

# Dealtracker 2018 Q1

## Mergers & Acquisitions In Food, Beverage & Agriculture

April, 2018

M&Ainsights - The Netherlands

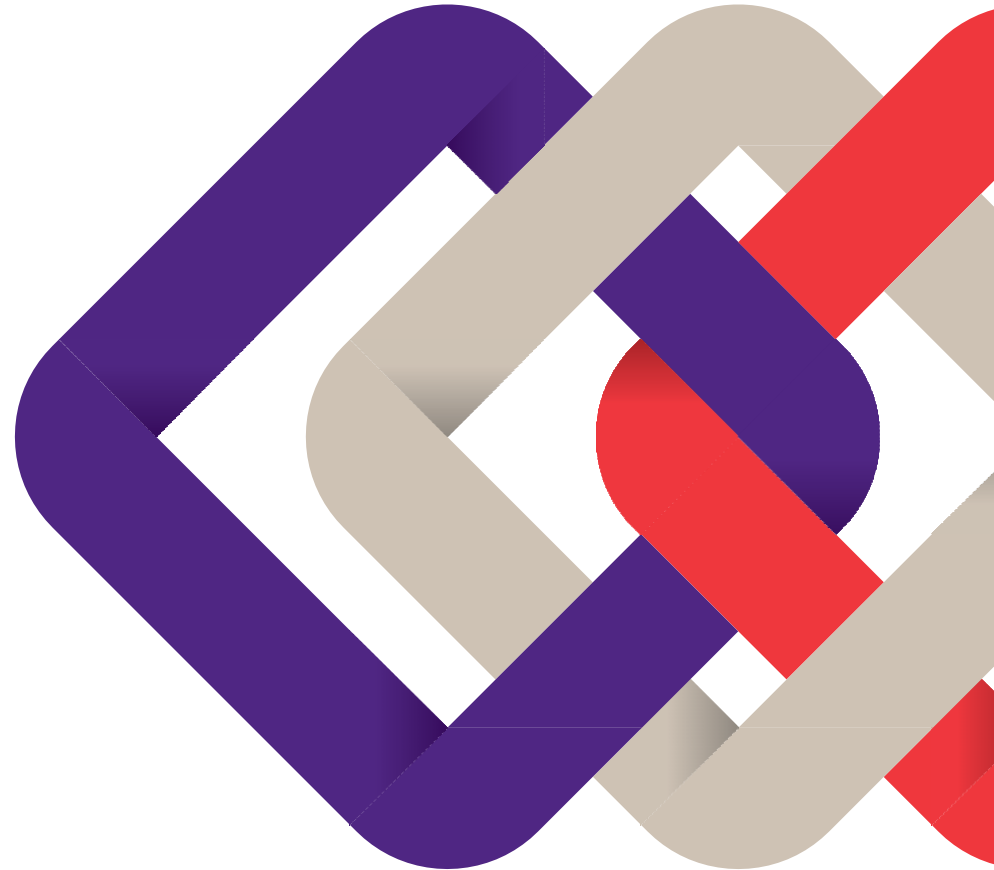
Interested in an introductory meeting?  
Feel free to contact us.



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# Food | Beverage | Agriculture

Sector activity, 2018 Q1\*

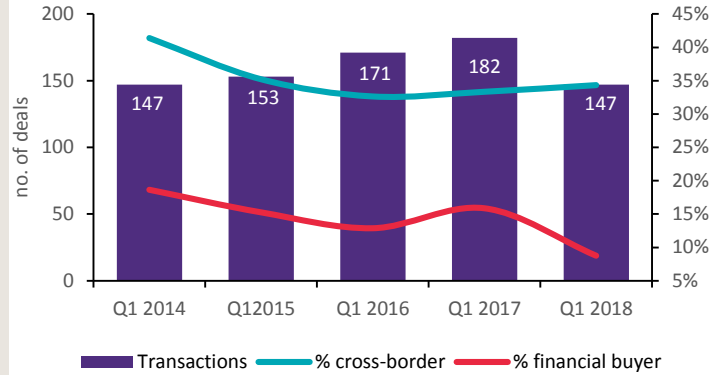
## Transaction valuation multiples increasing

What do we observe from a M&A perspective in the Food, Beverage and Agriculture industries :

