

Quarterly Industry Update

As of March 31, 2017

Industry: Specialty Foods

Industry Summary

Cogent Valuation identified Specialty Foods publicly traded companies, IPOs, and recent M&A transactions within the Specialty Foods industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Over the last year since March 31, 2016, the median 52-week share price return of the Specialty Foods industry was 5.5%. Between March 31, 2015 and March 31, 2017, the median EV/EBITDA multiple increased from 13.5 to 14.3. Furthermore, the median price-to-earnings multiple increased from 22.4 to 24.7 over the same period.

Comparable Public Company Key Statistics

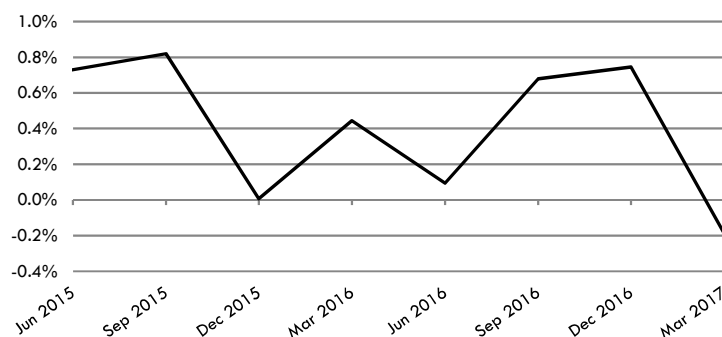
Median 52-Week Return	5.5%	Median EV/Revenue Multiple	2.5x	Median Price/Earnings Multiple	24.7x
Median 3-Year CAGR Return	8.3%	Median EV/EBITDA Multiple	14.3x	Median EV/Gross CF Multiple	26.2x

Comparable Public Company Market Price Returns As of March 31, 2017

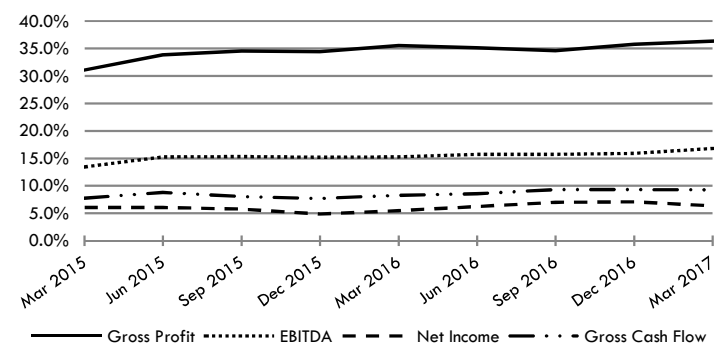
	YTD	3 Month	1 Year	2 Year	3 Year	5 Year	2016	2015	2014	2013	2012
AdvancePierre Foods Holdings, Inc.	4.7%	4.7%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Amira Nature Foods Ltd.	-12.8%	-12.8%	-45.1%	-22.7%	-32.0%	N/A	-32.5%	-36.5%	-8.9%	98.2%	N/A
Amplify Snack Brands, Inc.	-4.7%	-4.7%	-41.3%	N/A	N/A	N/A	-23.5%	N/A	N/A	N/A	N/A
B&G Foods, Inc.	-8.1%	-8.1%	15.6%	16.9%	10.2%	12.3%	25.1%	17.1%	-11.8%	19.8%	17.6%
Bridgford Foods Corporation	0.5%	0.5%	-7.4%	19.5%	4.6%	5.5%	30.7%	12.3%	-19.1%	40.7%	-29.1%
Campbell Soup Company	-5.3%	-5.3%	-10.3%	10.9%	8.4%	11.1%	15.1%	19.4%	1.7%	24.0%	5.0%
Dean Foods Company	-9.7%	-9.7%	13.5%	9.1%	8.3%	-4.1%	27.0%	-11.5%	12.7%	-47.9%	47.4%
Flowers Foods, Inc.	-2.8%	-2.8%	5.1%	-7.6%	-3.3%	7.4%	-7.1%	12.0%	-10.6%	38.4%	22.6%
General Mills, Inc.	-4.5%	-4.5%	-6.9%	2.1%	4.4%	8.4%	7.1%	8.1%	6.9%	23.5%	0.0%
Inventure Foods, Inc.	-55.1%	-55.1%	-21.8%	-37.2%	-31.9%	-2.3%	38.7%	-44.3%	-3.9%	104.3%	73.5%
J&J Snack Foods Corp.	1.6%	1.6%	25.2%	12.7%	12.2%	20.9%	14.4%	7.3%	22.8%	38.7%	19.9%
John B. Sanfilippo & Son, Inc.	4.0%	4.0%	5.9%	30.3%	47.0%	42.5%	30.3%	18.7%	84.4%	35.8%	141.1%
Kellogg Company	-1.5%	-1.5%	-5.1%	4.9%	5.0%	6.2%	2.0%	10.4%	7.2%	9.3%	10.4%
Mondelez International, Inc.	-2.8%	-2.8%	7.4%	9.3%	7.6%	2.5%	-1.1%	23.4%	2.9%	38.7%	-31.9%
Post Holdings, Inc.	8.3%	8.9%	27.3%	36.7%	16.7%	21.6%	30.3%	47.3%	-15.0%	43.9%	N/A
Snyder's-Lance, Inc.	8.9%	5.1%	28.0%	12.3%	12.7%	9.3%	11.8%	12.3%	6.6%	18.8%	7.2%
The Hershey Company	5.1%	5.6%	18.6%	4.1%	1.5%	12.2%	15.9%	-14.1%	6.9%	34.6%	16.9%
The J. M. Smucker Company	5.6%	2.4%	1.0%	6.4%	10.5%	10.0%	3.8%	22.1%	-2.5%	20.2%	10.3%
The Kraft Heinz Company	2.4%	4.0%	15.6%	N/A	N/A	N/A	20.0%	N/A	N/A	N/A	N/A
Median of Industry Public Companies	-1.5%	-1.5%	5.5%	9.2%	8.0%	9.3%	14.7%	12.1%	2.3%	35.2%	13.7%

