



Buy Side M&A

Outsourced Private Equity Deal Flow
Outsourced Corporate Development

Client # 12:
North America Based Strategic Acquirer

A leading manufacturer and distributor of various food & beverage ingredients, animal nutrition ingredients, vitamin & supplements ingredients and pharmaceutical additives used in a wide array of functional applications including taste enhancement, managing pH, reducing hygroscopicity, improving shelf stability and more. Ownership is looking to acquire manufacturers of tailored specialty products that are patented or patentable for the Bakery, Confectionary and Beverage markets; including unique and existing mineral supplements based on malic or fumaric acids.

General Criteria:

Revenue: \$10 to \$50mm

EBITDA: \$0 to \$25mm (could be negative depending on situation)

EBITDA Margin: For established targets, minimum 10% (or approaching).

Geography: North America Based

Transaction Type: 100% Acquisitions and Majority Recapitalizations

Additional Acquisition Criteria:

- Related industry businesses offering specialty products
- customer centric culture
- Low to moderate customer concentration
- Focus on bakery, confectionary & beverage markets
- Expandable manufacturing capability; further processing capability, not encapsulation
- Proprietary leverageable technology across food industry sectors