 2022.



### Price Appreciation

	3-Year	LTM	1-Month
MHH Food Distribution & E-Commerce Index <sup>(a)</sup>	57.5%	14.9%	7.7%
NASDAQ	84.0%	7.4%	3.4%
S&P 500	59.8%	14.0%	3.6%

(a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Distribution & E-Commerce Index is comprised of all companies listed on the following pages.

# Selected Valuation Metrics – Q2 2022

## Food Distribution & E-Commerce

(\$ in millions, except per share data)

Company	Market & Capitalization			LTM Performance <sup>(3)</sup>			Valuation			Margins	
	Price <sup>(1)</sup>	Equity Value	Enterprise Value <sup>(2)</sup>	Revenue	EBITDA	EPS	Enterprise Value/		Price/ EPS	Gross	
							Revenue	EBITDA		Profit	EBITDA
<b>Food Retail</b>											
Walmart Inc. (WMT)	\$148.92	\$409,795.0	\$462,091.0	\$572,754.0	\$36,600.0	\$4.87	0.81 x	12.6 x	30.6 x	25.1%	6.4%
Costco Wholesale Corporation (COST)	575.85	255,230.7	252,738.7	210,219.0	9,905.0	12.41	1.20 x	25.5 x	46.4 x	12.7%	4.7%
The Kroger Co. (KR)	57.37	41,496.2	60,092.2	137,888.0	6,592.0	2.17	0.44 x	9.1 x	26.4 x	22.7%	4.8%
Koninklijke Ahold Delhaize N.V. (ENXTAM:AD)	32.34	32,424.4	48,301.8	85,978.6	5,632.9	2.47	0.56 x	8.6 x	13.1 x	27.4%	6.6%
Tesco PLC (LSE:TSCO)	3.63	27,452.3	42,585.4	81,906.0	4,884.0	0.21	0.52 x	8.7 x	17.5 x	6.1%	6.0%
Carrefour SA (ENXTPA:CA)	21.82	16,725.9	32,224.6	84,248.8	4,090.8	1.48	0.38 x	7.9 x	14.8 x	19.7%	4.9%
Albertsons Companies, Inc. (ACI)	33.25	16,599.7	29,677.8	70,275.8	3,871.9	1.56	0.42 x	7.7 x	21.3 x	29.6%	5.5%
Sprouts Farmers Market, Inc. (SFM)	31.98	3,546.8	4,815.0	6,099.9	464.4	2.10	0.79 x	10.4 x	15.2 x	36.4%	7.6%
Weis Markets, Inc. (WMK)	71.42	1,921.1	1,830.9	4,224.4	249.5	4.05	0.43 x	7.3 x	17.6 x	27.0%	5.9%
Village Super Market, Inc. (VLGE.A)	24.50	356.4	621.1	2,049.0	80.8	2.02	0.30 x	7.7 x	12.1 x	28.1%	3.9%
<b>Mean</b>		<b>\$80,554.9</b>	<b>\$93,497.9</b>	<b>\$125,564.4</b>	<b>\$7,237.1</b>	<b>\$3.33</b>	<b>0.59x</b>	<b>10.5x</b>	<b>21.5x</b>	<b>23.5%</b>	<b>5.6%</b>
<b>Median</b>		<b>22,089.1</b>	<b>37,405.0</b>	<b>83,077.4</b>	<b>4,487.4</b>	<b>2.14</b>	<b>0.48x</b>	<b>8.65x</b>	<b>17.6x</b>	<b>26.0%</b>	<b>5.7%</b>
<b>Food Distribution</b>											
