



Seale & Associates

FARMING INDUSTRY
Q2 2024
VALUATION UPDATE

25 years

Introduction

We are pleased to share our Farming Industry Multiples Valuation Update for Q2 2024.

At Seale & Associates, we are committed to providing process-driven solutions designed to optimize value and achieve our client's strategic objectives in a range of transactions, including **Mergers, Acquisitions, Divestitures and Carve-Outs, Business Sales, Recapitalizations, and Joint Ventures**, among other corporate finance and strategy consulting services.

Over the course of 25+ years, we have successfully served clients all over the world, and we are delighted to continue providing investment banking advisory services to our clients who are looking to grow through acquisitions or optimize their portfolios through strategic divestitures.

Seale has extensive experience advising leading multinational companies, private equity firms, and family-owned businesses across a wide range of industries.



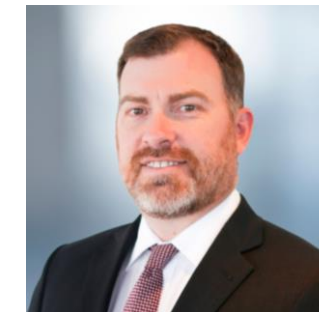
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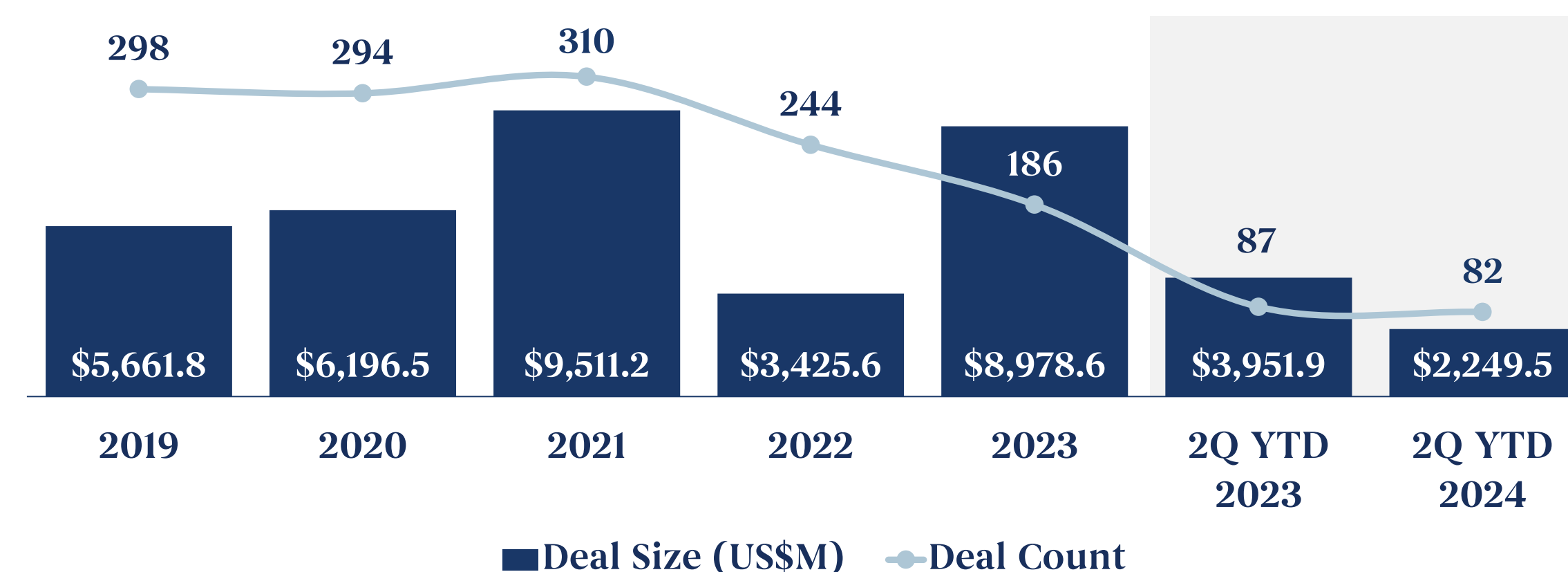
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Farming Industry Overview, M&A Trends and Market Intelligence

