

AGRIBUSINESS, FOOD &
BEVERAGE DEALTRACKER 2024

ADAPTING TO MARKET SHIFTS



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About the data

This report examines M&A and equity market activity in the Agribusiness, Food & Beverage (Ag, F&B) sector between 1 January 2023 and 30 June 2024 (the Current Period), while our earlier editions (the Historical Period) covered the 12-year period from 1 January 2011 to 31 December 2022.

The data was compiled from several sources including S&P Capital IQ, the Australian Securities Exchange, Mergermarket, IBISWorld, company announcements and other publicly available information. We consider this consolidated multi-source analysis – supplemented with our own proprietary sources – to provide a comprehensive insight into recent Ag, F&B deal activity.

We focused on transactions where the target company's primary sub-sector was classified as one of the following as per S&P Capital IQ:



Packaged Food and Meats

Producers of packaged foods including dairy products, fruit juices, meats, poultry, fish and pet foods.



Agricultural Products

Producers of agricultural products. Includes crop growers, owners of plantations and companies that produce and process foods. Excludes companies classified in the Forest Products sub-sector and those that package and market the food products classified in the Packaged Foods & Meats sub-sector.



Brewers

Producers of beer and malt liquors. Includes breweries not classified in the Restaurants sub-sector.



Distillers & Vintners

Distillers, vintners and producers of alcoholic beverages not classified in the Brewers sub-sector.



Soft Drinks

Producers of non-alcoholic beverages including mineral waters. Excludes producers of milk classified in the Packaged Foods sub-sector.

Where S&P Capital IQ indicated that the acquirer / vendor of a transaction included an investment manager (IM), the following has been used throughout the report to identify transactions that involved IMs.



Investment Manager (IM) Entry

Acquisition of a business / stake in a business by an IM



Investment Manager (IM) Sale

Sale of a business / stake in a business by an IM



CAMERON BACON

Partner, Financial Advisory and
National Head of Agribusiness,
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Executive summary

Merger & Acquisition (M&A) and equity market activity in the Agribusiness, Food & Beverage (Ag, F&B) sector is undergoing a strategic shift, as investors have become more selective and increasingly cautious in response to global economic uncertainty.

The decline in deal volumes and average transaction values highlights an expanding focus on the mid-market segment, which in turn has driven a rise in transaction multiples. This shows a growing emphasis on high-potential, future-focused sectors that promise higher returns. Tech-enabled, innovative, ESG and sustainability focused businesses are attracting significant interest, especially as buyers take longer to finalise deals due to more thorough due diligence. However despite the slower pace, the outlook for long-term growth remains strong.

In contrast to the global downturn in IPOs, the Asia-Pacific region continues to show strength, accounting for 94% of global IPOs. However, no IPOs took place in Australia for the 18-month period ending June 2024, reflecting domestic uncertainty driven by inflation and interest rate concerns. While Australia's global ranking slipped slightly to sixth in deal volume, it remains a key market with approximately 5 per cent of global deal volume. Packaged foods continue to dominate, while distillers and vintners represent the next growth phase following the previous rise of independent brewers.

Looking ahead, the Ag, F&B sector's investment landscape will be shaped by sustainability and innovation, with significant opportunities in areas like food manufacturing and waste reduction. As market volatility creates a challenging environment, businesses must remain agile, understand shifting dynamics and act on emerging trends. Navigating this carefully will be key to capturing value in a market that, despite uncertainty, holds great potential for those who can adapt.

This report highlights M&A and equity market trends shaping the global Ag, F&B sector, helping businesses navigate the evolving market landscape with confidence.

Whether you're a buyer or a seller, we help you get market ready. From crafting deal strategies and negotiating terms to integrating or selling a business, we support you at all stages of the process. Contact us for an initial discussion tailored to your organisation.

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The numbers



Global M&A deals decreased

There was a 16.6% reduction compared to the prior 18-month period.



Australia ranked sixth globally by deal volume

Australia recorded 49 deals, marking a slight decline in its domestic ranking compared to prior reporting periods.



Transaction multiples rose

The median EV/EBITDA multiple was 11.4x in the current period, despite a decline in global Ag, F&B trading multiples.



Lower average deal value in Australia

92% of domestic deals were valued below \$50m, compared to 69% over historical periods, indicating greater focus on mid-market deals.



Domestic buyers led Australian acquisitions

A total of 69% of Australian businesses were acquired by domestic buyers, with the rest from Europe, Asia-Pacific, United States and Canada. This proportion remains consistent with previous periods, reflecting steady international interest.



62 global IPOs recorded

This represents the third-largest volume of global IPOs in an 18-month period since this Ag, F&B Dealtracker began in 2011.



Lowest total offer proceeds from IPOs

Total proceeds reached \$3.6b, the lowest on record due to a higher volume of smaller raises.



94% of global IPOs took place in Asia-Pacific

This included 27 IPOs in India and 12 in China.



No IPOs in Australia

Market volatility driven by uncertainty around inflation and interest rates and a growing private investment market contributed to this outcome.



IM activity declined

169 deals recorded, down from the historical average of 234.

Agribusiness, Food & Beverage investment themes

The Ag, F&B sector is feeling the effects of a challenging global economy, shaped by geopolitical tensions, a record number of elections across the globe, severe weather events, hyperinflation and interest rate rises. Despite this uncertain backdrop the sector has shown resilience, with the median transaction multiples growing from 10.0x to 11.4x and, reflecting its ability to endure declining commodity prices, rising input and packaging costs due to the essential nature of its products.

There has been growing interest in mid-sized businesses with turnovers under \$100m, accounting for 92% of Australian deals. This trend suggests that buyers are moving towards smaller deals to support their strategic growth, reflecting a cautious approach to deal-making that prioritises more manageable and lower-risk opportunities in the face of ongoing market uncertainty.

Australian Ag, F&B businesses remain attractive for international investment, bolstered by a strong global reputation, proximity to emerging markets, strong biosecurity standards, and the sector's ability to maintain high-quality output, stable growth prospects and consistent profitability. Additionally, the rising importance of ESG practices – such as precision irrigation and regenerative farming practices that enhance crop yields, reduce waste and boost efficiency – are reshaping investment decisions as investors, consumers and regulators in many jurisdictions prioritise sustainability.

Artificial intelligence (AI) is also playing an increasing role in deal sourcing, with its ability to analyse vast amounts of data sets to identify potential acquisition targets and estimate market trends, streamlining the process for buyers and sellers alike.

Key trends shaping the Ag, F&B sector include:

- resilient transaction multiples in tough economic conditions
- a higher proportion of mid-market deals
- volatile capital markets
- ESG considerations becoming a priority for businesses
- focus on carbon-neutral and biodiversity
- sustainability growing in importance across the sector
- rising cost pressures across wages, electricity, gas, fuel and inputs
- continued strong demand for established animal proteins
- growth in non-meat protein alternatives
- advancements in AgTech, including automation, weather analysis and disease detection



Trading and transaction multiples summary

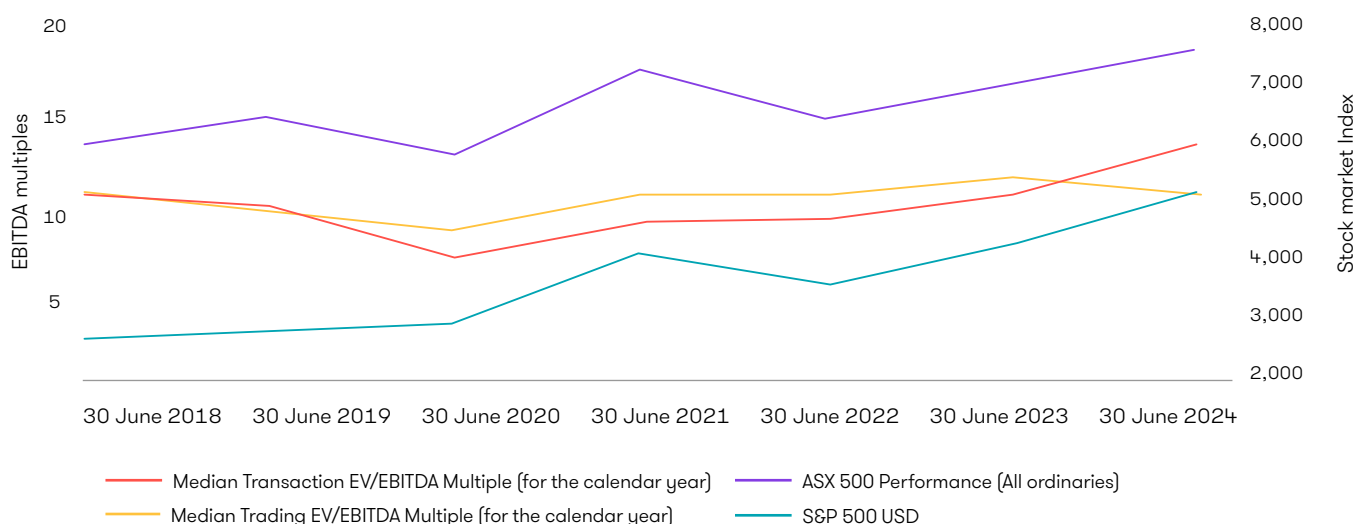
Over the past 12 months, the median transaction multiple has risen significantly from 11.0x to 14.4x, surpassing the previous high from June 2023. Transaction multiples have mirrored the same uptick as the US and Australian stock markets since mid-June 2022 following the easing of COVID-19 restrictions, showing strong recovery from lockdown periods. For the first time in five years, transaction multiples have exceeded trading multiples of Ag, F&B businesses, indicating positive growth prospects.

This indicates the sector's resilience in the face of fluctuating commodity prices and rising input and packaging costs, which are often mitigated by the essential nature of the industry and its long-term growth prospects.

The 12-month transaction multiple of 14.4x is notably higher than the 18-month multiple of 11.4x (refer to page 29), indicating that transaction values have improved in recent months. Our findings show median multiples have climbed every six months over the recent 18-month period as the industry begins to recover from tough market conditions.

Trading multiples of profitable listed companies have fallen slightly at 11.0x, reflecting current challenging global economic conditions and recent inflationary environment. In FY24, these listed companies were able to generate EBITDA growth while facing a general downwards trend of agricultural commodity price, further perpetuating the necessity of the industry.

Ag, F&B transaction and trading multiples



Valuation multiples – transaction vs. trading for the 12 months ending 30 June

	30/06/2018	30/06/2019	30/06/2020	30/06/2022	30/06/2023	30/06/2024
Median transaction EV/EBITDA multiple (for the financial year)	10.98	10.41	7.50	9.66	10.99	14.35
Median trading EV/EBITDA multiple (for the financial year)	11.09	10.21	9.09	11.03	12.02	10.96
ASX 500 performance (all ordinaries)	6,290	6,699	6,001	6,747	7,402	8,014
S&P 500 USD	2,716	2,964	3,048	3,785	4,450	5,460

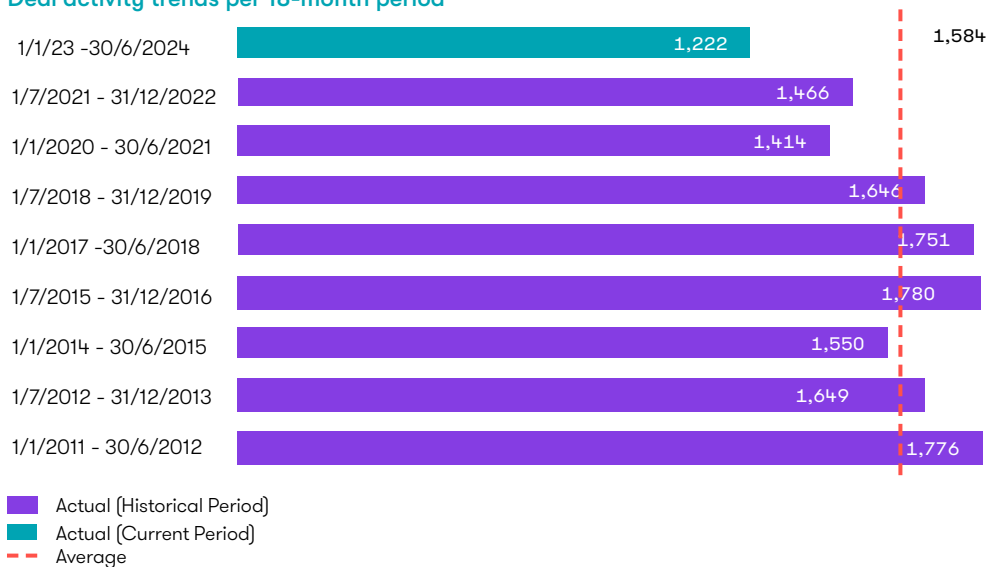
M&A transactions: Global Ag, F&B deal volumes

As a result of the current geopolitical climate, extreme weather conditions, inflation and stubborn global interest rates, transaction volumes in the current period were 23% below the long-term 18-month average for the period. Despite the recent downturn, revenue in the global market for food is forecast to grow by a 6.5% compound annual growth rate (CAGR) between 2024 and 2029 according to Statista. Alongside revenue growth, the food and beverage market size is forecast to grow by a CAGR of 5.9% until 2027 as sales volume escalate, according to IndustryARC.