Sysco Corporation (SYY)	\$81.65	\$41,433.1	\$51,934.6	\$60,738.2	\$2,800.5	\$1.52	0.86 x	18.5 x	53.7 x	17.9%	4.6%
US Foods Holding Corp. (USFD)	37.63	8,392.3	14,252.3	29,487.0	848.0	0.54	0.48 x	16.8 x	69.7 x	15.8%	2.9%
Performance Food Group Company (PFGC)	50.91	7,880.9	12,828.1	39,732.0	643.5	0.26	0.32 x	19.9 x	NM	11.0%	1.6%
United Natural Foods, Inc. (UNFI)	41.35	2,409.3	5,996.3	27,779.0	809.0	3.77	0.22 x	7.4 x	11.0 x	14.7%	2.9%
SpartanNash Company (SPTN)	32.99	1,185.1	1,894.7	8,931.0	208.0	2.05	0.21 x	9.1 x	16.1 x	15.7%	2.3%
The Chefs' Warehouse, Inc. (CHEF)	32.60	1,247.2	1,674.5	1,745.8	39.6	(0.13)	0.96 x	NM	NM	22.4%	2.3%
Coreo AG (CORE)	1.38	24.2	83.9	6.2	(1.2)	(0.17)	NM	NM	NM	26.6%	-19.9%
<b>Mean</b>		<b>\$8,938.8</b>	<b>\$12,666.3</b>	<b>\$24,059.9</b>	<b>\$763.9</b>	<b>\$1.1</b>	<b>0.51x</b>	<b>14.4x</b>	<b>37.6x</b>	<b>17.7%</b>	<b>-0.5%</b>
<b>Median</b>		<b>2,409.3</b>	<b>5,996.3</b>	<b>27,779.0</b>	<b>643.5</b>	<b>0.5</b>	<b>0.40x</b>	<b>16.81x</b>	<b>34.9x</b>	<b>15.8%</b>	<b>2.3%</b>
<b>Food E-Commerce</b>											
DoorDash, Inc. (DASH)	\$117.19	\$40,830.3	\$37,472.3	\$4,888.0	(\$348.0)	(\$1.39)	7.67 x	NM	NM	53.5%	-7.1%
Delivery Hero SE (XTRA:DHGR)	44.28	11,116.2	12,328.6	4,709.2	(1,171.4)	(10.10)	2.62 x	NM	NM	22.0%	-24.9%
Ocado Group plc (LSE:OCDO)	15.39	11,410.3	12,050.8	3,327.1	(100.1)	(0.40)	3.62 x	NM	NM	37.4%	-3.0%
Just Eat Takeaway.com N.V. (ENXTAM:TKWY)	34.16	7,344.2	8,804.5	5,112.0	(690.3)	(6.29)	1.72 x	NM	NM	15.2%	-13.5%
HelloFresh SE (XTRA:HFG)	45.50	7,803.2	7,388.7	6,816.1	484.0	1.61	1.08 x	15.3 x	NM	65.9%	7.1%
Blue Apron Holdings, Inc. (APRN)	4.05	131.8	114.9	470.4	(48.9)	(3.97)	0.24 x	NM	NM	35.8%	-10.4%
<b>Mean</b>		<b>\$13,106.0</b>	<b>\$13,026.6</b>	<b>\$4,220.5</b>	<b>(\$312.5)</b>	<b>(\$3.42)</b>	<b>2.83 x</b>	<b>15.3 x</b>	<b>NA</b>	<b>38.3%</b>	<b>-8.6%</b>
<b>Median</b>		<b>9,459.7</b>	<b>10,427.7</b>	<b>4,798.6</b>	<b>(224.1)</b>	<b>(2.68)</b>	<b>2.2 x</b>	<b>15.3 x</b>	<b>NA</b>	<b>36.6%</b>	<b>-8.8%</b>

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months

‡ = excluded from Mean and Median calculations

Source: Public Filings, Press Releases and Published Research Reports.

(1) As of close March 31, 2022.