(Multiple year periods are calculated as the average annual return.)

Median Quarterly Revenue Growth of All Specialty Foods Companies



Median Gross Profit, EBITDA, Net Income and Gross Cash Flow Margins



Median Public Company Multiples of the Specialty Foods Industry

Date:	3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016	9/30/2016	12/31/2016	3/31/2017
EV/Revenues Multiple	2.0x	1.9x	2.2x	2.4x	2.5x	2.7x	2.5x	2.5x	2.5x
EV/EBITDA Multiple	13.5x	13.4x	13.4x	13.8x	13.4x	14.9x	13.7x	13.8x	14.3x
Price/Earnings Multiple	22.4x	23.2x	28.6x	29.2x	26.7x	26.7x	22.6x	27.1x	24.7x
EV/Gross Cash Flows Multiple	19.0x	21.1x	22.6x	20.9x	23.0x	24.5x	22.7x	23.0x	26.2x

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Quarterly Industry Update

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Industry: Specialty Foods



Industry Initial Public Offerings (dollars in millions, except share prices)

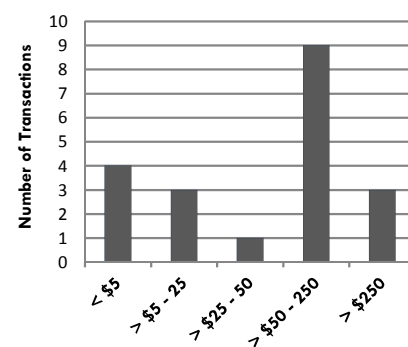
Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
7/14/2016	AdvancePierre Foods Holdings, Inc.	\$21.00	18.6	\$390.6	\$1,112.9	\$1,257.9	\$1,579.6	\$225.5	\$43.1	\$254.3
8/13/2015	Hostess Brands, Inc.	\$10.00	35.0	\$350.0	N/A	N/A	N/A	N/A	N/A	N/A
8/4/2015	Amplify Snack Brands, Inc.	\$18.00	15.0	\$270.0	\$363.6	\$216.3	\$162.8	\$44.0	\$15.2	\$44.3
3/27/2013	Pinnacle Foods Inc.	\$20.00	29.0	\$580.0	\$4,400.0	\$2,612.8	\$2,478.5	\$409.9	\$52.5	\$465.6
10/25/2012	The WhiteWave Foods Company	\$17.00	23.0	\$391.0	\$2,052.6	\$452.7	\$2,157.6	\$258.6	\$117.6	\$326.6
3/27/2012	Annie's, Inc.	\$19.00	5.0	\$95.0	\$68.2	\$13.3	\$134.9	\$19.1	\$12.8	\$19.8
Median of All IPOs		nm	nm	\$370.3	\$1,112.9	\$452.7	\$1,579.6	\$225.5	\$43.1	\$254.3