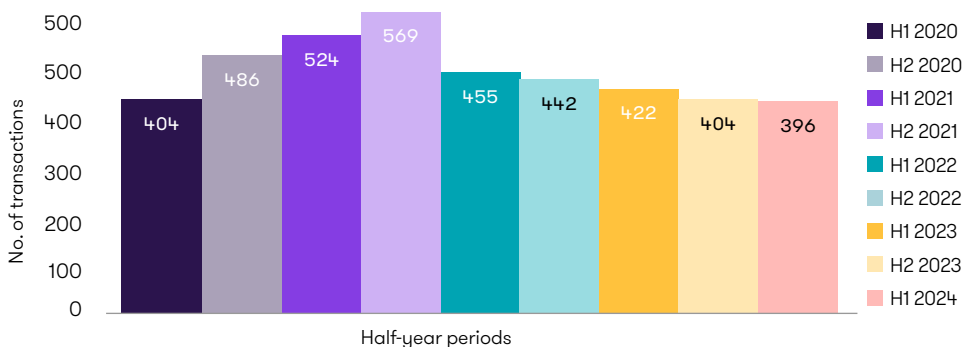
This expected growth is attributed to an uplift in foreign investment, the growing influence of AI in dealmaking, rising consumer preference for sustainably sourced products, and the food-tech sector attracting more investor interest.

In addition, AI has recently supported deal sourcing by analysing vast amounts of data to spot potential acquisition targets and estimate market trends – creating efficiencies for buyers and sellers alike to tap into the most relevant market opportunities.

Deal activity trends per 18-month period



Global M&A deals - half year (HY) trends



Transaction volumes have continued to decline in each half-year of the current period, mirroring cautious buyer behaviour in the current economic landscape. Volumes are down significantly from the post-COVID deal volumes peak experienced in H2 2021, the highest since 2017, when buyer confidence was high as global markets regained momentum.



Current period global M&A activity by country

Country	Current period (CP)	Period ranking	% of deals	Historical period (HP)	Period ranking	% of deals	Volume % change - CP versus HP 18 mth ave
United States	412	1	34	3,416	1	26	(4)
United Kingdom	114	2	9	914	2	7	-
France	63	3	5	840	3	6	(40)
Spain	60	4	5	531	5	4	(10)
Canada	50	5	4	506	6	4	(21)
Australia	49	6	4	656	4	5	(40)
Japan	48	7	4	219	15	2	73
Italy	44	8	4	349	9	3	1
India	34	9	3	248	14	2	10
Germany	29	10	2	398	8	3	(42)
Top 10	903		74	8,077		62	(11)
Others	319		26	4,945		38	(48)
Total	1,222		100	13,022		100	(25)

Australia has dropped from its longstanding ranking of fifth to sixth in global deal volume during the current period, reflecting increased competition from other markets and a slowdown in domestic M&A activity.

The top 10 countries now account for a growing proportion of deals, moving from 62% to 74% in the current period. This indicates a flight to quality, as buyers seek countries with greater Ag, F&B market performance.

Deal activity trends

Volumes:

Australia has seen a slight shift in its standing, dropping from its well-established position among the top five countries for deal volumes to sixth place. Australia completed 49 deals in the current period, a sharp decline from 67 in the previous period, forming 4% of global transactions. This shift reflects a growing sense of caution among investors as they navigate evolving market dynamics.

Globally, 1,222 M&A transactions were recorded, 23% below the long-term average of 1,584. As anticipated, the half-yearly deal volume data shows a steady decline following the peak in H2 2021, coinciding with rising interest rates.

This decline in transaction volumes reflects the current global challenges at play, including:

- **Geopolitical tensions**

Globalisation and international trade are increasingly uncertain. Investors are feeling these tensions, making them more hesitant to commit to acquisitions in this unpredictable environment.

- **Severe weather events**

The rise in severe weather conditions, such as droughts and floods, has added volatility to earnings and commodity prices. This unpredictability has shaken investor confidence, leading to a more cautious approach in many sub-sectors.

- **Rising costs**

With inflation squeezing margins, many businesses are finding attractive sale opportunities harder to find. This raises questions about the viability of future investments.

- **Interest rate increases**

The tightening monetary environment has complicated the investment landscape, prompting buyers to rethink their strategies. They are now conducting more thorough due diligence and prioritising long-term return opportunities when making purchasing decisions.

Despite these challenges, the United States (US) continues to be a leader in the global Ag, F&B deal market, accounting for 34% of global transactions, increasing by 8% from the previous period. This robust activity significantly outpaces its closest competitor, the United Kingdom, which accounts for 9% of global deals. According to [The Guardian](#), one factor that may be contributing to this is small to mid-sized farms in the US struggling to compete with larger competitors given tough economic conditions. As a result, these farms are increasingly open to acquisition by larger companies.

Japan has made an impressive leap into the top 10 for market activity, climbing to seventh place from fourteenth. This surge is likely driven by leading Japanese companies seeking to protect and diversify earnings growth in response to challenges caused by the weakening Yen, according to [Bloomberg](#).

Alongside this, the lingering effects of COVID-19 continue to cause uncertainty, notably extending the duration of due diligence periods as a result of the pandemic's disruptions. This has led to variability in earnings across the sector, raising questions around what sustainable earnings levels look like for acquisition targets. As a result, vendors are often delaying sales processes, while buyers proceed cautiously as they evaluate long-term profitability. These factors have contributed to the ongoing reduction in deal volumes we are seeing.

As we navigate these tightening economic conditions, buyers are becoming more cautious, which often leads to extended transaction due diligence periods. This caution is reshaping and lengthening deal timelines.

Transaction Value:

Disclosed deals totalled \$57.5b during the reporting period, representing a 50% decline from the average (excluding the anomaly year 2016), and a more significant 59% below the long-term average of \$116b.

This decline in average value highlights a downwards trend with the average disclosed deal size falling to \$47m from the long-term average of \$73m (excluding the outlier year of 2016). In addition, total transaction value has decreased at a greater rate than deal volumes over the last six 18-month periods, indicating a decline in high-value transactions. This suggests that buyers are shifting towards smaller deals to support their strategic growth, reflecting a more cautious approach to deal-making. This increasing interest in the mid-market presents opportunities for small to mid-sized businesses to be acquired by larger firms.

As we move forward, we are optimistic that M&A activity will gradually climb back to pre-COVID levels as interest rates come down from stubbornly high levels, and investors feel less of a need to take a highly cautious approach to deals.

We observe that desired qualities by investors in the Ag, F&B sector, particularly private equity firms, tend to focus on emerging or established market leaders with strong management teams. IMs tend to favour targets with high barriers to entry given the benefits that investors can provide from economies of scale, and a fragmented list of suppliers to limit supply chain risk. In addition, businesses that exhibit robust ESG practices are becoming increasingly preferable for IMs.

Global & Australian M&A volumes by size and sale type

Australian deals by transaction value

Small to mid-sized businesses dominated Australian deal activity, accounting for 92% of Australian deals valued under \$100m – a significant increase on the historical average of 79%.

In fact, only one reported deal exceeded \$25m during the period: the \$2.3b acquisition of Costa Group Holdings by Paine Schwarz Partners.

Deal sizes have notably decreased, with 69% of deals valued under \$20m, a sharp increase from the historical average of 52%.

This trend towards smaller, more cautious investments reflects a growing investor focus on more manageable, lower-risk opportunities in the face of ongoing market uncertainty.

Australia transaction value range

Australia transaction value range	Current period	Historical period	Current period %	Historical period %
<i>Small to mid size business deals (< \$100 million)</i>				
Less than \$20 million	9	176	69%	52%
Between \$20 million to \$50 million	3	58	23%	17%
Between \$50 million to \$100 million	-	37	0%	11%
Total small to mid size business deals	12	271	92%	79%
<i>Mid to large business deals (> \$100 million)</i>				
Between \$100 million to \$200 million	-	26	0%	8%
Between \$200 million to \$500 million	-	26	0%	8%
Between \$500 million to \$1 billion	-	8	0%	2%
Over \$1 billion	1	10	8%	3%
Total mid to large business deals	1	70	8%	21%
Total disclosed deals	13	341	100%	100%
Undisclosed	36	315		
Total (incl. undisclosed)	49	656		

Grant Thornton is aware of and has assisted in closing a number of transactions exceeding \$25m in the current period that remain undisclosed and, therefore, are not included in this report. The rising proportion of undisclosed deals

suggests that the market is shifting towards mid-market deal sizes as it adopts a more conservative stance in times of high interest rates.



Deals by sales type

Equity sales have maintained their position as the primary type of global deals, comprising 86% of global deals. We also saw a shift with a significantly higher proportion of equity sales globally and within Australia compared to historical trends.

In Australia, however, there remains a stronger inclination towards asset sales compared to the global market. This is largely due to the focus on more land-based sales and related assets, especially in the pre-farm gate sector.

Global deals by sale type

Security type	Current period	Historical period	Current period %	Historical period %
Asset	177	3,258	14	25
Equity	1,045	9,774	86	75
Total	1,222	13,032	100	100

Australian deals by sale type

Security type	Current period	Historical period	Current period %	Historical period %
Asset	13	289	27	44
Equity	36	367	73	56
Total	49	656	100	100

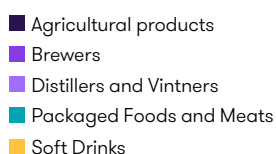
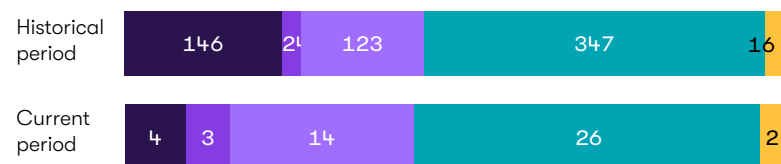
Sub-sector composition: Australian M&A

Australia's Ag, F&B assets are considered as some of the most valuable globally due to the combination of high-quality, large-scale operations and a strong reputation for adhering to rigorous governance, safety and sustainability standards. The domestic climate and advanced farming techniques support this standing, enabling businesses to produce premium goods that meet growing global demand for safe, traceable, and sustainably sourced food.

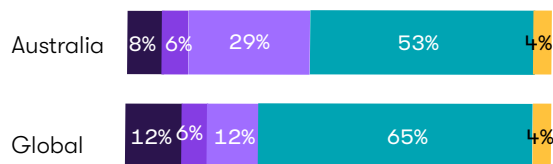
While global transaction volumes have seen a decline, overseas investor interest was still evident in the sector, demonstrated by major acquisitions including the \$2.3b purchase of Costa Group by Paine Schwartz, and the \$21m purchase of the 552-hectare Heathcote

Vineyard Portfolio by Nuveen Natural Capital. Key factors attracting foreign investors to Australian assets include the proximity to emerging markets, biosecurity standards, and the sector's ability to maintain high-quality output, stable growth prospects and consistent profitability.

Australian transaction volumes



Transaction volumes Australia vs Global



Australian deals by sub-sector

Sub-sector	Current period	Historical period	Historical average	Current period %	Historical period %
Agricultural Products	4	146	12	8	22
Brewers	3	24	2	6	4
Distillers and Vintners	14	123	10	29	19
Packaged Foods and Meats	26	347	29	53	53
Soft Drinks	2	16	1	4	2
Total	49	656	94	100	100





Packaged Foods and Meats:

Packaged Foods and Meats remains at the forefront of Australian investments, accounting for 53% of Australian transactions. Despite an 8% decrease from the historical period, six of the top 10 Australian deals were in this sub-sector, underscoring its significance.

Seafood producers and processors continue to make significant contributions in terms of Australian deal value, with two of the top 10 Australian deals stemming from this industry. One standout transaction was the \$20m sale of Eyre Peninsula Seafoods Pty Ltd to Yumbah Aquaculture Ltd – the fourth-largest Australian deal over the reporting period.

Agricultural Products:



Australian crop production hit record highs in 2021 and 2022 but has declined in production value in 2023 and 2024 due to drier conditions. This drop in agriculture production value is also linked to a decrease in global prices, fuelled by higher supply in the market, as displayed on page 41. As a result, Australian transaction volumes have dropped to 8% from 12% in the previous 18-month period.

The largest Australian transaction was the \$2.3b sale of Costa Group Holdings Limited to a US company, an astonishing 66 times larger than the next-biggest deal in the Packaged Foods and Meats sector, which stood at \$35m. This contrast highlights the scale and attractiveness of major Australian assets in this sub-sector.

Heightened interest from European and Canadian fund managers is also emerging, as they look to capitalise on quality and sustainable Australian produce to meet the rising demand from Asia's increasingly eco-conscious and growing middle class, according to [MinterEllison](#).