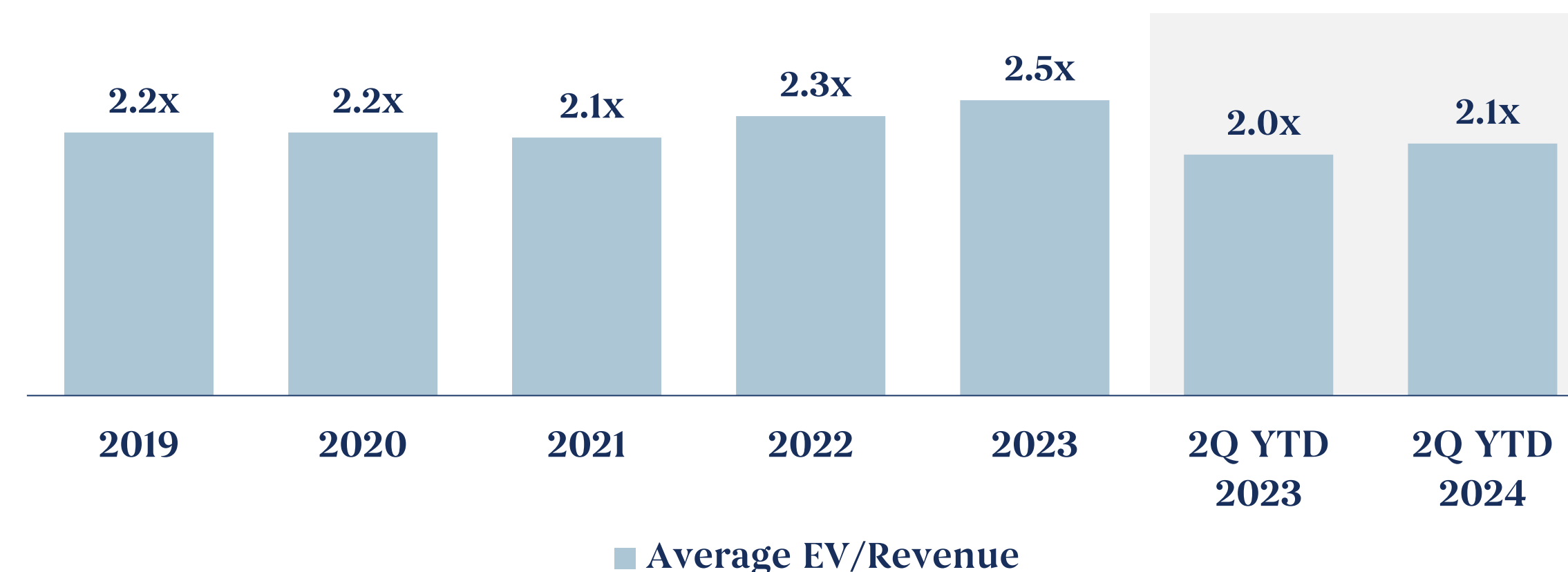
Farming Industry

- The shift towards **plant-based diets** and **sustainable farming practices** is influencing **M&A activity**. Companies are increasingly acquiring businesses that **align with these environmental and health-centric consumer preferences**, positioning themselves at the forefront of market trends
- With **valuations stabilizing**, strategic players are actively realigning their **capital allocation strategies**. This includes acquiring companies that offer **synergistic benefits and diversification** of product portfolios in response to shifting market demands
- Latin America, a leading exporter of grains and high-value crops, is a **significant focus for M&A activities**. Companies are **strategically acquiring** local businesses to enhance their product portfolios with biological solutions that meet export standards and reduce chemical loads in agriculture
- North America is a **dominant force** in agriculture analytics, with key players focusing on partnerships and acquisitions to innovate and expand
- In the **United States**, the agriculture market is experiencing consolidation, with **larger farms acquiring smaller ones**. This trend is driven by the high costs of equipment and land, which are making it difficult for smaller farms to compete

Farming Industry M&A Deal Size and Volume







Farming Industry M&A Average EV/Revenue
















Farming Industry Global Comparable Public Companies (1/2)

Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		Second Quarter Jun. 30, 2024		
						2022	2023	EV/EBITDA	EV/Revenue	
Archer-Daniels-Midland Company		USA	\$29,889	\$40,667	\$88,768	6.3%	10.5x	8.0x	7.2x	0.5x
Bunge Global SA		USA	\$15,118	\$18,925	\$57,629	8.1%	4.8x	4.1x	4.1x	0.3x
Cresud Sociedad Anónima, Comercial, Inmobiliaria, Financiera y Agropecuaria		ARG	\$729	\$2,220	\$234	52.0%	141.2x	30.4x	18.2x	9.5x
Darling Ingredients Inc.		USA	\$5,872	\$10,503	\$6,115	23.4%	10.4x	8.5x	7.3x	1.7x
Fresh Del Monte Produce Inc.		CYM	\$1,047	\$1,606	\$4,300	7.3%	7.6x	6.0x	5.1x	0.4x
Gruma, S.A.B. de C.V.		MEX	\$6,652	\$7,939	\$6,642	16.0%	5.0x	7.9x	7.5x	1.2x
Ingredion Incorporated		USA	\$7,530	\$9,024	\$7,905	15.1%	8.5x	8.1x	7.5x	1.1x
KWS SAAT SE & Co. KGaA		DEU	\$2,103	\$2,700	\$2,087	22.4%	10.7x	8.3x	5.8x	1.3x
Limoneira Company		USA	\$375	\$459	\$178	5.2%	88.7x	136.4x	49.4x	2.6x
Molinos Agro S.A.		ARG	\$1,216	\$1,173	\$1,834	11.4%	20.4x	94.7x	151.5x	0.6x

Farming Industry Global Comparable Public Companies (2/2)

Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		Second Quarter Jun. 30, 2024		
						2022	2023	EV/EBITDA	EV/Revenue	
SLC Agrícola S.A.	 BRA	\$1,383	\$2,499	\$1,255	27.8%	6.2x	5.7x	7.2x	2.0x	
Três Tentos Agroindustrial S/A	 BRA	\$887	\$950	\$1,779	5.9%	12.1x	10.9x	9.0x	0.5x	
UIE Plc	 MLT	\$1,064	\$1,197	\$437	52.2%	6.1x	4.6x	5.3x	2.7x	
Wilmar International Limited	 SGP	\$14,276	\$36,974	\$67,155	5.5%	10.6x	9.8x	10.0x	0.6x	
■ Excluded from mean and median						Mean	8.4x	7.4x	6.9x	1.2x
NM: Not Measurable						Median	10.5x	8.2x	7.4x	1.2x










Industry – Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Jun-24*		IND	Provides agricultural equipment		-	100.0%	\$15.4	-	-
Jun-24*		USA	Provides AI-driven crop design platforms and plant-based food ingredients		Multiple Sellers	84.0%	\$131.5	NM	0.2x
Jun-24		NLD	Provides pear cultivation and distribution services		-	100.0%	-	-	-
Jun-24	Organto EU / Fresh Org. Choice / BeeOrg. BV	NLD	Provides organic and fair-trade fruits and vegetables	-		100.0%	\$4.2	-	-
May-24	Bulk organic foods unit of Biothentic	FRA	Provides bulk organic foods			100.0%	\$3.8	-	-
May-24	Primary Products LLC (Primient) Business	USA	Provides plant-based ingredients			49.7%	\$350.0	-	-
Apr-24	Assets of San Miguel Produce, Inc.	USA	Provides fresh-cut greens and specialty vegetables			100.0%	-	-	-

*Announced transactions pending approval and other customary closing conditions

NM: Not Measurable

Private Equity Transactions

INDUSTRY CLASIFICATION	PERIOD	AVERAGE ENTERPRISE VALUE (IN USD)	REVENUE (IN USD)	TTM REVENUE GROWTH	ENTERPRISE VALUE / REVENUE	EBITDA MARGIN	ENTERPRISE VALUE /EBITDA	NUMBER OF TRANSACTIONS
 Support Activities for Agriculture and Forestry <i>NAICS 115 – Support Activities for Agriculture and Forestry</i>	 2019-2024	 \$68.6M	 \$61.8M	 25.8%	 1.2x	 17.7%	 7.0x	 4
Support Activities for Crop Production <i>NAICS 11511 – Support Activities for Crop Production</i>	2019-2024	\$76.4M	\$74.7M	14.4%	1.0x	15.6%	6.6x	3

Notes:

- Data obtained via GF Data, a subscription-based information platform, offering detailed information and metrics about the transactions of Private Equity funds in the U.S.
- The data is provided under a blind confidential format. Users of the data are unable to identify the exact company and transaction corresponding to the transaction details. Given this blind approach, the data submitted is less likely to be biased or manipulated.