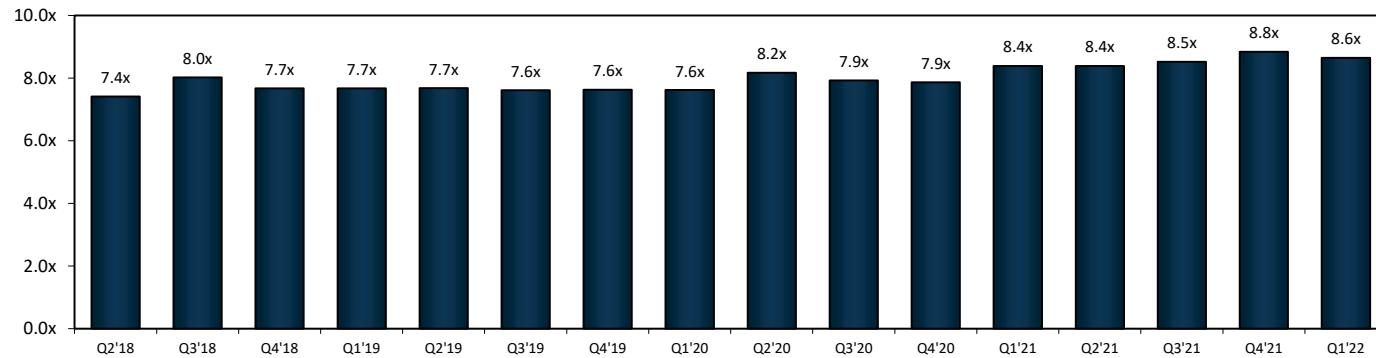
(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, postretirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

(3) Excludes non-recurring and discontinued operations.

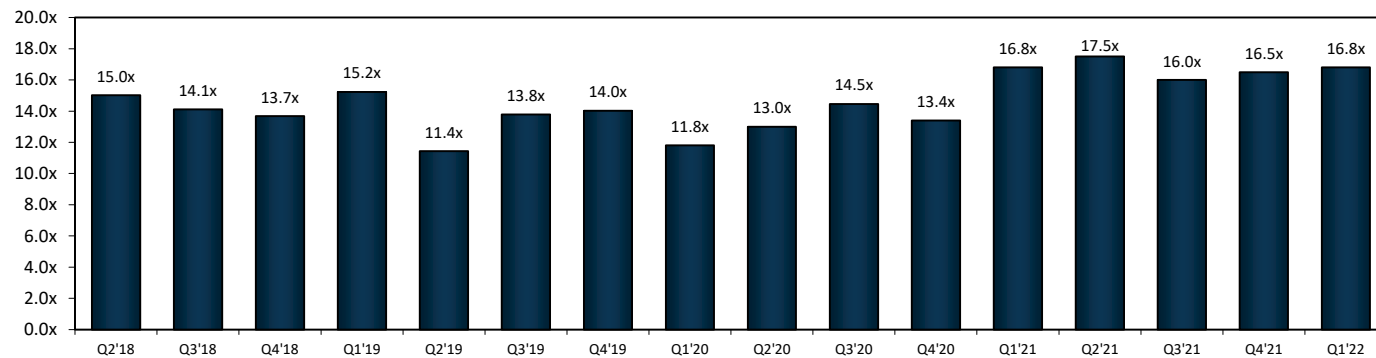
# Historical Enterprise Value-to-LTM EBITDA Multiples