The reduction in commodity prices over the current period (as noted on page 39) has led some farmers to explore alternative land uses to supplement their income. Anecdotal evidence across Australia suggests a growing trend of leasing farmland for renewable energy projects, in particular solar and wind farms. In some cases, these projects operate alongside traditional farming, allowing landowners to continue cropping or run livestock around the renewable energy infrastructure. This shift aligns with the broader focus on achieving net zero by 2050, though some concerns remain about the potential impact on prime agricultural land that could be lost to renewable energy production.



Brewers:

The Brewing sector remains a small proportion of Australian transaction volumes, contributing 6% of Australian deals.

Several independent brewers, including well-known Wayward Brewing Co, Hawkers, and Ballistic Beer Company have entered voluntary administration since 2023. Challenges such as rising interest rates, reduced consumer spending, difficulty meeting ATO requirements, and heightened production and packaging costs – including carbon dioxide prices rising 50% in one year alone – have driven some sector distress.

In response, some brewers are combining operations or acquiring distressed businesses to scale up and seek economies of scale.



Distillers and Vintners:

The Distillers and Vintners sector has expanded from around 20% to 30% of Australia transactions, despite facing significant tariffs from China. The [April 2024](#) decision to abolish high tariffs on imported Australian wine has reopened this key market for many producers.

International buyers are particularly interested in this sector, potentially motivated by land acquisitions given the rapid growth in land value.

Key transactions include Nuveen Natural Capital's \$21m acquisition of the 552-hectare Healthcote Vineyard Portfolio from Treasury Wine Estates Limited (forming the third-largest Australian deal), and Mismatch Brewing Publicans Pty Ltd's \$7m acquisition of Mismatch and 78 Degrees assets, ranking as the seventh-largest deal in the sector.

The current shift towards premium spirits resembles the independent brewery bubble from the early 2020s, mirroring premiumisation and changing consumer preferences, highlighting new investment opportunities.



Soft Drinks and Non-alcoholic Beverages

Although the Soft Drinks and Non-alcoholic Beverages sector represents around 4% of Australian Ag, F&B deals in the current period, it's gaining popularity as Millennial and Gen Z Australians increasingly moderate their drinking patterns, according to [The Sydney Morning Herald](#). Globally we have observed growing demand for functional beverages, such as energy drinks, dairy alternatives or health-based beverages that incorporate vitamins and probiotics.

Announced deals

Several significant deals have been announced at the time of this report but are yet to complete. The following deals are expected to close soon:

- **Mars, Incorporated agreement to acquire Kellanova**
On 14 August 2024, Mars entered into a definitive agreement to acquire global snacking leader, Kellanova for total consideration of US\$35.9b, representing an adjusted LTM EBITDA multiple of 16.4x. Kellanova is a spinoff of Kellogg's, selling cereal, noodles, plant-based foods and frozen breakfast foods. Iconic snacking brands fall under the Kellanova home, such as Pringles, Cheez-It, Pop-Tarts, Rice Krispies Treats and NutriGrain. The acquisition would elevate Mars-Kellanova into the top five packaged food and beverage conglomerates in the world.
- **Tate & Lyle plc agreement to acquire CP Kelco**
On 20 June 2024, Tate & Lyle entered into a definitive agreement to acquire the entire issued share capital of CP Kelco US, CP Kelco China and CP Kelco ApS for US\$1.8b. CP Kelco is a leading provider of pectin, speciality gums and nature-based ingredients. The proposed transaction is expected to close towards the end of 2024.
- **PepsiCo announced agreement to acquire Siete Foods**
On 1 October 2024, PepsiCo announced it entered into a definitive agreement to acquire Mexican-American brand Siete for US\$1.2b. Siete produces heritage-inspired tortillas, salsas, seasonings, sauces, cookies and snacks. The transaction is expected to close in the first half of 2025.
- **Nissin Foods agrees to acquire ABC Pastry**
Listed Japanese food conglomerate, Nissin Foods has signed an agreement to acquire Australian frozen dumpling manufacturer, ABC Pastry for \$33.7m in an effort to expand into the Australian frozen food market.

Distressed deals

Given challenging market conditions, several transactions involving distressed entities have occurred. The following deals were completed during the current period:

- Assets of Mismatch and **78 Degrees** were sold to the previous owner for \$7.2m as the brewer entered distress.
- AF NewCo, Inc acquired assets of **AeroFarms**, a sustainable indoor agriculture company specialising in indoor vertical farming.
- Project Crush Acquisition Corp acquired assets from **Wine, Inc and Winc Lost Poet** for \$16m on 12 December 2023.
- ANOS Brands LLC acquired salad dressing condiment company, **Tessemae** for \$7m on 13 January 2024, following Tessemae declaring bankruptcy.
- Meatless brand, **Tattooed Chef**, filed for bankruptcy and was subsequently acquired by Planted Venture in September 2023.
- Uma Exports Limited acquired Indian-based **Swastik Refinery** for \$3m in May 2024. Swastik Refinery manufactures table oils, margarine and other edible fats and oils.
- Hansens Flodeis acquired **Friis-Holm Chokolade** on 14 February 2024 after the cocoa, chocolate and confectionary manufacturer declared bankruptcy.



Top 10 Global deals

The US dominated the global M&A landscape, being involved in seven of the top 10 global deals, while France and Australia each contributed to two. Australia's role in these major transactions reflects its growing appeal to international buyers.

The J.M Smucker Company led the largest deal globally with its \$8.596b acquisition of Hostess Brands Inc, the owner of the Twinkies snack cake bread, underscoring the high value placed on established brands.

Paine Schwartz Partners, a US-based private equity firm, made headlines with its \$2.264b acquisition of Australian horticulture business Costa Group, positioning it as the fifth-largest transaction globally. Meanwhile, Australian-based

Treasury Wine Estates Limited expanded its footprint in the US market with its \$1.574b purchase of Daou Vineyards, adding to its portfolio of 20 brands across three divisions.

Sector-wise, the Packaged, Foods & Meats sub-sector represented five of the top 10 deals, while Distillers and Vintners secured three, pointing to investor interest in categories with strong consumer demand.

Interestingly, IMs saw reduced activity compared to previous periods, with only two exits (Hostess Brands, Inc and Sovos Brands, Inc) and one acquisition (Costa Group), down from the typical 3-4 IM acquisitions and 2-3 IM exits in the top 10 deals. This shows a more targeted and strategic approach from IMs.


1 	Target:	Hostess Brands, Inc.
	Target Industry:	Packaged Foods and Meats
	Target Country:	United States
	Acquirer:	J.M Smucker Company
	Acquirer Country:	United States
	Deal Value (A\$m):	8,596
	Closed Date:	7/11/2023
	EV/EBITDA:	18.2

2 	Target:	Sovos Brands, Inc.
	Target Industry:	Packaged Foods and Meats
	Target Country:	United States
	Acquirer:	Campbell Soup Company
	Acquirer Country:	United States
	Deal Value (A\$m):	4,247
	Closed Date:	12/3/2024
	EV/EBITDA:	15.7

3 	Target:	Coca-Cola Beverages Philippines, Inc.
	Target Industry:	Soft Drinks and Non-alcoholic Beverages
	Target Country:	Philippines
	Acquirer:	Aboitiz Equity Ventures, Inc.
	Acquirer Country:	Philippines
	Deal Value (A\$m):	2,749
	Closed Date:	23/2/2024
	EV/EBITDA:	15.1

4 	Target:	Guizhou Jinsha Jiaojiu Winery Industry Co., Ltd.
	Target Industry:	Distillers and Vintners
	Target Country:	China
	Acquirer:	China Resources Wine Holdings Co., Ltd.
	Acquirer Country:	China
	Deal Value (A\$m):	2,420
	Closed Date:	10/1/2023
	EV/EBITDA:	16.3

5 	Target:	Costa Group Holdings Limited
	Target Industry:	Agricultural Products
	Target Country:	Australia
	Acquirer:	Paine Schwartz Partners, LLC
	Acquirer Country:	United States
	Deal Value (A\$m):	2,264
	Closed Date:	26/2/2024
	IEV/EBITDA:	11.4


6 	Target:	United Malt Group Limited
	Target Industry:	Packaged Foods and Meats
	Target Country:	United States
	Acquirer:	Malteries Soufflet SAS
	Acquirer Country:	France
	Deal Value (A\$m):	2,152
	Closed Date:	15/11/2023
	EV/EBITDA:	27.0



7 	Target:	Developed Market Gum Business of Mondelez International, Inc.
	Target Industry:	Packaged Foods and Meats
	Target Country:	United States
	Acquirer:	Perfetti Van Melle Group B.V.
	Acquirer Country:	Netherlands
	Deal Value (A\$m):	2,087
	Closed Date:	23/10/2023
	EV/EBITDA:	15.0

8 	Target:	Courvoisier S.A.S.
	Target Industry:	Distillers and Vintners
	Target Country:	France
	Acquirer:	Davide Campari-Milano N.V.
	Acquirer Country:	Italy
	Deal Value (A\$m):	1,975
	Closed Date:	30/4/2024
	EV/EBITDA:	14.5

9 	Target:	Gelnex Indústria E Comércio Ltda.
	Target Industry:	Packaged Foods and Meats
	Target Country:	Brazil
	Acquirer:	Darling Ingredients Inc.
	Acquirer Country:	United States
	Deal Value (A\$m):	1,913
	Closed Date:	31/3/2023
	EV/EBITDA:	15.8

10 	Target:	Daou Vineyards, LLC
	Target Industry:	Distillers and Vintners
	Target Country:	United States
	Acquirer:	Treasury Wine Estates Limited
	Acquirer Country:	Australia
	Deal Value (A\$m):	1,574
	Closed Date:	13/12/2023
	EV/EBITDA:	20.9

Top 10 Australian deals

The Australian deals landscape is increasingly dominated by the Packaged Foods & Meats sub-sector, which accounted for six of the top 10 transactions, while 2 were in Agricultural products. The two largest animal protein deals were in the Seafood Processing industry, highlighting the growing importance of Aquaculture in feeding the growing global population.

GrainCorp's \$35m acquisition of XF Australia, a feed supplement supplier and consultant to Australia's feedlot and grazing sector marks the second-largest reported Australian deal. Over the past decade, the feedlot industry has expanded in Australia, as producers seek to ensure quality and consistency of supply, driven by existing larger players and new entrants. Feedlot deal prices vary widely, influenced by factors such as location, licensed capacity, land quality and support infrastructure.

The third-largest reported deal was Nuveen Natural Capital's \$21m acquisition of 552-hectare Heathcote Vineyard Portfolio, part of Treasury Wine Estate's decision to downsize its commercial wine business. As the world's largest farmland asset manager based in the United States, Nuveen expanded its presence in Australia by acquiring three vineyards in


late 2023 and early 2024. This move aimed to diversify its farmland investments and break into the Australian market following the [China trade disruptions](#). Farmlands present a growing opportunity for Australian deals, with national median farmland prices soaring at a CAGR of 11.6% over the last decade according to [Rural Bank](#).


In addition, the sale of assets of Mismatch and 78 Degrees for \$7.2m was a distressed sale, reflecting ongoing challenges faced by brewers stemming from the earlier independent brew bubble.


Overall, the reduction in deal sizes among the top 10 Australian deals highlights a more cautious investment climate among stricter economic conditions. With only one Australian business exceeding \$35m in acquisition value, this shows shifting investment appetite in the current market.

These are the top deals with disclosed transaction values for the reporting period. Grant Thornton Australia is aware of several confidential transactions outside this list that would rank among the top 10 Australian deals. These transactions span sub-sectors including agricultural machinery, equipment, products and branded food.



