

JANAS

NEWSLETTER

October 12, 2015

FOOD COMPANIES

Middle Market Mergers & Acquisitions

NOW IS THE TIME TO CONSIDER A SALE

Since the recovery, strategic buyers and private equity groups are paying unprecedented multiples for food companies. "It's hard to find a better time in this industry," says David Iverson, managing director with Lazard Middle Market. "If you have a food company and you are just thinking about selling, you should be REALLY think about selling."

There are now more strategic buyers actively making acquisitions. Simultaneously, Private Equity is paying top dollar prices. In short, **Now is the best market for Middle Market Food Companies** ever, according to Mr. Iverson. Establishment food companies are stuck with 20th Century Brands that are heavy on processed ingredients, sugars and chemicals. Many customers--especially Millennials, do not want these less-healthy products. Instead they are looking for new products with more healthful ingredients that are often developed and owned by Middle Market Companies. Strategic buyers can pay more than Private Equity and they are doing so.

Source: *The Middle Market*

THE JANAS VIEWPOINT

This is a particularly good time for business owners to reconsider their business strategies. The best way to enhance value is to develop new products that anticipate this change in consumer tastes. Large food companies have been slow to develop successful new products and, instead, are actively looking for acquisitions.

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In response, Janas has enhanced its staffing in food products M&A, bringing on board Ric Alvarez and Rick Andrade to help Food Industry companies find financing to launch new products and take advantage of the current hot market for the sale of food companies.

Ric Alvarez, a long time senior Food Processing Executive serves as a Managing Director at **Janas**. His focus, along with support from Managing Director **Rick Andrade**, is directed toward providing large firm professional Service levels to Middle Market Food Processors.

Janas Consulting, Inc. professionals work directly with management to arrange growth capital, acquire competitors or to sell your company for its full premium value.

Janas Associates, Investment Bankers, and Janas Consulting, Management Consultants are recruiting new professionals to support growth of the Firm.

JANAS is an Investment Bank and Management Consulting firm focused on the middle market. Our professionals have personal experience in many industries and as former practicing professionals. We "*Put ourselves in the shoes of our clients.*"

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