Food Distribution & E-Commerce

## Food Retail



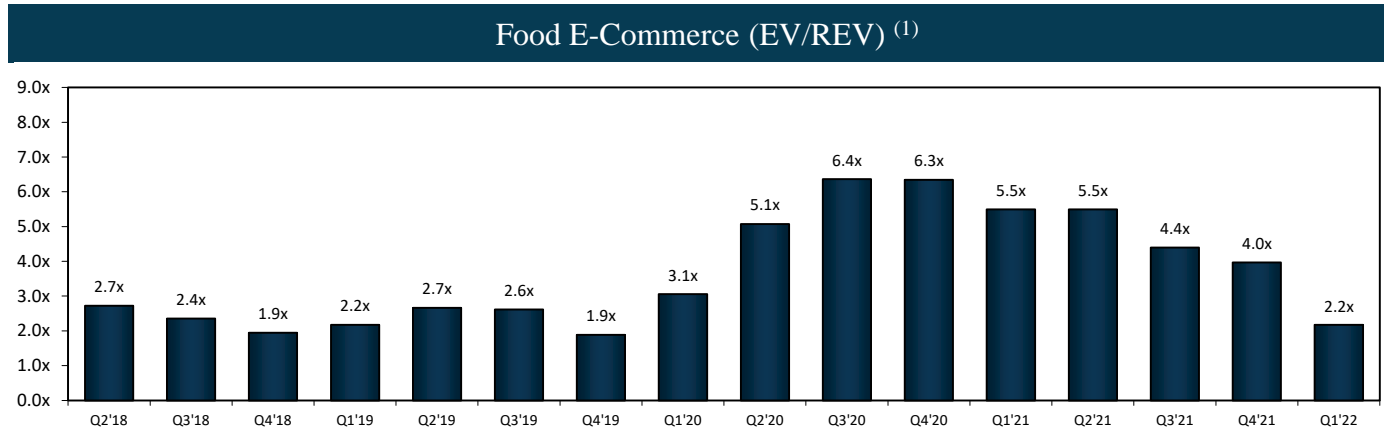
## Food Distribution





# Historical Enterprise Value-to-LTM Revenue Multiple

Food Distribution & E-Commerce



<sup>(1)</sup> EV/EBITDA not applicable for E-Commerce

# Selected M&A Transactions

## Food Distribution & E-Commerce

Announced	Target	Target Description	Acquirer	Value
Mar 31	Hometown International, Inc.	Operates a delicatessen store under the Your Hometown Deli brand name.	Makamer, Inc. (nka Hoemtown International, Inc. (OTCPK:HWIN))	\$420.0
Mar 28	The Save Mart Companies, Inc.	Owns and operates a chain of grocery stores in California and Nevada.	Kingswood Capital Management, L.P.	ND
Mar 28	TouchBistro, Inc.	Develops iPad POS solutions for restaurants, cafes, bars, food trucks, and other vendors.	ND	\$4.4
Mar 27	Menulog Group Limited	Operates an online take away food and home delivery platform.	ND	\$352.8
Mar 23	3D Vending Co.	Provides hassle-free snacks vending services to Southern Californian companies.	Capital Provisions, LLC	ND
Mar 21	Chuck's Produce & Street Market	Operates grocery stores in Vancouver, Washington.	Roth's IGA Foodliner, Inc.	ND
Mar 15	Kitch Technologies Ltd.	Develops and operates an online platform that manages food deliveries.	Glovoapp23, S.L.	ND
Mar 15	E-Roots (Abbotsford), Ltd	Markets and distributes green produce from its containing growing module.	One Step Vending Corp. (OTCPK:KOSK)	ND
Mar 01	Bbot, Inc.	Develops order and payment software solutions for the food and beverage industry.	DoorDash, Inc. (NYSE:DASH)	ND
Feb 24	High Variety Cannabis	Operates a cannabis product store based in Toronto, Canada.	Ghost Drops	ND
Feb 23	Omnivore Technologies, Inc.	Develops a cloud-based platform that enables a single integration through API, which facilitates connections to POS systems.	Olo Inc. (NYSE:OLO)	ND
Feb 22	Daylight Foods Inc.	Provides fresh food to grocers and restaurants.	GrubMarket, Inc.	ND
Feb 17	71 Stores of Food Lion, LLC	Operates grocery stores in the United States.	Southeastern Grocers, LLC	ND

ND – Not disclosed. Transaction values in millions.