1 	Target:	Costa Group Holdings Limited
	Target Industry:	Agricultural Products
	Target Country:	Australia
	Acquirer:	Paine Schwartz Partners, LLC
	Acquirer Country:	United States
	Deal Value (A\$m):	2,264
	Closed Date:	26/2/2024
	EV/EBITDA:	11.4


2 	Target:	XF Australia Pty Ltd
	Target Industry:	Packaged Foods and Meats
	Target Country:	Australia
	Acquirer:	GrainCorp Limited
	Acquirer Country:	Australia
	Deal Value (A\$m):	35
	Closed Date:	2/4/2024
EV/EBITDA:	4.6	

3 	Target:	552ha Heathcote Vineyard Portfolio of Treasury Wine Estates Limited
	Target Industry:	Distillers and Vintners
	Target Country:	Australia
	Acquirer:	Nuveen Natural Capital
	Acquirer Country:	United States
	Deal Value (A\$m):	21
	Closed Date:	13/2/2024
EV/EBITDA:	12.2	

4 	Target:	Eyre Peninsula Seafoods Pty Ltd
	Target Industry:	Packaged Foods and Meats
	Target Country:	Australia
	Acquirer:	Yumbah Aquaculture Ltd
	Acquirer Country:	Australia
	Deal Value (A\$m):	20
	Closed Date:	7/8/2023
EV/EBITDA:	Not disclosed	


5 	Target:	Businesses and certain assets of Betta Milk and Meander Valley Dairy
	Target Industry:	Packaged Foods and Meats
	Target Country:	Australia
	Acquirer:	Bega Cheese Limited
	Acquirer Country:	Australia
	Deal Value (A\$m):	11
	Closed Date:	1/12/2023
EV/EBITDA:	Not disclosed	

6 	Target:	The Trustee for Hobbs Manufacturing Trust
	Target Industry:	Packaged Foods and Meats
	Target Country:	Australia
	Acquirer:	Retail Food Group Limited
	Acquirer Country:	Australia
	Deal Value (A\$m):	10
	Closed Date:	11/12/2023
EV/EBITDA:	4	

7 	Target:	Assets of Mismatch and 78 Degrees
	Target Industry:	Distillers and Vintners
	Target Country:	Australia
	Acquirer:	Mismatch Brewing Publicans Pty Ltd
	Acquirer Country:	Australia
	Deal Value (A\$m):	7
	Closed Date:	3/6/2024
EV/EBITDA:	Not disclosed	

8 	Target:	The Sustainable Nutrition Group Limited
	Target Industry:	Agricultural Products
	Target Country:	Australia
	Acquirer:	Elixinol Wellness Limited
	Acquirer Country:	Australia
	Deal Value (A\$m):	6
	Closed Date:	17/8/2023
EV/EBITDA:	Not disclosed	

9 	Target:	Nine Ocean Fishery Pty Ltd / PXY Pty Ltd
	Target Industry:	Packaged Foods and Meats
	Target Country:	Australia
	Acquirer:	New Zealand Coastal Seafoods Limited
	Acquirer Country:	Australia
	Deal Value (A\$m):	3
	Closed Date:	28/2/2023
EV/EBITDA:	Not disclosed	

10 	Target:	Business and assets of Redbank Poultry
	Target Industry:	Packaged Foods and Meats
	Target Country:	Australia
	Acquirer:	Nichols Hatchery Pty Ltd
	Acquirer Country:	Australia
	Deal Value (A\$m):	2
	Closed Date:	31/12/2023
EV/EBITDA:	Not disclosed	

Case study: Costa Group Holding's acquisition

As Australia's largest reported transaction in the current period, the acquisition of Costa Group Holdings (Costa) by Paine Schwartz highlights significant movement in the agricultural products sector and shows the value of the strategic partnerships in driving industry evolution.

The challenge

Costa, a large grower, packer and marketer of fresh fruit and vegetables with products sold throughout Europe, the UK, Asia and North America, faced significant pressure to scale and adapt in an increasingly competitive market. The company, which operates principally across five core food categories – berries, mushrooms, glasshouse tomatoes, citrus and avocados – needed a strategic partner to support its growth and innovation, especially as it expanded in international markets.

The solution

To address these challenges, Costa partnered with US private equity firm Paine Schwartz, which had previously invested in the family company in 2011 when the PE firm acquired a 50% interest. A few years later in July 2015, Costa Group listed on the ASX, raising approximately \$550m in proceeds at the IPO. Since then, Costa has actively pursued growth through multiple deals, acquiring farms and orchards, with a focus on farms engaging in Agtech to enhance operational efficiency.

In September 2023, Paine Schwartz led a consortium with Driscoll and BCI to agree to negotiate the acquisition of all remaining shares of Costa, facilitating a complete buyout. This partnership aimed to leverage Paine Schwartz's expertise and resources to enhance Costa's operations and drive innovation and market expansion.

The outcome

The acquisition concluded in Costa delisting from the ASX in February 2024, with the deal subsequently closing in the same month for total consideration of \$2.3b. This strategic move positions Costa for accelerated growth, allowing the company to enhance its product offerings and strengthen its position in global markets while continuing to focus on innovation in Agtech.





Investor and buyer demographics

IM activity encompasses transactions undertaken by financial buyers and sellers, and typically involving players like private equity firms, venture capitalists, family offices and specialist agricultural fund managers.

The volume of global IM activity has seen a noticeable drop, with only 169 deals completed in the past 18 months, falling short of the historical average of 234. Included within these transactions, there were 94 new investments and 98 exits, with 23 transactions involving both an IM buyer and seller, indicating opportunities for collaboration within the market.

In the current period, seven recurring IM buyers stood out, collectively closing a total of 17 deals globally:

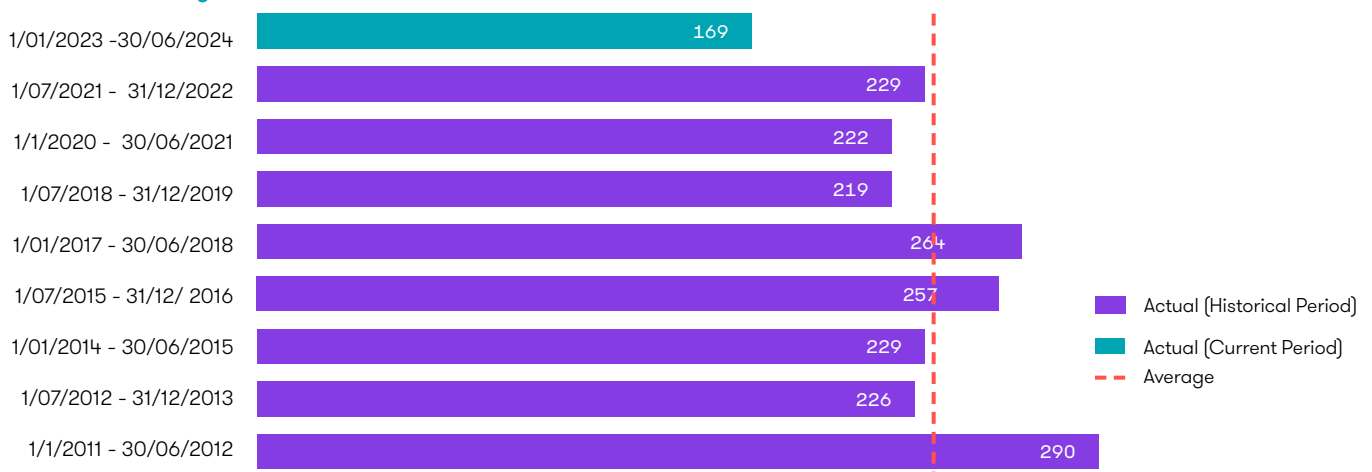
- Bansk Group LLC (United States)

- PAI Partners SAS (France)
- AUA Private Equity Partners LLC (United States)
- Navigator Capital GmbH (Germany)
- Breal Group Limited (United Kingdom)
- Paine Schwartz Partners LLC (United States)
- Forward Consumer Partners LLC (United States)

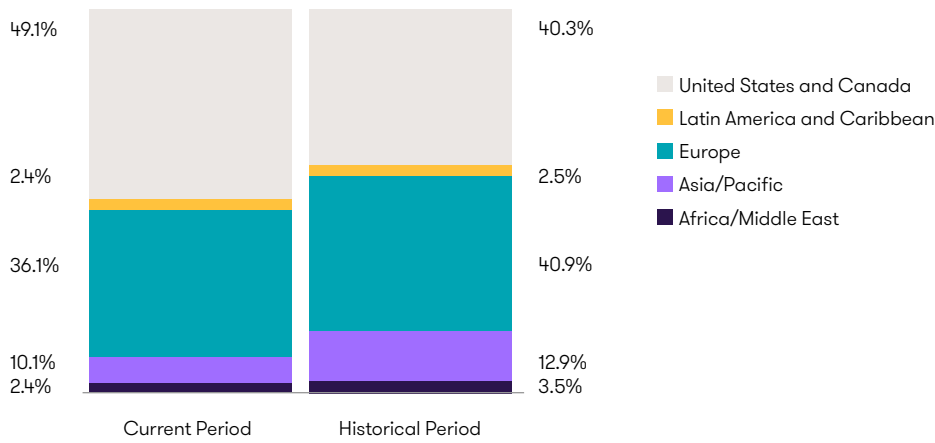
Breal Group led the way with four deals, while PAI Partners followed with three deals.

The current IM environment reflects a blend of caution and opportunity, suggesting investors focus on sectors that show resilience and growth potential, even in a quieter market.

Global IM activity



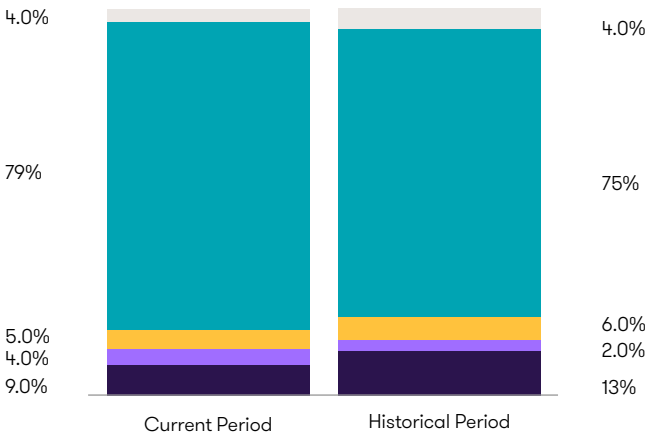
Global IM volume by region



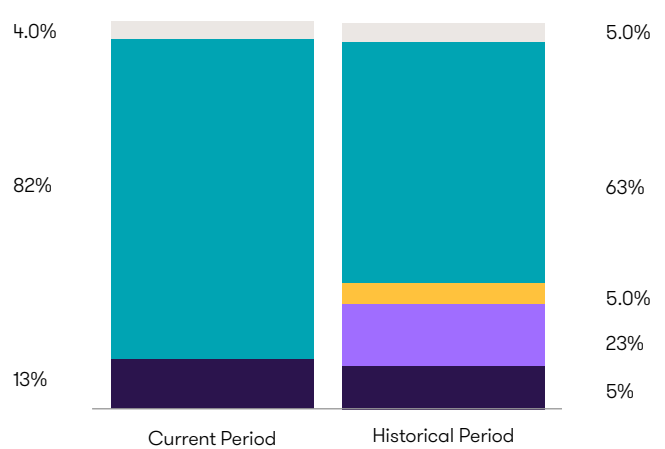
The United States and Canada, and Europe remain the most active regions for IM deal activity, accounting for over 85% of transactions. The US and Canada have seen their share rise to 49.1%, up from 41.9% previously, likely driven by the strength of key brands in these markets.

In contrast, the Asia-Pacific region recorded a lower proportion of IM deals at 10.1%, falling short of its historical average of 12.9%.

Global volume of IM activity by sub-sector



Global value of IM activity by sub-sector



In line with broader M&A transactions, IM-backed deals have been primarily focused on the Packaged Foods and Meats sub-sector, representing 79% of all global IM deals. This sub-sector attracts many IMs seeking investment opportunities with a strong growth trajectory over a medium-term horizon of three to five years, aiming for profitable exits upon completion.



Australian IM activity

Australian assets recorded five IM entries and just one exit, marking a shift from the previous period where nine IM deals were completed, with eight entries and two exits. This shows that investors are becoming more targeted in what they acquire, seeking to maximise returns within an acceptable risk profile.

Australian IM entries include:

- Paine Schwartz Partners acquisition of fresh fruit and vegetable grower and packer **Costa Group**
- Bain Capital acquisition of wine wholesaler and importer **Accolade Wines**
- PAG acquisition of both **Vesco Foods** and **Patties Foods**

- ROC Partners acquisition of egg supplier, **Pace Farms**
- Ontario Teachers' Pension Plan Board acquisition of a stake in potato farm Mitolo Group.

Leading the recurring IM buyers in the Australian Ag, F&B space is Rural Funds Group, with five announced deals since 2011. Pacific Equity Partners and Ontario Teacher's Pension Plan Board follow closely, each with three deals. However we believe that the actual volume of transactions in the Australia IM space is underrepresented, as we are aware of several agricultural funds and PE firms quietly expanding their portfolios. Among these are ROC Partners, Growth Farms Australia, Warakirri, and other funds that focus heavily on agricultural investments.

Australian farmland investment trends

Australian farmland has attracted a diverse range of global and domestic investors over recent years due to its stability and potential for sustainable returns. Global investors, including an array of European and select North American institutions have been active buyers of Australian Farmland over the last decade on account of recognising that total returns (capital growth & income return) of over 10% have been above the global average. Domestic investors, such as high-net-worth individuals, continue to invest in the sector as they seek diversification and long-term growth, whilst many existing Australian farmers continue to expand their operations through land acquisitions. Although income yields have been compressed by high capital growth over the last 5-10 years, the recent slowdown in land appreciation (and reduction in land values in some regions) could provide investors with increased income yields and more favourable acquisition opportunities over the next 12-24 months."