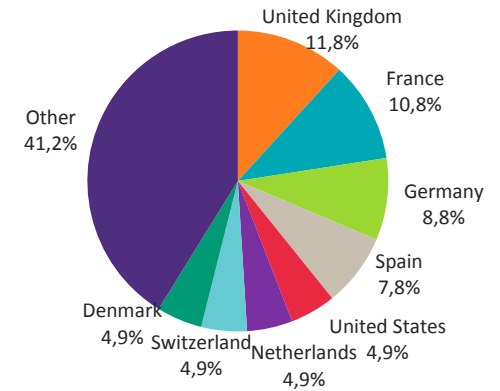
- European transactions in the abovementioned sectors stay behind in 2018 Q1, with **147 transactions** (2017 Q1: 182). There could be a **stabilization in M&A activity** due to global (political) uncertainty after an active and buoyant deal making market in 2016.
- However, we expect **deal prospects to remain strong** due to **large cash reserves** at both **private equity firms** and **established legacy companies**, with the latter also aiming for new, disruptive and growing industry players to acquire innovative business models, customers, technological capabilities, product or brands and expand geographical reach in order to pursue further growth.
- There is a **wide dispersion in buyer countries**. **Most foreign buyers** seem to originate from the **United Kingdom**. Whilst in 2017, France was the top buyer country.
- **Cross-border deal percentage** remains **constant** at **35%** of total European transactions. We **anticipate** that **US companies** will increasingly **acquire foreign businesses** due to higher business optimism and larger cash reserves boosted by recent tax cuts.
- Despite the decrease in transactions, **valuation remains high**. Median transaction multiples seem to increase from 11.8x EBITDA in 2017 to 13.3x EBITDA in 2018 Q1. There are still few transactions with recorded EBITDA multiples in 2018. These are **primarily transactions with Swiss buyers** who tend to pay high transaction multiples.
- The **amount of deals with Dutch targets** is **lower** in 2018 Q1 compared to the first three months of previous years. The Netherlands seems to follow a similar trend as the rest of Europe.
- **Spain** has become the **number one target country** last quarter: "Food & Beverage maintains its healthy appeal in the Spanish M&A market. Quality, innovation and professionalization are key elements of many of our companies. In addition, internal demand and exports growing trends present an excellent view on this industry for the coming years. Both private equity and corporates are active, with the sector also calling the attention of international players." *By Ramón Galrecán, Partner Grant Thornton Spain*