## Selected M&A Transactions (cont'd)

Food Distribution & E-Commerce

Announced	Target	Target Description	Acquirer	Value
Feb 10	Mother Earth's Storehouse, Inc.	Owns and operates food chain stores through which it sells vitamins, supplements, and grocery items.	Healthier Choices Management Corp. (OTCPK:HCMC)	\$3.9
Feb 02	Florida Food Service, Inc.	Stocks and distributes foodservice products throughout the U.S.	Ben E. Keith Company	ND
Feb 01	Windelivery SL	Develops and offers delivery platforms for medium and large restaurant chains.	Glovoapp23, S.L.	ND
Jan 26	Even Responsible Finance, Inc.	Develops a financial application that turns variable pay into a steady and reliable income.	Hazel	ND
Jan 26	One Finance, Inc.	Provides digital banking services through its platform and app One, that unifies finances into one account.	Hazel	ND
Jan 26	Gavilon Agriculture Investment, Inc.	Engages in the trade of grains and fertilizers.	Viterra Ltd.	\$1,125.0
Jan 26	A-F County Market	Operates a grocery store in Adams, Wisconsin.	Medford Cooperative, Inc.	ND
Jan 24	Mr. Case Inc.	Engages in online grocery retail through its website.	GoJava Toronto	ND
Jan 22	Zakaz Ukraine LLC	Owns and operates an online portal that enables users to place their grocery orders at selected supermarkets.	Glovoapp23, S.L.	ND
Jan 20	Substantially All Assets of Seven Stars, Inc.	Operates a potato and onion distribution business in the U.S.	South Mill Mushroom Sales Inc.	ND
Jan 19	Terra Exports LLC	Exports and distributes fresh fruits and vegetables across the globe.	GrubMarket, Inc.	ND
Jan 19	Social Foods S.R.L.	Engages in online food retail, based in Palermo, Italy.	Glovoapp23, S.L.	ND
Jan 19	Dudes Donuts LLC	Wholesale bakery primarily for gluten-free and vegan donuts.	Pegasus Coffee Company, Inc.	ND

ND – Not disclosed. Transaction values in millions.

## Selected M&A Transactions (cont'd)

Food Distribution & E-Commerce

Announced	Target	Target Description	Acquirer	Value
Jan 18	M&M Food Market	Retails frozen food products in Canada.	Parkland Corporation (TSX:PKI)	\$252.6
Jan 11	Morris Distributing Company, Inc. (dba Rawls Distributing)	Retails food products through vending machines.	Five Star Food Service, Inc.	ND
Jan 11	Lipari Brothers, Inc.	Operates a grocery store in Kansas City, Missouri.	Community Builders of Kansas City	ND
Jan 10	Rappi S.A.S.	Develops and operates an online grocery purchasing and on-demand delivery platform.	Delivery Hero SE (XTRA:DHHER)	\$150.0
Jan 10	Frontline Food Services, LLC (dba Accent Food Services)	Provides custom design of personalized vending and coffee and break room services.	Sodexo S.A. (ENXTPA:SW)	ND
Jan 06	Siegel Egg Co. Inc.	Distributes egg, dairy, and bakery ingredients to restaurants, bakeries, hotels, and institutions.	Rotunda Capital Partners, LLC	ND
Jan 04	Long Beach Exchange	Operates a retail center which includes stores, shops, and restaurants based in Long Beach, California.	DJM Capital Partners, Inc.	\$158.2

*ND – Not disclosed. Transaction values in millions.*

## Selected News

### Food Distribution & E-Commerce

Albertsons Companies, Inc. (ACI) reported third quarter net income of \$424.5 million for fiscal year 2022 as compared to \$123.7 million for the prior year period. Earnings per share were \$0.74 versus \$0.20 for the prior year period. Revenues for the quarter increased to \$16,728.4 million from \$15,408.9 million for the same period in fiscal year 2021.

Blue Apron Holdings, Inc. (APRN) reported net income of (\$88.4) million for fiscal year 2021 as compared to (\$46.2) million for the prior year. Earnings per share were (\$3.97) versus (\$3.06) for the prior year. Revenues for the year increased to \$470.4 million from \$460.6 million for fiscal year 2020.