Growth Farms Australia – Martin Newnham (CEO) & Hamish Baylis (Senior Business & Investment Analyst)

Buyers of Australian assets

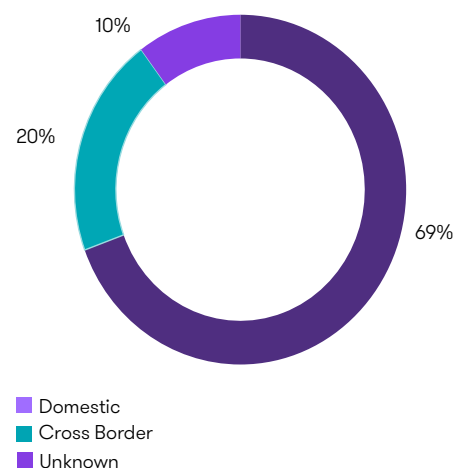
Australian buyers are leading the charge in the domestic Ag, F&B market with 69% of deals undertaken by domestic acquirers. Driving this trend are asset management and private equity firms, which are actively pursuing strategic acquisitions. In addition, prominent Australian listed entities such as Bega Cheese, Endeavour Group and Yowie Group are expanding their portfolios through local acquisitions, reflecting a robust appetite for growth.

International interest is on the rise with the share of foreign buyers increasing from 17% of deals to 20%, indicating steady interest in Australian Ag, F&B on the global stage. However several transactions attributed to Australian acquirers involve subsidiaries of larger foreign-owned parent companies, such as Asahi Group Holdings and Lion Pty Ltd.

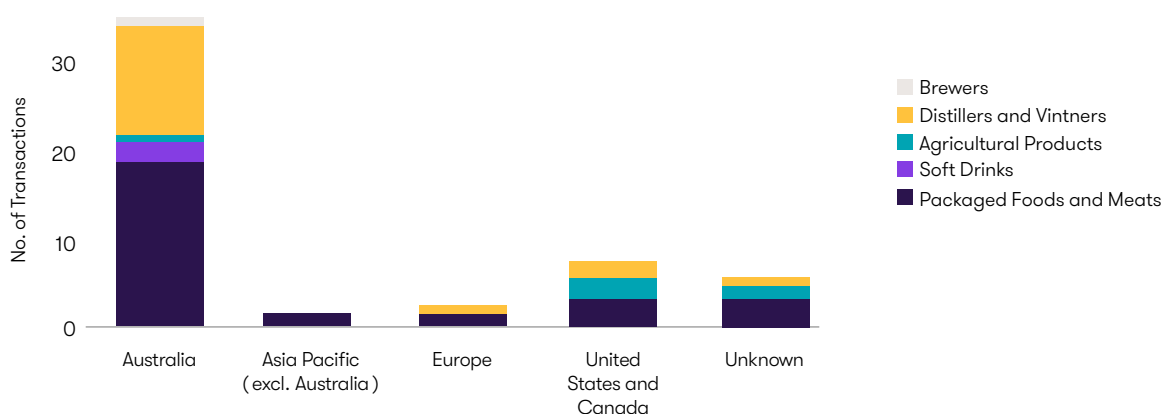
Notably, US-based companies are ramping up their acquisitions of Australian Ag, F&B assets, jumping from two deals in the previous period to seven in the current period. Two of these seven buyers are PE firms, and another being a government pension plan sponsor. From an international perspective, Australian agriculture provides portfolio differentiation in a country that carries a strong global reputation enticing international buyers, according to the [Australian Financial Review](#). Significant North American acquisitions include Paine Schwartz Partner's \$2.3b acquisition of Costa Group Holdings and Nuveen Natural Capital's acquisition of the 552-hectare Heathcote Vineyard Portfolio of Treasury Wine Estates for \$21m.

Buyer Region	Current Period		Historical Period	
	No. of Deals	% of Deals	No. of Deals	% of Deals
Africa & Middle East	0	0	2	0
Asia Pacific (Excl Australia)	1	2	46	7
Europe	2	4	29	4
Latin America and Caribbean	0	0	3	0
United States and Canada	7	14	30	5
Total (Excl. Australia)	10	20	110	17
Australia	34	69	461	70
Undisclosed Buyer Regions	5	10	85	13
Total deals	49	100	656	100

The buyers of Australian assets



Buyers of Australian assets (sub-sector split in the current period)





Global recurring buyers

Half of the top 10 global recurring buyers are located in the US, including two prominent wineries based in California. The seventh largest buyer, Farmland Partners, is a publicly listed real estate investment trust that focuses on purchasing, leasing and managing farmland across North America.

In the current period, Archer–Daniels–Midland Company has made a significant impact by closing four deals at a total of \$1.7b. Their largest acquisition involved diversified food ingredient company Revela Foods, purchased for \$970m.

This mirrors the composition of the most active deal jurisdictions and sub-sectors, emphasising that strategic investments are increasingly focused on adaptability and growth.

Top 10 recurring buyers

Sub-sector	# of deals	Country	Active in current period
Cargill, Incorporated	27	United States	Yes
Kerry Group plc	26	Ireland	Yes
Premium Brands Holdings Corporation	26	Canada	Yes
Archer-Daniels-Midland Company	24	United States	Yes
Groupe Lactalis S.A.	23	France	Yes
E. & J. Gallo Winery, Inc.	21	United States	Yes
Frutarom Industries Ltd.	20	Israel	No
Vintage Wine Estates, Inc.	20	United States	No
Farmland Partners Inc.	20	United States	No
Olam International Limited	19	Singapore	No

Note this data is limited to information publicly available at the time of data collection



Global transaction & trading multiples

Valuation multiples by sub-sector

Transaction multiples by sub-sector

Current period

Sub-sector	No. of deals	Deals with multiples disclosed	Sector composition %	Median EBITDA multiple	Min	Max
Agricultural Products	149	3	12	3.0x	2.8x	11.4x
Brewers	77	1	6	15.7x	15.7x	15.7x
Distillers and Vintners	152	1	12	20.9x	20.9x	20.9x
Packaged Foods and Meats	798	20	65	11.0x	0.1x	37.5x
Soft Drinks	46	1	4	12.0x	12x	12.0x
Median (overall)				11.4x		
Total	1,222	26	100			

Historical period

Sub-sector	No. of deals	Deals with multiples disclosed	Sector composition %	Median EBITDA multiple	Min	Max
Agricultural Products	1,925	47	15	8.6x	0.0x	104.3x
Brewers	525	24	4	11.7x	5.7x	43.6x
Distillers and Vintners	1,416	21	11	13.2x	4.0x	61.1x
Packaged Foods and Meats	8,551	310	66	10.0x	0.2x	142.0x
Soft Drinks	615	26	5	9.7x	1.0x	27.1x
Median (overall)				10.0x		
Total	13,032	428	100			

Trading multiples (listed entities) by sub-sector

Sub-sector	No. of companies	Median EV/EBITDA Multiple 30 June 2024	Median EV/EBITDA multiples					
			30-Jun-23	30-Jun-22	30-Jun-21	30-Jun-20	30-Jun-19	30-Jun-18
Packaged Foods and Meats	741	10.4x	11.8x	10.5x	10.3x	8.4x	9.4x	9.7x
Agricultural Products	145	10.4x	9.9x	9.9x	10.0x	8.5x	9.5x	9.6x
Distillers and Vintners	84	15.1x	17.1x	15.4x	18.4x	14.1x	13.7x	16.6x
Brewers	40	11.0x	12.4x	12.7x	15.0x	10.5x	11.3x	12.2x
Soft Drinks	44	14.7x	11.7x	11.9x	14.6x	10.1x	10.9x	12.0x
Median (overall)		11.0x	12.0x	11.0x	11.1x	9.1x	10.2x	11.1x
Total	1,054							

Transaction multiples

With 26 disclosed transaction multiples out of the 1,222 closed recorded transactions, the median transaction multiple increased to 11.4x – an encouraging rise from the historical median of 10.0x. This suggests a patient market willing to meet valuation expectations for the right investments. Over the retrospective period, transaction multiples have remained consistently high, indicating the strength in the industry.

The Brewer, Soft Drink, and Distiller & Vintner sub-sectors each recorded only one transaction with a disclosed EBITDA multiple. Deals include Carlsberg Canada Inc's acquisition of US-based Waterloo Brewing for \$231m, Treasury Wine Estate's acquisition of US-based winery Daou Vineyard for \$1.6b, and Royal Unibrew's acquisition of Netherland-based Vrumona BV for \$490m. We note that due to limited transaction data, these datasets may produce unreliable results. Therefore we encourage readers to consider the historical period information when assessing transaction multiples.

In the Agricultural Products sector, three transactions were recorded with a median EBITDA multiple of just 3.0x, significantly lower than the historical average of 8.6x. This disparity can largely be attributed to the smaller size of two of the three transactions, both under \$100m, resulting in a lower median multiple. This raises questions about the valuation expectations within this segment which is more sensitive to movements in commodity prices that have generally reduced since the prior Dealtracker.

On a more positive note, transactions in Packaged Foods and Meat produced a median EBITDA multiple of 11.0x, up from the historical median of 10.0x. This upward trajectory is aligned to broader M&A trends, showing a resilient appetite for growth in this sub-sector driven by evolving consumer preferences and market demands.

Trading multiples

As of 30 June 2024, median trading multiples were 11.0x, down from 12.0x on 30 June 2023 reflecting the difficult trading conditions highlighted in this report.

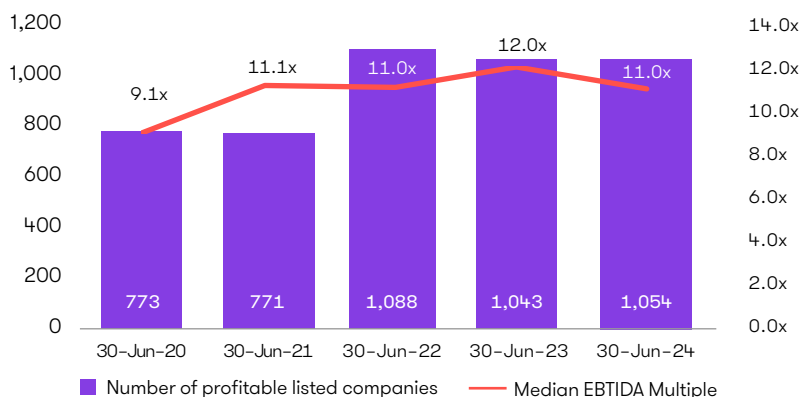
The Distillers and Vintner sub-sector continues to lead with the highest multiples, reflecting robust market conditions.

Meanwhile, the Soft Drinks and Non-alcoholic Beverages sub-sector has grown stronger in line with changes in consumer demand, as more younger Australians make the choice to move away from alcohol.

However, Packaged Foods and Meats experienced a downward trend as a result of changing consumer spending habits driven by cost-of-living concerns, coupled with increased material costs.

The global number of profitable listed Ag, F&B companies has grown over recent years, along with a steady EBITDA multiple, as seen in the graph below. The industry has displayed strength even in turbulent times such as the outbreak of COVID-19.

Profitable listed company volume and multiples



Valuation multiples by region

Transaction multiples by region

Current period

Sub-sector	No. of deals	Deals with multiples disclosed	Region composition %	Median EBITDA multiple	Min	Max
Asia Pacific	208	10	17%	7.7x	0.1x	37.5x
Europe	475	9	39%	10.7x	4.2x	25.7x
United States and Canada	462	6	38%	18.1x	15.7x	27x
Latin America and Caribbean	48	1	4%	3.5x	3.5x	3.5x
Africa and Middle East	29	-	2%	-	0x	0x
Median (overall)				11.4x		
Total	1,222	26	100%			

Historical period

Sub-sector	No. of deals	Deals with multiples disclosed	Region composition %	Median EBITDA multiple	Min	Max
Asia Pacific	2,415	123	19%	9.4x	0x	135.3x
Europe	5,420	145	42%	9.6x	0.2x	106.7x
United States and Canada	3,923	113	30%	11.5x	4.0x	82.9x
Latin America and Caribbean	801	22	6%	10.3x	0.3x	31x
Africa and Middle East	473	25	4%	7.2x	2.7x	142x
Median (overall)				10x		
Total	13,032	428	100%			

Transaction multiples have seen strong growth primarily driven by the United States and Canada, where the median jumped from 11.5x for the historical period to 18.1x for the current period. None of the six disclosed deals fell below a 15.7x multiple, underscoring the scale of these transactions, many of which rank among the top 10 global deals for the period.



In the Asia–Pacific region, profitable listed companies dominate the landscape, accounting for 75% of the 1,080 listed companies globally. China, India and Japan lead the charge in volume, reflecting the region’s significant market presence.

Of these, 18 companies are listed on the Australian Stock Exchange, achieving a median trading multiple of 12.1x as of 30 June 2024. This figure is above the global average of 11.0x and the Asia Pacific median of 11.3x, indicating strong performance within the market.

The US and Canada continue to lead in trading multiples, with a median of 13.8x. This relative stability highlights the concentration of large Ag, F&B brands and distribution companies that command higher trading multiples, reinforcing the region’s robust position in the industry.