nm: not meaningful, N/A: not applicable

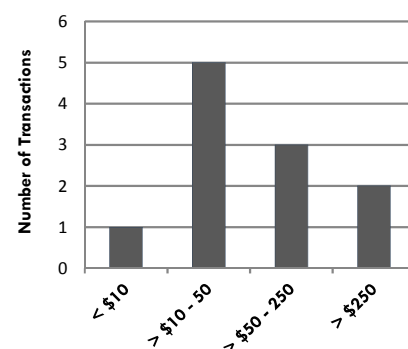
Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/Revenues
3/21/2017	Ready Pac Produce, Inc.	Bonduelle SA	\$409.0	100%	\$800.0	0.5x
3/10/2017	Lightlife Foods, Inc.	Maple Leaf Foods Inc.	\$140.0	100%	\$40.0	3.5x
3/2/2017	O Olive Oil, Inc.	Landec Corporation	\$10.0	100%	\$3.6	2.8x
1/30/2017	Matse Holding AB (publ)	Axfood AB	\$60.4	100%	\$28.7	1.9x
1/26/2017	80% stake in Four Companies	Siam Food Services Ltd.	\$79.6	80%	N/A	N/A
1/25/2017	Les Ducs de Gascogne S.A.	Noblesse Gourmande SAS	\$3.2	100%	\$11.7	0.3x
12/31/2016	Twelve Cupcakes Pte. Ltd.	Global Foods Pte. Ltd.	\$1.8	100%	N/A	N/A
12/22/2016	Bellisio Foods, Inc.	Charoen Pokphand Foods	\$1,075.0	100%	N/A	N/A
12/18/2016	PASTAI in BRIANZA S.r.l.	N/A	\$3.8	66%	\$21.7	0.3x
12/7/2016	Biogran S.L.	Koninklijke Wessanen N.V.	\$71.9	100%	\$29.0	2.5x
12/6/2016	Gourmet F&B Korea Co., Ltd.	Unison Capital, Inc.	\$12.8	70%	N/A	N/A
12/2/2016	Victoria Fine Foods	B&G Foods, Inc.	\$70.0	100%	N/A	N/A
11/4/2016	Hostess Brands, LLC	Gores Holdings, Inc.	\$2,198.4	100%	\$621.0	3.5x
11/1/2016	Fresh Foods, LLC	Renaissance Food Group	\$19.4	100%	N/A	N/A
10/3/2016	Fleischmann's Vinegar Co.	Green Plains II LLC	\$250.0	100%	N/A	N/A
9/30/2016	Golden Enterprises Inc.	UTZ Quality Foods, Inc.	\$144.4	100%	\$135.9	1.0x
9/22/2016	Patties Foods Limited	PEP Services Pty Ltd	\$184.3	100%	\$176.1	1.0x
9/22/2016	Agri Négoce S.A.	Société Coopérative Agricole	\$109.7	100%	\$193.1	0.6x
9/15/2016	Australian Provincial Cheese	Beston Pure Dairies Pty Ltd	\$2.5	60%	N/A	N/A
9/8/2016	All Seasons Mushrooms Inc.	Fyffes plc	\$45.9	100%	N/A	N/A
Median of the 20 M&A Transaction Targets			\$70.9	100%	\$40.0	1.0x

Size of M&A Transactions



LTM Revenues Reported



Definitions of Financial Terms Used in this Quarterly Industry Update:

Enterprise Value (EV): Market Value of Equity + Market Value of Debt - Cash

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA): Profitability metric sometimes also referred to as operating profit or operating earnings.

Gross Cash Flows: Net Income + Depreciation and Amortization Expense

Latest Twelve Months (LTM): Financial information is as of the latest twelve months through the date of this Quarterly Industry Update.

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