Carrefour SA (ENXTPA:CA) reported net income of \$1,219.2 million for fiscal year 2021 as compared to \$784.1 million for the prior year. Earnings per share were \$1.54 versus \$0.97 for the prior year. Revenues for the year decreased to \$84,248.8 million from \$88,017.1 million for fiscal year 2020.

Costco Wholesale Corporation (COST) reported second quarter net income of \$1,299.0 million for fiscal year 2022 as compared to \$951.0 million for the prior year period. Earnings per share were \$2.92 versus \$2.14 for the prior year period. Revenues for the quarter increased to \$51,904.0 million from \$44,769.0 million for the same period in fiscal year 2021.

DoorDash, Inc. (DASH) reported net income of (\$468.0) million for fiscal year 2021 as compared to (\$461.0) million for the prior year. Earnings per share were (\$1.39) versus (\$7.39) for the prior year. Revenues for the year increased to \$4,888.0 million from \$2,886.0 million for fiscal year 2020.

HelloFresh SE (XTRA:HFG) reported net income of \$291.3 million for fiscal year 2021 as compared to \$451.4 million for the prior year. Earnings per share were \$1.61 versus \$2.56 for the prior year. Revenues for the year increased to \$6,816.1 million from \$4,587.0 million for fiscal year 2020.

Just Eat Takeaway.com N.V. (ENXTAM:TKWY) reported net income of (\$1,155.5) million for fiscal year 2021 as compared to (\$208.0) million for the prior year. Earnings per share were (\$6.29) versus (\$1.48) for the prior year. Revenues for the year increased to \$5,112.0 million from \$2,497.9 million for fiscal year 2020.

Koninklijke Ahold Delhaize N.V. (ENXTAM:AD) reported net income of \$2,554.3 million for fiscal year 2022 as compared to \$1,706.6 million for the prior year. Earnings per share were \$2.47 versus \$1.59 for the prior year. Revenues for the year decreased to \$85,978.6 million from \$91,297.3 million for fiscal year 2021.

Note: All per share results are reported on a fully-diluted basis.

## Selected News

### Food Distribution & E-Commerce

Ocado Group plc (LSE:OCDO) reported net income of (\$297.2) million for fiscal year 2021 as compared to (\$179.0) million for the prior year. Earnings per share were (\$0.40) versus (\$0.25) for the prior year. Revenues for the year increased to \$3,327.1 million from \$3,108.0 million for fiscal year 2020.

Performance Food Group Company (PFGC) reported second quarter net income of \$8.4 million for fiscal year 2022 as compared to \$17.6 million for the prior year period. Earnings per share were \$0.05 versus \$0.13 for the prior year period. Revenues for the quarter increased to \$12,838.8 million from \$6,845.2 million for the same period in fiscal year 2021.

SpartanNash Company (SPTN) reported net income of \$73.8 million for fiscal year 2022 as compared to \$75.9 million for the prior year. Earnings per share were \$2.05 versus \$2.12 for the prior year. Revenues for the year decreased to \$8,931.0 million from \$9,348.5 million for fiscal year 2021.

Sprouts Farmers Market, Inc. (SFM) reported net income of \$244.2 million for fiscal year 2022 as compared to \$287.5 million for the prior year. Earnings per share were \$2.10 versus \$2.43 for the prior year. Revenues for the year decreased to \$6,099.9 million from \$6,468.8 million for fiscal year 2021.

Sysco Corporation (SYY) reported second quarter net income of \$167.4 million for fiscal year 2022 as compared to \$67.3 million for the prior year period. Earnings per share were \$0.33 versus \$0.13 for the prior year period. Revenues for the quarter increased to \$16,320.2 million from \$11,559.0 million for the same period in fiscal year 2021.

The Chefs' Warehouse, Inc. (CHEF) reported net income of (\$4.9) million for fiscal year 2021 as compared to (\$82.9) million for the prior year. Earnings per share were (\$0.13) versus (\$2.46) for the prior year. Revenues for the year increased to \$1,745.8 million from \$1,111.6 million for fiscal year 2020.