Trading multiples (listed entities) by region

Sub-sector	No. of companies	Median EV/EBITDA 30 June 2024	Median EV/EBITDA multiples					
			30-Jun-23	30-Jun-22	30-Jun-21	30-Jun-20	30-Jun-19	30-Jun-18
Asia Pacific	781	11.3x	13.1x	10.9x	9.9x	8.2x	9.3x	9.7x
Europe	154	9.5x	10.1x	10.3x	13.0x	10.2x	10.1x	11.5x
United States and Canada	74	13.8x	14.7x	15.6x	14.9x	13.4x	13.1x	13.2x
Latin America and Caribbean	38	8.7x	9.4x	9.0x	8.9x	7.8x	10.2x	10.0x
Africa and Middle East	7	8.4x	4.5x	7.9x	7.5x	6.8x	9.0x	10.9x
Median (overall)		11.0x	12.0x	11.0x	11.1x	9.1x	10.2x	11.1x
Total	1,054							

Top globally listed Ag, F&B companies

Ranking	Company name	Geographic region	EV (A\$m)	EBITDA (A\$m)	EV/ EBITDA	Gross margin (%)	EBITDA margin (%)	Total revenue, 1 year growth (%)
1	Nestlé S.A. (SWX:NESN)	Europe	484,468	31,631	15.3x	47	20	(3.6)
2	The Coca-Cola Company (NYSE:KO)	United States and Canada	453,486	21,185	21.4x	61	32	5.3
3	PepsiCo, Inc. (NasdaqGS:PEP)	United States and Canada	396,289	23,953	16.5x	55	18	2.1
4	Kweichow Moutai Co., Ltd. (SHSE:600519)	Asia / Pacific	365,984	20,885	17.5x	92	68	17.6
5	Anheuser-Busch InBev SA/NV (ENXTBR:ABI)	Europe	293,771	26,716	11.0x	54	30	1.4
6	Mondelez International, Inc. (NasdaqGS:MDLZ)	United States and Canada	158,877	10,542	15.1x	40	22	5.4
7	Diageo plc (LSE:DGE)	Europe	138,513	9,738	14.2x	61	32	(1.4)
8	Heineken N.V. (ENXTAM:HEIA)	Europe	111,568	9,248	12.1x	36	19	3.0
9	Keurig Dr Pepper Inc. (NasdaqGS:KDP)	United States and Canada	92,490	5,781	16.0x	56	28	3.4
10	Constellation Brands, Inc. (NYSE:STZ)	United States and Canada	89,392	5,563	16.1x	51	37	5.3
Median					15.7x	55	29	

The top 10 globally listed Ag, F&B companies are dominated by large consumer brands in the packaged foods and beverages sectors, with a strong presence in the well-established markets of Europe and North America.

This reflects the strength, maturity and stability of these markets, and aligning with the overall performance of the regions, characterised by robust consumer demand and a strong infrastructure.

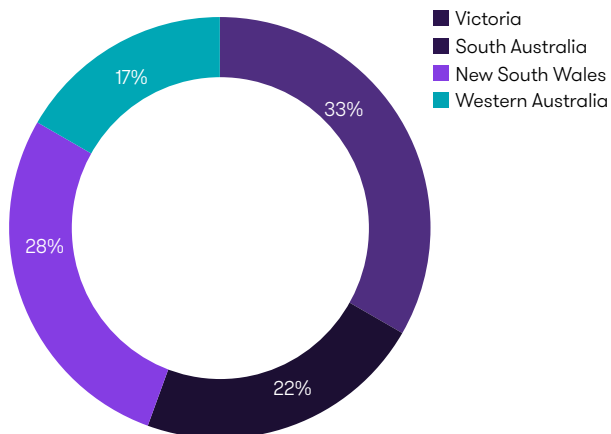
The data above is presented as at 30 June 2024.

Top Australian listed Ag, F&B companies

Ranking	Company name	EV (A\$m)	EBITDA (A\$m)	EV/EBITDA	Gross margin (%)	EBITDA margin (%)	Total revenue, 1 year growth (%)
1	Treasury Wine Estates Limited	11,807	575.3	20.5x	45.1	13.2	12.9
2	Inghams Group Limited	3,134	204.1	15.4x	19.0	8.6	7.2
3	Elders Limited	1,872	169.1	11.1x	19.4	4.2	(16.2)
4	Bega Cheese Limited	1,742	77.5	22.5x	19.8	2.9	4.3
5	Cobram Estate Olives Limited	949	38.0	25.0x	37.9	28.4	34.8
Median			169.1	20.5x	19.8	8.6	

Eighteen publicly listed Australian companies operate in the Ag, F&B industry, with the top five highlighted above. Both Treasury Wine Estate and Bega Cheese made strategic acquisitions through this Dealtracker period, signalling their commitment to growth and expansion in a competitive market. We observe that the top five Australian Ag, F&B companies generate a median EBITDA multiple of 20.5x, which is well above the global median from the top 10 companies of 15.7x, noting that median EBITDA margin falls below the global level.

Location of listed Australian Ag, F&B companies



Initial public offering activity

A downward trend has emerged globally in the number of IPOs and total offer proceeds, reflecting market conditions beyond the Ag, F&B industry. Our 2023 Australian Dealtracker report spanning across all industries highlights this decline, following a surge in post-pandemic listings. Market volatility driven by inflationary pressures, high interest rates reducing consumer spending and geopolitical issues have contributed to this slowdown.

The average proceeds per IPO have reduced from \$118.5m in the previous period to \$58.0m for the current period, primarily due to smaller IPOs from emerging markets such as India and Indonesia. In contrast, Asia-Pacific continues to dominate global IPO activity in the Ag, F&B sector, accounting for 94% of the total IPOs, with a significant portion by volume occurring in India. Indian IPO listings surged to 27 totalling \$638m in offer amounts, compared to 10 in the previous period, predominantly within Packaged Foods and Meats. This trend suggests that emerging Asian markets are increasingly leaning towards IPOs, while more mature markets may explore diverse investment avenues, such as private equity.

Packaged Foods and Meats remains the dominant sub-sector, representing 57% of total amounts raised through IPOs. The average price movement from IPO listing has grown by 23%, with India being the driving force of this upwards trend. Growth in share prices indicate that the market is

beginning to ease from tight economic conditions, leading to investors being cautiously optimistic. This is broadly consistent with the trading multiples for Ag, F&B listed entities as shown on page 27.

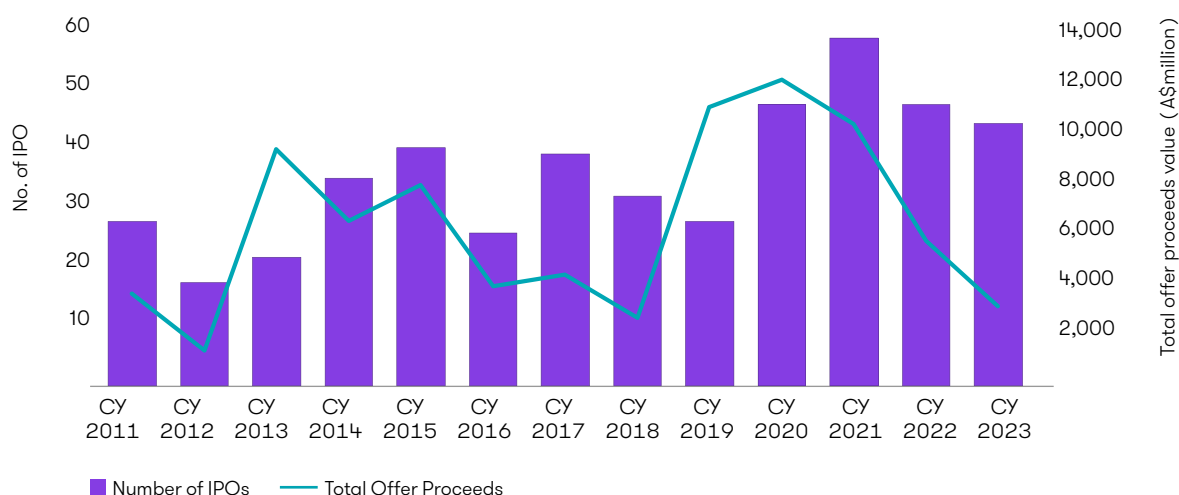
While India emerged as a powerhouse in IPO activity, China accounted for 12 IPOs with impressive combined offer amounts reaching \$2.3b, primarily driven by Chinese liquor manufacturer, ZJLD Group.

Among the 62 IPOs, six are related to alternative protein and health-based foods, a trend expected to continue as consumer preferences shift towards health-conscious diets. Additionally, many of these IPOs target niche markets that focus on a limited range of product offerings.

The Australian IPO market, meanwhile, has seen no activity in the sector for the 18-month period ending June 2024, following only two IPOs in the previous period. This downturn reflects of a broader reduction in ASX IPO activity, which reduced from 191 listings in 2021 to just 32 in 2023, and 13 for the first half of 2024.

While restaurants are not included in this report's sector classifications, it's worth noting that on 20 June 2024, Australian-based Mexican-themed restaurant chain Guzman y Gomez listed on the ASX. Shares surged 36% on the first day of trading, propelling the company valuation to \$3b, up from the \$2.2b initially offered to prospective investors.

Global IPOs and offer proceeds by calendar year



Current period global IPOs by region

Region	No. of IPOs	Offer amount (A\$million)	Offer amount as a % of total	Average price movements %
Asia / Pacific	59	3,382	94%	25%
Europe	2	203	6%	0%
Latin America and Caribbean	-	-	0%	n/a
United States and Canada	1	10	0%	-88%
Total	62	3,595	100%	
Average		58		23%

Current period global IPOs by sub-sector

Sub-sector	No. of IPOs	Offer amount (A\$million)	Offer amount as a % of total	Average price movements %
Agricultural Products	11	200	6%	-21%
Brewers	1	12	0%	-54%
Distillers and Vintners	4	1,319	37%	35%
Packaged Foods and Meats	45	2,061	57%	37%
Soft Drinks	1	3	0%	-89%
Total	62	3,595	100%	
Average		58		23%

Current period global IPOs in the Asia Pacific region

Country	No. of IPOs	Offer amount (A\$million)	Offer amount as a % of total	Average price movements %	% of IPOs
India	27	638	19%	66%	46%
China	12	2,292	68%	3%	20%
Hong Kong	2	63	2%	-85%	3%
Indonesia	10	120	4%	-20%	17%
Japan	1	19	1%	67%	2%
Thailand	6	231	7%	8%	10%
Taiwan	1	18	1%	-12%	2%
Total	59	3,382	100%	23%	


Current period global IPOs by offer size range


Offer Range	No. of IPOs	Offer amount (A\$million)	Offer amount as a % of total	Average price movements %
Less than \$10 million	29	142	4%	61%
Between \$10 million to \$50 million	18	392	11%	-32%
Between \$50 million to \$100 million	6	436	12%	-8%
Between \$100 million to \$200 million	5	774	22%	51%
Between \$200 million to \$500 million	3	827	23%	4%
Between \$500 million to \$1 billion	-	-	0%	n/a
Total	62	3,595	100%	23%


Top 10 global IPOs


Eight out of the top 10 IPOs were driven by companies in the Packaged Food or Beverage sub-sectors, highlighting the strong performance of branded consumer products in achieving significant scale and size. The two largest IPOs and six of the top 10 originated in China, with ZJLD Group Inc. a producer of Baijiu liquor, leading the way by raising \$1.0b.


The top 10 global IPOs contribute three-quarters of the total IPO offering values and have experienced an overall price uplift of 8% since their initial listing, demonstrating their resilience in a time of fluctuating market conditions. Nine of the top 10 are based in Asia, as emerging markets tend to favour public listing methods due to strong investor appetite for rapid returns, and government initiatives that actively encourage IPOs to stimulate the economy.

1 	Issuer:	ZJLD Group Inc (SEHK:6979)
	Country:	China
	Industry:	Distillers and Vintners
	Offer Date:	26/04/2023
	Offer Size (A\$m):	1,023.61
	IPO Price (A\$):	2.09
	Price at 30 June 2024 (A\$)	1.55
	Price change:	-26%
	Description:	ZJLD Group Inc, headquartered in Beijing, China, produces and sells various baijiu products, including sauce aroma, mixed aroma, and strong aroma varieties under brands like Zhen Jiu and Li Du. Founded in 1975, the company distributes its products through retail partners, direct sales, and online stores, and operates as a subsidiary of Jindong Investment Group Co., Ltd.


2 	Issuer:	Gambol Pet Group Co., Ltd. (SZSE:301498)
	Country:	China
	Industry:	Packaged Foods and Meats
	Offer Date:	11/08/2023
	Offer Size (A\$m):	340.11
	IPO Price (A\$):	8.50
	Price at 30 June 2024 (A\$)	11.10
	Price change:	31%
	Description:	Gambol Pet Group Co., Ltd., founded in 2006 and based in Liaocheng, China, specialises in the research, development, production, and sale of pet food products for dogs, cats, and other pets, including snacks and health care items. The company also exports its products to Europe, the United States, Japan, and South Korea.