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Global M&A Representative Engagements

<p>BEIJER REF</p> <p>has been acquired by</p>  <p>HERITAGE DISTRIBUTION HOLDINGS</p>	<p>avangardinnovative MOVING THE CIRCULAR ECONOMY FORWARD</p> <p>has sold a controlling interest to</p>  <p>WASTE MANAGEMENT</p>	<p>ZN ZINC NACIONAL</p> <p>has sold</p> <p>GSDKO</p> <p>Zinc Oxide Corporation a subsidiary of</p> <p>Korea Zinc</p>	<p>Electrolux PROFESSIONAL</p> <p>has acquired</p> <p>unified brands a DOVER company</p> <p>from</p> <p>DOVER</p>	<p>Port Contractors STEVEDORES - TERMINAL OPERATORS</p> <p>has been acquired by</p>  <p>ENSTRUCTURE</p>	<p>Oxbow</p> <p>Oxbow's Senior Subordinated debt issued by</p>  <p>H.J. BAKER ESTABLISHED 1880</p> <p>was refinanced by</p> <p>BMO </p>	<p>Hertz</p> <p>has acquired</p>  <p>DONLEN</p>
<p>Standex</p> <p>has sold</p> <p>Enginetics</p> <p>to</p> <p>Enjet AERO</p>	<p>ITT</p> <p>has sold</p> <p>BURNY KALIBURN PLASMA CUTTING INNOVATION</p> <p>and</p> <p>CNC Cleveland Motion Controls</p> <p>to</p> <p>LINCOLN ELECTRIC</p>	<p>Honeywell</p> <p>has sold</p> <p>TENSOR</p> <p>to</p>  <p>GE Power Systems</p>	<p>TRIUMPH™</p> <p>has sold</p> <p>Triumph Processing - Embee Division</p> <p>to</p> <p>AMP ALL METALS PROCESSING</p>	<p>TRIUMPH™</p> <p>has sold</p> <p>Triumph Air Repair, the APU Overhaul Operations of Triumph Aviation Services - Asia, and Triumph Engines businesses</p> <p>to</p> <p>TGG THE GORES GROUP</p>	<p>Rheem</p> <p>has acquired</p> <p>HTPG</p>	<p>GRACE</p> <p>has sold its GRACE Membranes business</p> <p>Uop a subsidiary of</p> <p>Honeywell</p>
<p>convatec - forever caring -</p> <p>has sold</p> <p>SENSI CARE</p> <p>and</p> <p>ALOE VESTA™</p> <p>to</p> <p>MEDLINE</p>	<p>United Technologies</p> <p>has sold</p> <p>MobileView</p> <p>to</p> <p>SAFE FLEET Driving Safety Forward™</p>	<p>United Technologies</p> <p>has sold</p> <p>HTPG A division of Carrier Commercial Refrigeration, Inc.</p> <p>to</p> <p>MONOMOY and Starboard Capital Partners</p>	<p>LOCKHEED MARTIN</p> <p>has sold</p> <p>Commercial Flight Training Business</p> <p>to</p> <p>ALTEON A BOEING COMPANY</p>	<p>FLOWSERVE</p> <p>has sold</p> <p>D&B</p> <p>to</p> <p>DB DaviesBaird</p>	<p>KBR</p> <p>has acquired</p> <p>Wabi Wabi Development Corporation</p>	<p>H I G HARRISON GYPSUM, LLC</p> <p>has been recapitalized by</p> <p>H. I. G. PRIVATE EQUITY</p>



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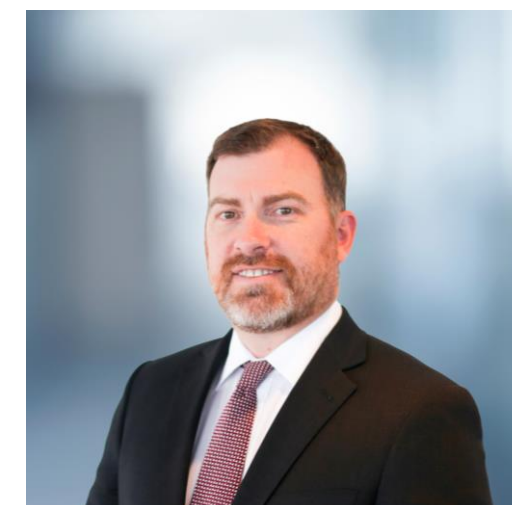