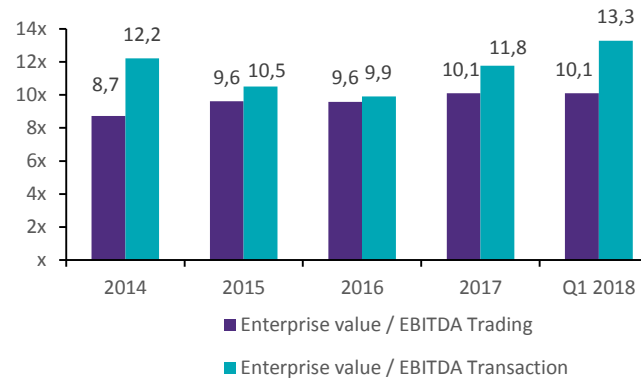
European transactions



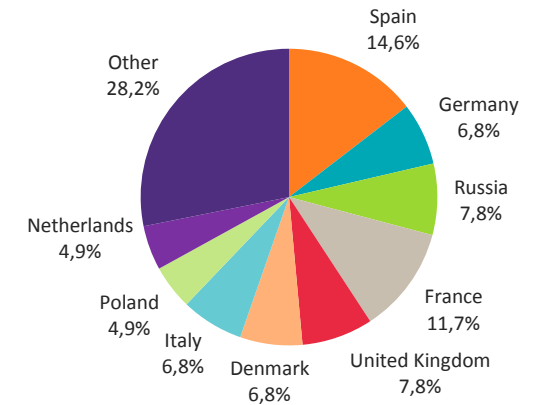
Buyer countries European targets



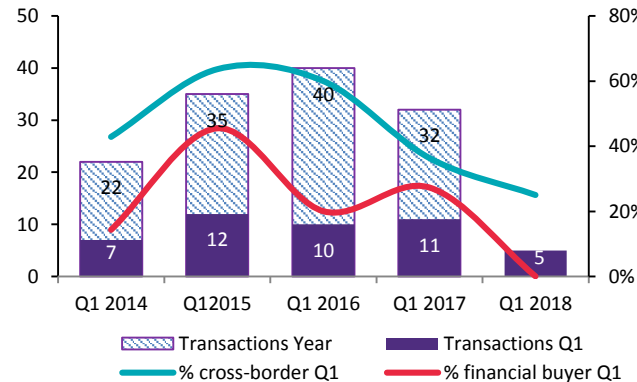
European valuation multiples



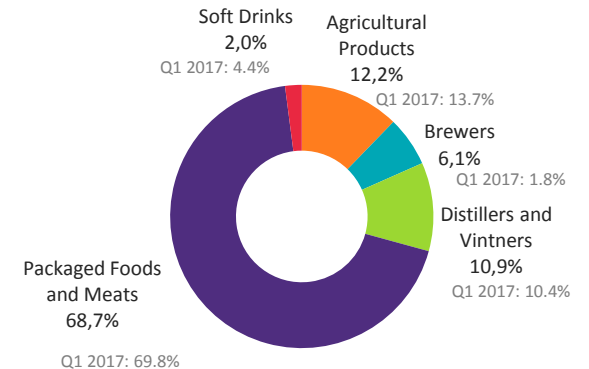
Countries European targets



Dutch transactions



Sub sectors European F&B transactions



\* Data and further analyses based upon transactions until 31-03-2018; Source: CapitalIQ

### Selection of transactions Dutch target 2018 Q1

Sector	Announced Date	Target	Buyer	Deal value (€m)	EV / EBITDA
Agricultural Products	26-3-2018	Kwekerij de Kabel B.V.	Schenkeveld Beheer B.V.	-	-
Packaged Foods and Meats	21-3-2018	Ojah B.V.	Kerry Group Plc.	-	-
Packaged Foods and Meats	26-2-2018	Bertus-Dekker Seafood B.V.	Cornelis Vrolijk B.V.	-	-
Packaged Foods and Meats	20-2-2018	Tasomix Pasze	ForFarmers N.V.	€ 56,4	-
Packaged Foods and Meats	9-1-2018	P/F Bakkafroost	NN Group N.V.	-	-
Packaged Foods and Meats	1-2-2018	Acatris Netherlands B.V.	Caldic B.V.	-	-

### Selection of European F&B transactions 2018 Q1

Sector	Announced Date	Target	Buyer	Deal value (€m)	EV / EBITDA
Packaged Foods and Meats	29-3-2018	Colian Holding S.A. (WSE:COL)	Various Polish investors	€ 37,4	8,9
Packaged Foods and Meats	28-3-2018	Groupe Doux S.A.	L.D.C. S.A. (ENXTPA:LOUP)	-	-
Packaged Foods and Meats	27-3-2018	Tjekki Invest A/S	FirstFarms A/S (CPSE:FFARMS)	€ 8,0	-
Agricultural Products	26-3-2018	Naturex S.A.	Givaudan SA	€ 523,4	24,4
Packaged Foods and Meats	13-3-2018	Oceanpath Ltd.	Iceland Seafood International hf. (ICSE:ICESEA)	€ 17,0	-
Brewers	13-3-2018	dupetit Natural Products GmbH	Crown Baus Capital Corp. (OTCPK:CBCA)	€ 11,9	-
Distillers and Vintners	16-3-2018	Freixenet, S.A.	Henkell & Co. Sektkellerei KG	€ 220,0	-
Packaged Foods and Meats	3-6-2018	Eurofrozen	Audens Food S.A.	-	-
Packaged Foods and Meats	20-2-2018	InterNestor GmbH	Dr. August Oetker KG	-	-
Packaged Foods and Meats	19-2-2018	Midland Food Group Ltd	Granarolo UK Limited	-	-
Packaged Foods and Meats	19-2-2018	Struer Brod A/S	Orkla Foods Sverige AB	-	-
Packaged Foods and Meats	9-2-2018	Alsa Baking/Dessert Business Unilever PLC	Unilever PLC (LSE:ULVR)	-	-
Agricultural Products	24-1-2018	Haxxon AG	Maricann Group Inc. (CNSX:MARI)	€ 6,8	-
Packaged Foods and Meats	23-1-2018	Candy Kittens Limited	Katjes Fassin GmbH + Co. KG	-	-
Distillers and Vintners	22-1-2018	Patrón Spirits International AG	Bacardi Limited	€ 4.162,1	-
Packaged Foods and Meats	17-1-2018	Green Isle Foods Ltd.	Nomad Foods Limited (NYSE:NOMD)	€ 225,0	-
Packaged Foods and Meats	15-1-2018	Hügli Holding AG (SWX:HUE)	Bell Food Group AG (SWX:BELL)	€ 435,0	13,29
Packaged Foods and Meats	1-3-2018	Thurella AG	ORIOR AG (SWX:ORON)	€ 41,7	14,0

\* Data and further analyses based upon transactions until 31-03-2018.