3 	Issuer:	Allied Blenders and Distillers Limited (NSEI:ABDL)
	Country:	India
	Industry:	Distillers and Vintners
	Offer Date:	27/06/2024
	Offer Size (A\$m):	\$270.56
	IPO Price (A\$):	5.07
	Price at 30 June 2024 (A\$)	5.61
	Price change:	
	Description:	Allied Blenders and Distillers Limited, based in Mumbai, India, produces a wide range of alcoholic beverages, including whisky, brandy, rum, vodka, and gin under brands like Officer's Choice and Sterling Reserve. Founded in 1988, the company also offers packaged drinking water and engages in the real estate business.


4 	Issuer:	Solbar Ningbo Protein Technology Co., Ltd. (SHSE:603231)
	Country:	China
	Industry:	Packaged Foods and Meats
	Offer Date:	6/12/2023
	Offer Size (A\$m):	216.56
	IPO Price (A\$):	4.52
	Price at 30 June 2024 (A\$)	3.51
	Price change:	-22%
Description:	Solbar Ningbo Protein Technology Co., Ltd., founded in 2003 and based in Ningbo, China, specialises in the research, development, production, and sale of soybean protein products, including functional and textured soy protein concentrates, isolated soy proteins, and defatted soy flours. The company distributes its products through a network of distributors and direct sales to multinational customers.	


5 	Issuer:	Ísfélag hf. (ICSE:ISF)
	Country:	Iceland
	Industry:	Packaged Foods and Meats
	Offer Date:	1/12/2023
	Offer Size (A\$m):	194.10
	IPO Price (A\$):	1.46
	Price at 30 June 2024 (A\$)	1.68
	Price change:	15%
Description:	Ísfélag hf., founded in 1901 and based in Vestmannaeyjar, Iceland, is a global fishing company offering products such as cod, haddock, saithe, capelin, mackerel, and herring. It also provides fresh and frozen groundfish, fish meals and oils, and frozen pelagic products. The company operates as a subsidiary of IV Fjarfestingafélag Ehf.	

6 	Issuer:	Dekon Food and Agriculture Group (SEHK:2419)
	Country:	China
	Industry:	Packaged Foods and Meats
	Offer Date:	5/12/2023
	Offer Size (A\$m):	193.95
	IPO Price (A\$):	7.21
	Price at 30 June 2024 (A\$)	10.25
	Price change:	42%
Description:	Dekon Food and Agriculture Group, founded in 2011 and based in Chengdu, China, specialises in breeding and farming pigs and yellow-feathered broilers. The company operates through three segments: Pig, Poultry, and Ancillary Products, while also engaging in trading activities.	

7 	Issuer:	Shiyue Daotian Group Co., Ltd. (SEHK:9676)
	Country:	China
	Industry:	Packaged Foods and Meats
	Offer Date:	11/10/2023
	Offer Size (A\$m):	163.64
	IPO Price (A\$):	3.06
	Price at 30 June 2024 (A\$)	4.00
	Price change:	31%
Description:	Shiyue Daotian Group Co., Ltd., founded in 2018 and headquartered in Beijing, China, manufactures and sells pantry staple foods. The company operates through three segments: Rice Products, Whole Grain and Bean Products, and Dried Food, offering a variety of pre-packaged items under brand names like Shiyue Daotian and Firewood Courtyard.	

8 	Issuer:	Gopal Snacks Limited (NSEI:GOPAL)
	Country:	India
	Industry:	Packaged Foods and Meats
	Offer Date:	11/03/2024
	Offer Size (A\$m):	118.83
	IPO Price (A\$):	7.33
	Price at 30 June 2024 (A\$)	5.93
	Price change:	-19%
	Description:	Gopal Snacks Limited, established in 1999 and based in Rajkot, India, manufactures and markets a variety of snacks, including namkeen, gathiya, papad, and western snacks. The company offers products like wafers, extruded snacks, papad, and spices under brands such as Gopal and Cornigo, and sells them both in-store and online.

9 	Issuer:	Star Plus Legend Holdings Limited (SEHK:6683)
	Country:	China
	Industry:	Packaged Foods and Meats
	Offer Date:	11/07/2023
	Offer Size (A\$m):	103.31
	IPO Price (A\$):	0.82
	Price at 30 June 2024 (A\$)	2.34
	Price change:	187%
	Description:	Star Plus Legend Holdings Limited, incorporated in 2020 and based in Kunshan, China, is an investment holding company involved in retail and intellectual property creation. The company specialises in selling packaged snacks and coffee, alongside its focus on health management and skincare products. In addition, it is involved in media content creation and event planning activities.

10 	Issuer:	Thai Coconut Public Company Limited (SET:COCOCO)
	Country:	Thailand
	Industry:	Packaged Foods and Meats
	Offer Date:	13/09/2023
	Offer Size (A\$m):	88.69
	IPO Price (A\$):	0.24
	Price at 30 June 2024 (A\$)	0.54
	Price change:	125%
	Description:	Thai Coconut Public Company Limited, established in 2015 and headquartered in Nonthaburi, Thailand, produces and distributes a wide range of coconut products. The company operates through two segments—Coconut Milk and Coconut Water—offering items such as coconut milk, cream, beverages, and plant-based food products under the THAI COCO and COCOBURI brands, with exports to multiple regions, including Europe and the United States.



The growing importance of ESG

In recent years, the significance of Environmental, Social and Governance (ESG) related business risks and opportunities has surged across various industries, including the Ag, F&B sector. This shift is driven by a combination of investor and consumer demand, regulatory changes and recognition that these non-financial risks and opportunities are deeply intertwined with long-term value creation.

ESG is an umbrella term that encompasses a range of criteria used to evaluate a company's operations and performance beyond financial metrics:

- **Environmental:** a company's interactions with the environment, including but not limited to climate change.
- **Social:** a company's interactions with employees, suppliers, customers, and communities.
- **Governance:** how a company is governed, including its governance of sustainability-related risks and opportunities, and the transparency of its governance.

Sustainability-related risks and opportunities

Identifying, assessing, and responding to sustainability-related risks and opportunities can lead to more resilient business practices and improved stakeholder trust.

Companies may consider:

- **Modern slavery:** The agricultural sector's labour-intensive nature makes it particularly susceptible to modern slavery. By implementing strict monitoring and reporting mechanisms, companies can enhance compliance and improve brand reputation.
- **Water usage efficiency:** Adopting sustainable water management practices such as precision irrigation, can help conserve resources and reduce operational costs, ultimately improving resilience, allowing businesses to adapt more readily to physical climate-related risks.
- **Carbon emissions reduction:** Employing regenerative agriculture techniques can sequester carbon, helping businesses meet greenhouse gas reduction targets while enhancing soil health and biodiversity.
- **Supply chain transparency:** Leveraging technology such as blockchain can improve traceability and accountability throughout the supply chain. This reduces the risk of reputational damage arising from sustainability issues in the supply chain, encouraging greater trust among consumers and investors alike.

Attracting external investment

Investors are increasingly looking to support companies demonstrating focus on sustainability. Companies committed to sustainability may benefit from:

- **Institutional capital demand:** Investors are increasingly targeting agricultural firms that prioritise embedding sustainability in their business strategy, showing that a genuine commitment to sustainability can significantly enhance attractiveness to capital.
- **Risk mitigation:** Sustainability-related risk management can serve as a safeguard against regulatory and reputational risk, making investment in agriculture more appealing to institutional investors.
- **Long-term value creation:** Companies committed to sustainability often demonstrate strong long-term financial performance. We are seeing a growing trend of impact investing, where institutional investors are seeking to generate positive social and environmental impacts alongside financial returns.

ESG in M&A

Considering ESG in M&A strategies is becoming increasingly essential as firms are now looking to assess both financial and non-financial risks. Important considerations include:

- **Due diligence evolution:** ESG due diligence is becoming a cornerstone in M&A processes, requiring firms to assess not only financial but also environmental and social risks. This ensures that any potential pitfalls are identified early on.
- **Valuation adjustments:** Companies that can demonstrate management of their sustainability-related risks and opportunities often command premium valuations, reflecting their potential for lower risks and enhanced future performance

ASIC expects that the language of sustainability-related financial information across the Australian economy will fall into line with the sustainability standards. We encourage businesses to consider, and be informed by, AASB S1 General Requirements for the Disclosure of Sustainability-related Financial Information and AASB S2 Climate-related Disclosures in any information that they choose to disclose.

[Find out more](#)

Commodity prices

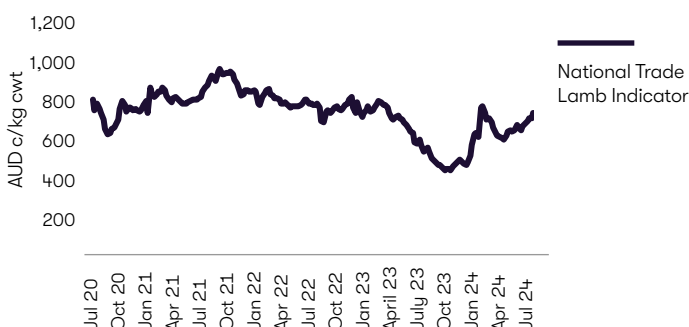
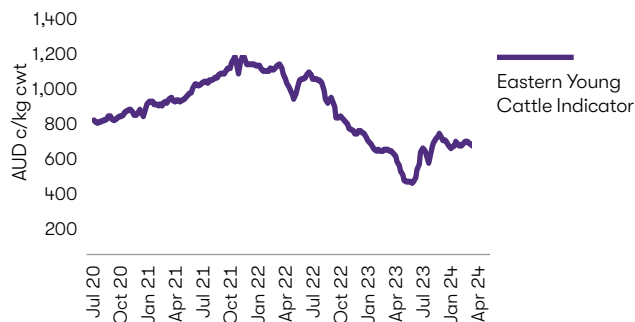
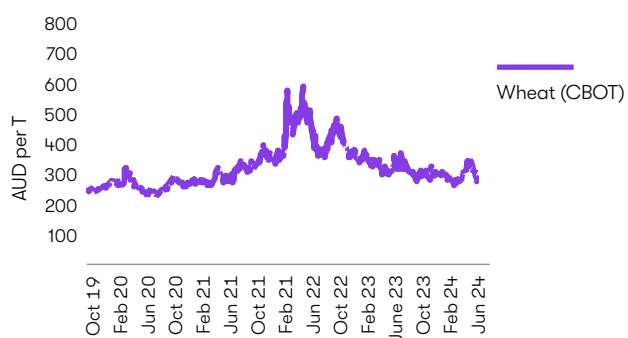
Key agricultural commodity prices have declined across the current 18-month period to June 2024 noting the following:

- Wheat prices have declined from the highs experienced in the first half of 2022 as a result of the conflict in the Ukraine.
- Canola prices have also reduced over the current period with soft global demand impacting prices.
- Beef prices hit a floor in October 2023, but have since recovered slightly and have been broadly consistent over the first half of 2024 with the EYCI being \$580.59 at 30 June 2024.

- Sheepmeat prices followed similar trends to beef with lows in October 2023 before a strong rally in the first half of 2024.

The above appears to be reflected in the volume of transactions in the Agricultural Products sector, which has decreased to 149 in the current period from 233 in the previous Dealtracker with transaction multiples declining from 10x to 3x over the same period, however, trading multiples have remained consistent at 10x. The further from the actual commodity, the more shielded the businesses are from negative influences from prices, therefore sub-sectors such as packaged foods and meats have been more resilient.

Commodity	Indicator	Metric	Jun-20	Dec-20	Jun-21	Dec-21	Jun-22	Dec-22	Jun-23	Dec-23	Jun-24
Wheat	CBOT Wheat	AUD per T	263	306	332	390	471	426	361	338	316
Canola	Rapeseed (Canola) ICE	AUD per T	507	649	871	1,095	989	941	835	708	682
Beef	Easter Young Cattle Indicator	AUD c/kg cwt	760	834	923	1,182	1,070	906	567	482	581
Sheepsmeat	National trade lamb indicator	AUD c/kg cwt	852	806	822	855	786	753	567	608	742



Source: CapitalIQ and Meat and Livestock Australia
 Note: Wheat and canola prices are based on global indicators
 Beef and sheepsmeat are based on Australian indicators.

Global market perspectives



United Kingdom

"The UK food and beverage (F&B) M&A market in 2024 has shown resilience, driven by a mix of transactions across sectors despite economic pressures. Rising inflation and interest rates through early 2024 constrained consumer spending, with many consumers cutting back on dining out and other non-essentials. This "demand destruction" has shifted preferences toward cheaper alternatives, reducing sales for premium brands.

