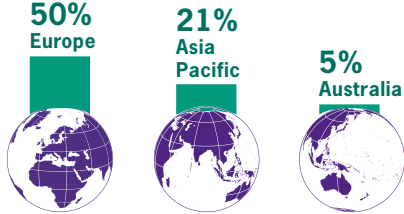


**GEOGRAPHIES**

**GLOBAL VIEW**

**NATIONAL VIEW**

**2,575**  
completed  
**deals**  
globally



Australia was **#5** internationally, with **129 COMPLETED DEALS**



acquired by **OFFSHORE** buyers



Australian acquirers generally focussed on **buying Australian assets**, with only **7 acquisitions made offshore**

Australia's **proximity & access** to **growing Asian markets** is



**THREE LARGEST DEALS**

**GLOBALLY**

**NATIONALLY**



**HJ Heinz**  
acquired by offshore buyers



**Beam Inc**  
acquired by Suntory Holdings



**Fosters Group**  
acquired by SAB Miller



**Fosters Group**  
acquired by SAB Miller



**Ingham Enterprises**  
acquired by TPG Capital Holdings



**Warrnambool Cheese & Butter**  
acquired by Saputo

**THREE MOST POPULAR SUB SECTORS**

**GLOBALLY & NATIONALLY**

**PRIVATE EQUITY**



**Packaged Foods and Meats**



**Agricultural products**



**Distillers and Vinters**



of all deals (global & local) were purchased by **Private Equity buyers**



Generally focussed on **LARGER**, more **strategic** assets

**INCREASING INTEREST** from PE in **Agriculture/ Food & Beverage assets**



**WHAT'S HOT!**

**YOUR WORTH**

**STRONG**  
successful brands



**STRONG**  
customer relationships and **market position**

**Growth potential opportunities in emerging economies**



Valuation multiples of **listed Agriculture/Food & Beverage** companies have **GROWN** over the **last 4 years**



Transaction multiples are being driven by **SIZE, growth potential, strength of brands and position with customers**