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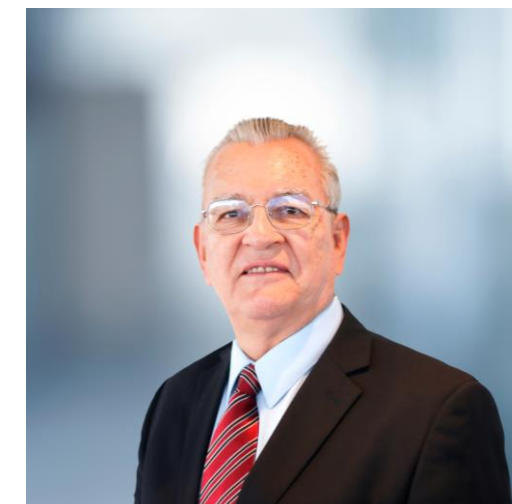


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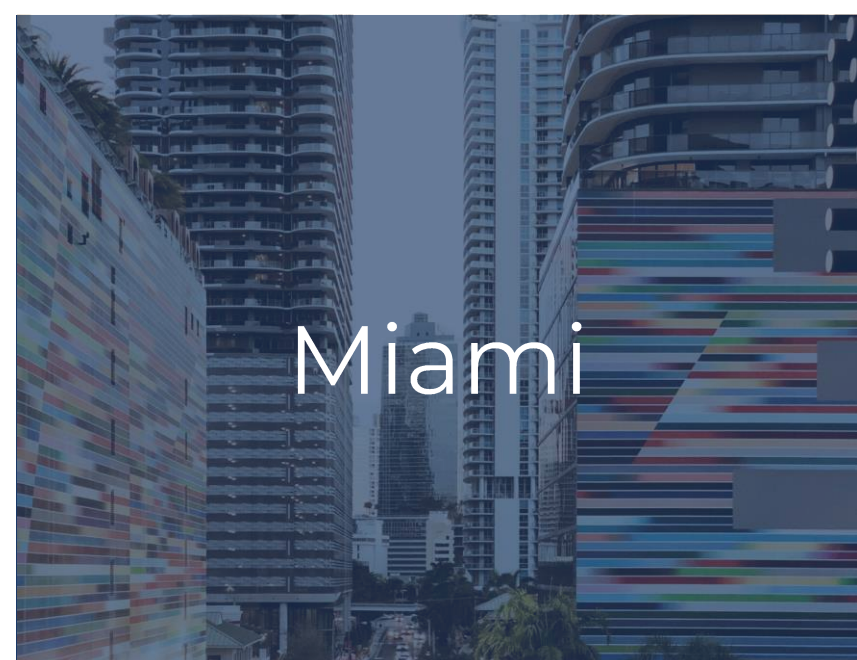
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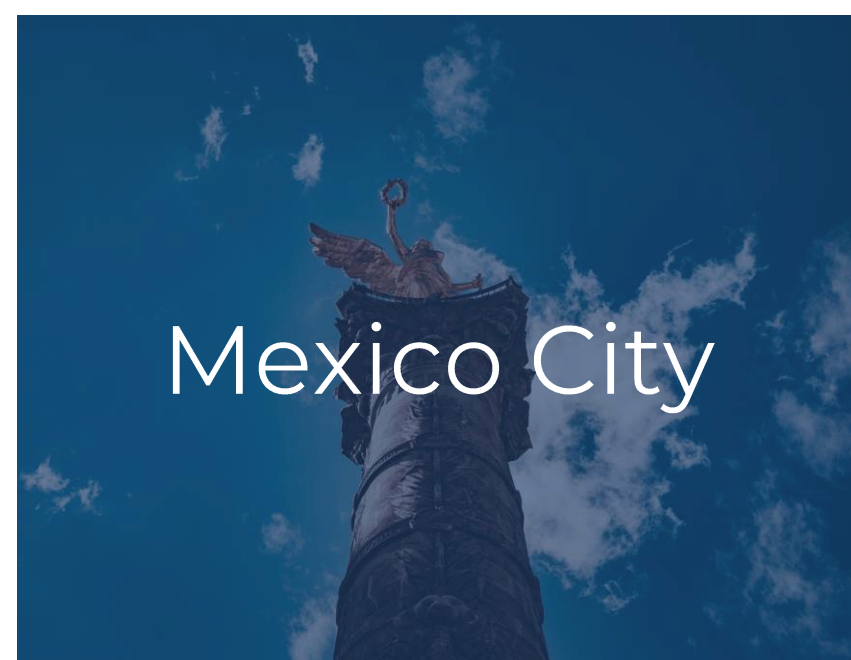
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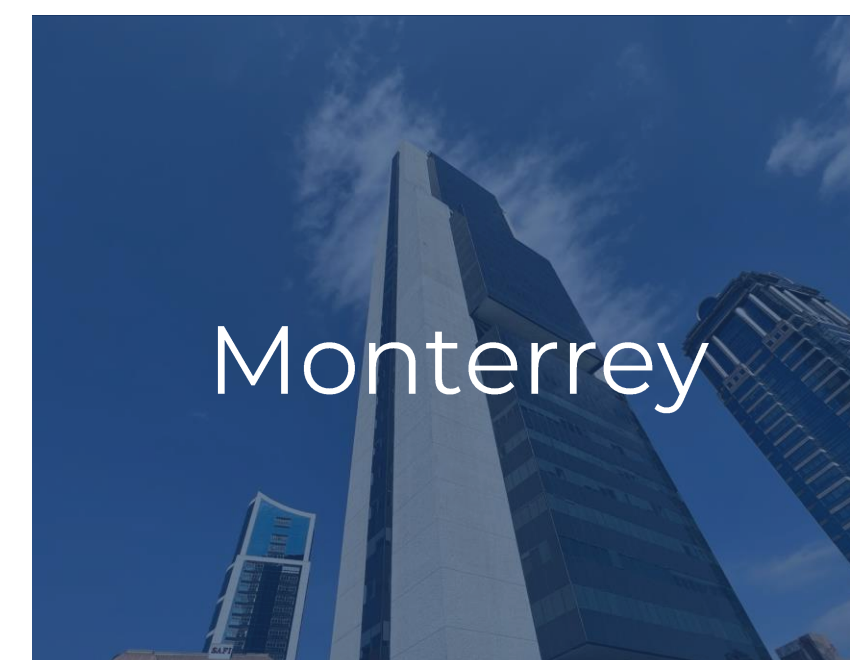
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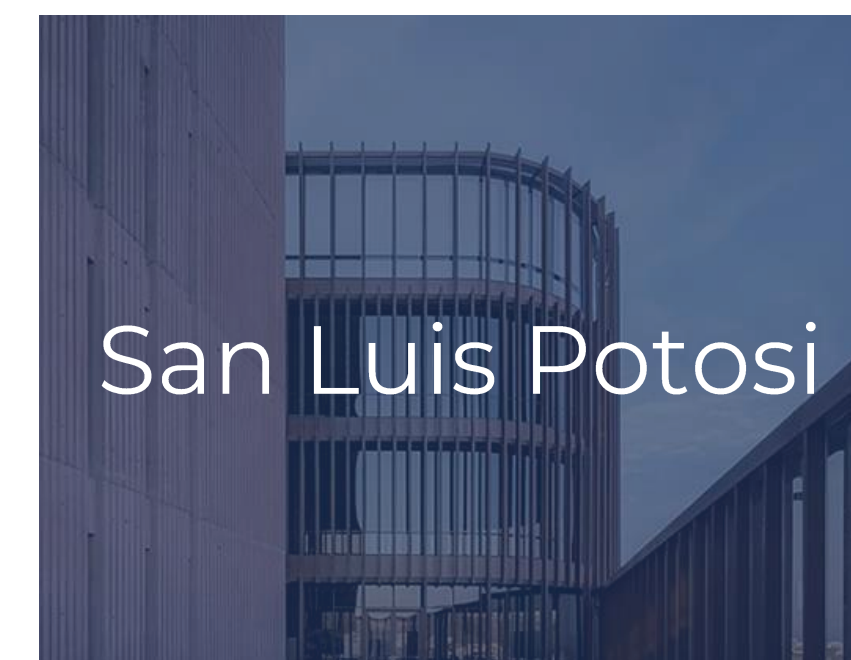
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For over 25 years, Seale & Associates has served leading public and private companies from around the world and operating in a broad range of industries with a high level of quality, integrity and independence while presenting innovative ideas and trusted solutions to address their most complex dealings.

25

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