The Kroger Co. (KR) reported net income of \$1,655.0 million for fiscal year 2022 as compared to \$2,585.0 million for the prior year. Earnings per share were \$2.17 versus \$3.27 for the prior year. Revenues for the year increased to \$137,888.0 million from \$132,498.0 million for fiscal year 2021.

United Natural Foods, Inc. (UNFI) reported second quarter net income of \$66.0 million for fiscal year 2022 as compared to \$59.0 million for the prior year period. Earnings per share were \$1.08 versus \$1.01 for the prior year period. Revenues for the quarter increased to \$7,416.0 million from \$6,900.0 million for the same period in fiscal year 2021.

US Foods Holding Corp. (USFD) reported net income of \$164.0 million for fiscal year 2022 as compared to (\$226.0) million for the prior year. Earnings per share were \$0.54 versus (\$1.15) for the prior year. Revenues for the year increased to \$29,487.0 million from \$22,885.0 million for fiscal year 2021.

Note: All per share results are reported on a fully-diluted basis.

## Selected News

*Food Distribution & E-Commerce*

Walmart Inc. (WMT) reported net income of \$13,673.0 million for fiscal year 2022 as compared to \$13,510.0 million for the prior year. Earnings per share were \$4.87 versus \$4.75 for the prior year. Revenues for the year increased to \$572,754.0 million from \$559,151.0 million for fiscal year 2021.

Note: All per share results are reported on a fully-diluted basis.

# Q1 2022 Highlighted Industry M&A

Food Production, Distribution & E-Commerce Newsletter

Ann. Date	Target	Target Business Description	Acquiror	Enterprise Value	EV / LTM EBITDA
Mar 14	 STONEWALL KITCHEN FAMILY of BRANDS	Produces, wholesales, and retails specialty food products, and kitchen and home products.	 ASSOCIATES	ND	ND
Mar 09	 little moons MOCHI ICE CREAM	Produces mochi ice creams and cheesecakes. It serves customers through its stores and retailers, as well as through its online store.	 L CATTERTON	ND	ND
Feb 25	 IN HARVEST Whole Grains, Rice and Legumes	InHarvest, Inc. engages in production, marketing and sale of rice, quinoa, and grains.	 Ebro	\$48.8	ND
Feb 11	 ZIYAD	Manufactures and imports food products, including appetizers, beverages, breads, coffee, dairy products, grain, honey, jam, frozen and canned meat, and others.	 PEAK ROCK CAPITAL	ND	ND
Feb 02	 Orgain	Produces nutritional and organic food and supplements, including protein powders, nutrition shakes, protein and kids' bars; and pantry products.	 Nestlé	ND	ND
Jan 19	 BALDINGER BAKERY EXCELLENCE IN BAKING SINCE 1888	Baldinger Bakery Inc. manufactures hamburger buns, rolls, bagels, and other bakery items.	 C.H. GUENTHER & SON	ND	ND
Jan 04	 NATURE NATE'S HONEY CO.	Produces and markets honey and honey-based products. The company offers raw and unfiltered honey, honey syrup, and honey gift packs.	 Sweet Harvest Foods	ND	ND



**Mufson Howe Hunter & Co.** is an independent investment bank for middle-market companies. We focus on mergers and acquisitions, recapitalizations and raising capital.

### **Mergers & Acquisitions**

- Advise buyers and sellers (public and private companies)
- Sale of businesses, strategic acquisitions, management buy-outs and industry build-ups

### **Raise Capital**

- Equity (control and non-control)
- Mezzanine financing
- Senior and junior debt
- Typically raise capital from banks, finance companies, private investment funds and private equity groups

### **Financial Advisory Services**

- Analysis of business strategies and options
- Fairness opinions
- Valuations

Broker dealer services provided by our wholly-owned subsidiary

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