Mergers Alliance

Extensive International Food & Beverage cross border M&A

Mergers Alliance members work with business owners and management teams in the F&B and Consumer sector in more than 25 countries and have completed more than 180 transactions representing more than US$10 billion in value since 2010.

Mergers Alliance partners offer clients financial advisory services in 25 countries in Europe, Asia, and the Americas

Financial advisory services include mergers & acquisitions, debt and equity capital raising, valuation and restructuring

Mergers Alliance partners offers clients access to numerous international buyers, knowledge of the local market, and insight into the local M&A culture

M&A Drivers in Food & Beverage:

- The Food & Beverage sector has proven to be very resilient during COVID-19, with many categories delivering record performance
- Key areas of M&A activity include: brands with "clean" labels; food products that offer consumers convenience, nutrition, and taste; businesses that participate in the plant-based meat substitutes value chain; food ingredients that support or promote improved health and nutrition; and food and beverage products whose unique attributes support a healthy, active lifestyle (i.e., gluten-free, keto, paleo, nutritional supplements)
- Key sectors with strong M&A activity include healthy snacks, frozen foods, ethnic prepared foods, protein and energy drinks, and specialty coffees and teas
- Activity in F&B M&A is being led by large, multinational food companies reassessing their product portfolios or seeking growth through product line extension or diversification, and private investors (private equity or family offices) seeking to build out a new or supplement an existing platform in F&B.

FARNESE GROUP — Sell Side M&A Advisory

- Farnese Group markets and distributes premium, award-winning wines from southern and central Italy
- Looking for a new partner to support them in consolidating their presence in the US
- Ethica Corporate Finance advised Farnese's shareholders on its sale to US private equity firm Platinum Equity

Golden Malted — Sell Side M&A Advisory

- US-based New Carbon Company, Inc. is a foodservice waffle mix manufacturer, sold under the Golden Malted label
- The Company sought additional capital in order to acquire four of its largest independent distributors
- Dresner Partners co-advised the Company in its sale to PNC Riverarch Capital, who provided the capital required

Llusar — Buy Side M&A Advisory

- Llusar is a leading grower and marketer of premium oranges and mandarins in Spain
- The Company sought a financial partner to facilitate its organic and inorganic growth plans
- Advised by NORGESTION, MCH Private Equity and SanLucar acquired a majority stake in the Company

Smithfield — Buy Side M&A Advisory

- Owned by the Italian Pini Group, Pini Polska is one of Poland's leading meat processors
- The US-based Smithfield was keen to expand in the significant Polish market and was interested in the Pini Polish operations
- Ipopema advised Smithfield on the acquisition of the Polish operations

THE VEGETARIAN BUTCHER — Sell Side M&A Advisory

- Netherlands-based The Vegetarian Butcher manufactures and markets plant-based, branded meat substitutes
- As consumers shifted to plant-based proteins, the Company sought a partner to support their international expansion
- OXEYE Advisors advised The Vegetarian Butcher on its sale to Unilever

We help Food & Beverage businesses to achieve their strategic goals across a full range of corporate finance solutions

Mergers Alliance Food & Beverage Sector Experts

Fernando Fernandez de Santaella

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More than **30 years** of experience in M&A in the Food & Beverage Sector

- **Rabobank** – Deputy GM
- **BNP** – Senior Credit Analyst
- Law & Economics, ICADE University
- MBA, Boston College

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OXEYE Advisors

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More than **20 years** years of experience in M&A in the Food & Beverage Sector

- **Stamford Partners** – Partner
- **Bank Oyens Van Eeghen** – Managing Director
- **MeesPierson** – Director
- MSc Physics, Delft University
- MSc Financial Economics, Nyenrode University

Christopher Nolan

Dresner Partners

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More than **25 years** years of experience in M&A in the Food & Beverage Sector

- **PWC Corp Finance** – Managing Director and Head of Consumer Markets M&A, USA
- **Rabobank Int'l** – Managing Director, M&A Group, NYC
- **Deutsche Bank USA** – VP, M&A
- **Salomon Smith Barney** – VP, M&A
- MBA, Harvard University
- BS Chemical Engineering, Lafayette College

Illustrative relationships:

Mergers & acquisitions

MBO's / MBI's

Debt capital markets

Financial restructuring

In-depth knowledge of the sectors in which our clients operate

International sector teams that understand global and local trends

Cross-border relationship with strategic and financial acquirers

Identification of overseas targets and acquisition execution

We welcome the opportunity to talk to you about how we can help your Food & Beverage business achieve its strategic goals

Look for local contact details in mergers-alliance.com or call +44 7866 030464