Despite these challenges, dealmaking remained dynamic, supported by investor confidence, strategic acquisitions, and reduced market volatility. Q4 2024 saw a surge in activity, spurred by capital gains tax speculation. Overseas investors accounted for 22 per cent of acquisitions, drawn by the UK's innovative F&B sector and mature market. With stability post-elections and growth-focused policies, the sector is positioned for continued growth into 2025, aided by abundant capital and strategic consolidation opportunities."

Himanshu Batra, Associate Director, Grant Thornton UK LLP



Italy

"Italy's beverage vending sector saw recovery in the past 18 months, driven by tourism growth, stronger domestic demand, and favourable climate dynamics, despite inflationary pressures. However, consumer confidence is low, reflecting a shift tough market conditions. While modest GDP growth is expected in 2025, risks such as geopolitical tensions, Germany's economic slowdown, and weak European demand, alongside high inflation and interest rates, could challenge economic stability".

Marco Gerini, Partner, RIA Grant Thornton S.p.A.



China:

"In 2023, China recorded a grain output of approximately 1.4 trillion catty, reflecting a year-on-year increase of 1.3 per cent. Concurrently, the food and beverage sector achieved a total operating revenue of around RMB5.3 trillion, representing a year-on-year growth of 20.4 per cent.

As a principal global food manufacturer, importer, and consumer, the sustainable development of China's agriculture and food sector is pivotal to its economic and social development. The Chinese government has enacted numerous policies and targets, such as the 14th Five-Year Plan and the National Sustainable Agricultural Development Plan (2015-2030). Meanwhile, different measures have also been implemented, including the development of cold chain logistics for agricultural products, the modernization of agricultural product circulation, as well as the active application of AI to cultivate a green and sustainable agricultural environment.

Sustainable development is transforming China's agricultural and food industries towards greener practices. By investing in AI-driven agricultural technologies and implementing stringent regulations, China aims to balance sustainability with economic growth, enhance self-sufficiency, and maintain its leadership in the global agriculture and food market."

Barry Tong, Leading Partner of the Agricultural and Food Industry in Grant Thornton China



Brazil

"The Brazilian food sector is evolving, driven by trends like plant-based products, tech-enhanced supply chains, e-commerce growth, and sustainability efforts. Rising demand for functional foods adds to this transformation, but businesses must navigate challenges like economic pressures, regulatory changes, and supply chain disruptions. Despite these hurdles, Brazil's adaptability and innovation ensure it remains a key global player."

Thiago Crisol & Marco Aurélio P. Neves, Partners, Grant Thornton Brazil

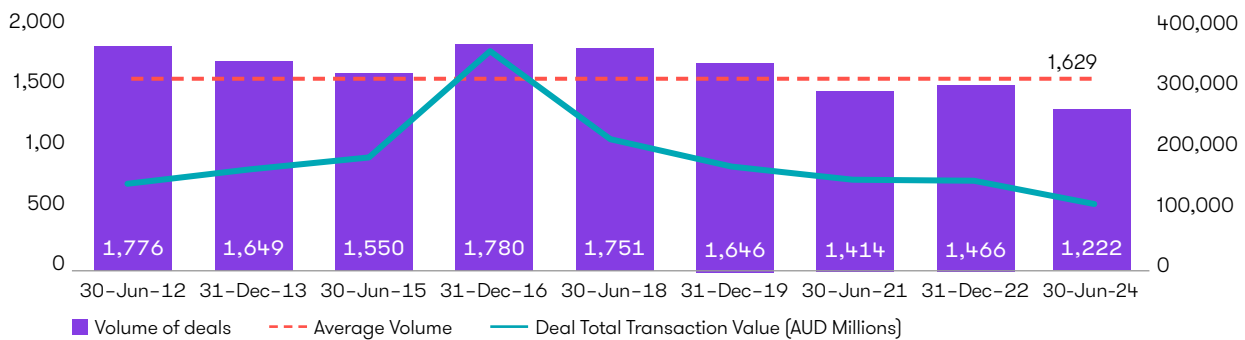


Retrospective: a global Ag, F&B deal overview

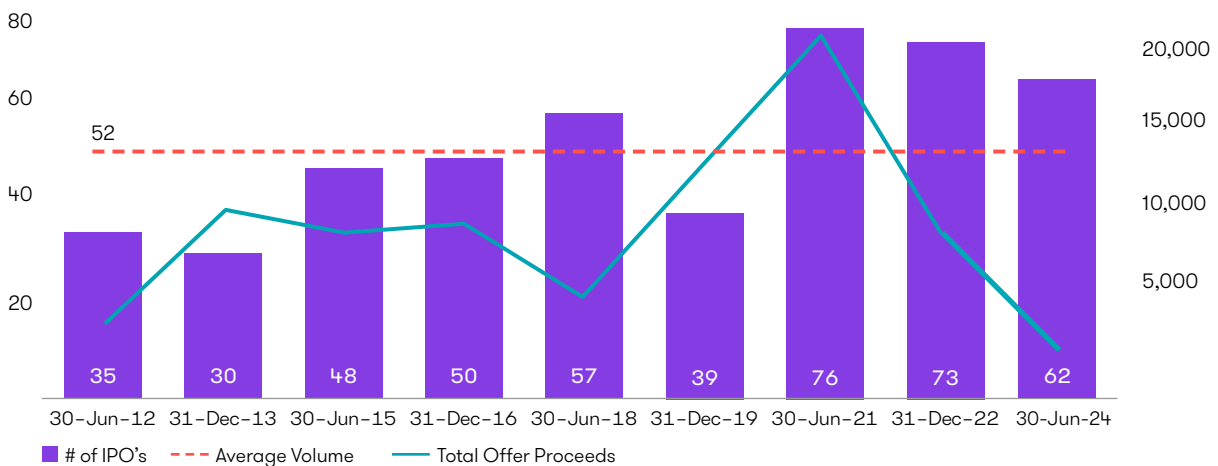
In this 9th edition of our Agribusiness, Food & Beverage Dealtracker, we take a deeper look into the trends shaping deal volumes, values and IPO activity, drawing on data from 1 January 2011 to 30 June 2024.

While historical data often reveals patterns of growth and decline, recent shifts in deal volumes and values tell a more nuanced story. From periods of record-breaking highs to more recent slowdowns, we explore how various economic, political, and industry-specific factors have impacted the landscape.

Global M&A deal values & total values per 18 month period



Global IPO values & total values per 18 month period



Our retrospective shows that M&A and IPO activity have not always followed a consistent trajectory, with deal activity tailing off in recent periods and IPO activity coming down from record high levels.

M&A volumes are now below the long-term average and deal values have also decreased in recent years, marking the lowest level of activity since we started tracking.



Deal volumes & value

Deal volumes peaked in the three-year period covering two Ag, F&B Dealtrackers from June 2015 – December 2018. Since then, a combination of heightened geo-political tensions, a global pandemic and a period of cost inflation and high interest rates have resulted in increased risks and challenges for parts of the industry, reducing the appetite of investors in various areas of the sector. Additionally, we note that 2024 is a record-breaking year for elections, with more than half the world's population sending voters to the polls.

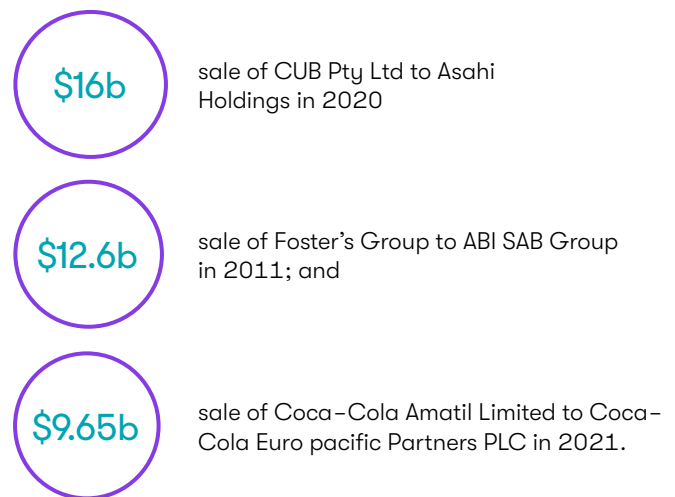
The decline in M&A activity is not isolated to the Ag, F&B sector as we observe this trend across a range of industries, as noted in the latest edition of Grant Thornton's [Australian Dealtracker](#) and [Retail Dealtracker](#). The general reduction in deals can be attributed to a weakening global economy driven by various macroeconomic factors.

In previous periods, total deal value averaged around \$100b per period, with the outlier being the period ending 31 December 2016 in which two of the largest deals over the retrospective period occurred, being the \$150b sale of SABMiller and the \$68b sale of Kraft Foods. The most recent 18-month period shows total deal value of around \$57bn, the lowest value on record.

Packaged Foods & Meats has consistently been the strongest sub-sector by M&A deal volumes and values in each of the Ag, F&B Dealtrackers across the retrospective period. The sale of Kraft Foods Group to The Kraft Heinz Company for over \$68b in July 2015 was the largest deal from the Packaged Foods & Meats sub-sector.

Brewers have been a significant feature in the top 10 deals over the retrospective period, with the sale of brewing company SABMiller to the beer giant Anheuser-Busch InBev in 2016 for over \$150b, the standout deal in terms of value. More recently, brewers have been experiencing significant headwinds, with a number of distressed sales in this sub-sector.

Australia's major deals over the retrospective period include:



IPO volumes & value

IPO volumes have increased over the retrospective period, with Asia accounting for the majority of global IPOs, most of which occurred in China, India and Indonesia.

Asia has been the main driver of increased IPOs over the last three 18-month periods, with the majority of the listings being businesses with large-scale packaging and processing facilities for long shelf-life food products.

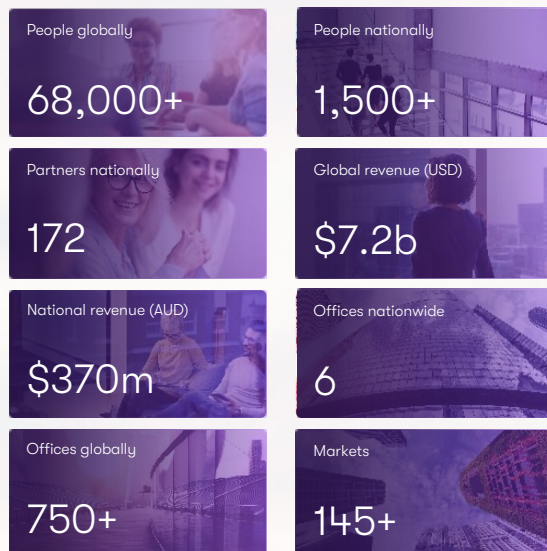
While the number of IPOs has increased, offer proceeds have been trending down in recent years and are now at their lowest point in the current Dealtracker, reflective of the number of small IPOs occurring in emerging markets such as India and Indonesia.

The Australian IPO market has been strong in prior years, previously accounting for 8% of Global IPOs on local exchanges – slightly higher than the USA's 7% – despite the significant disparity in size of our respective Ag, F&B markets. However, in the most recent 18-month period, Australia did not account for any IPOs in the Ag, F&B sector largely due to the overall volatility of equity markets in recent times with ASX listings for all sectors having reduced from 191 in 2021, to 87 in 2022, 32 in 2023 and 13 in the six months to June 2024.

About Grant Thornton

Grant Thornton Australia is a member firm of the Grant Thornton global network – one of the world’s leading independently-owned and managed accounting and consulting firms. Our brand is respected globally and recognised by capital markets, regulators and international standards setting bodies. We have the scale to meet your changing needs – while retaining the agility required to keep you one step ahead.

With our values at the core, we seek out diverse perspectives and challenge when necessary to deliver positive progress for your business. No matter your industry, business lifecycle stage, market or growth plans, our experienced professionals are dedicated to achieving the best outcome for you and your stakeholders.



* Note that this number represents total number of partners, other references in this document are referring to Full Time Equivalent Partners (FTE).

Financial Advisory Capabilities

Regardless of where you sit in a transaction, it's important to effectively manage costs and maximise returns. Against a backdrop of an ever-changing economic environment and the fast-moving pace and complexities of a transaction, this is often easier said than done.

Our financial advisory team works with clients through all stages of a transaction or investment and presents solutions that add tangible value. We take a long-term view by identifying opportunities including investments that reflect your strategic ambitions, as well as potential drawbacks like corporate governance issues.

You are at the core of what we do. That means we tailor our approach to your business, its goals and the focus areas in which you operate or plan to invest.

[Find out more](#)

Industry Expertise

Grant Thornton's Agribusiness, Food and Beverage industry team understands the opportunities and issues your business faces. We advise at all stages of the food and beverage lifecycle – from production through to processing, packaging, distribution, export and beyond – and understand the pressures of running your business and the steps to reaching your strategic goals. We can help position your business to capitalise on the latest industry trends and innovations and provide expert advice on exports, international trade, mergers and acquisitions, supply chain management, financing, tax, audit, and more.

By working with Grant Thornton, our clients gain access to global expertise and relationships throughout the world.

[Find out more](#)

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