

## **Food Manufacturers – Baked Goods**

### **Overview**

A well-respected private equity firm has engaged Alcon Partners to identify an acquisition or investment of a baked goods manufacturer. Target companies should produce baked goods for foodservice customers, with interest spanning breads, desserts, pizza dough, and other baked products. Contract manufacturers, co-packers, or private-label / white-label producers are of particular interest, though our client would pursue branded manufacturers as well. Our client is focused on frozen products or shelf-stable products that can be transported without geographic constraints.

### **Investment Criteria**

Specific criteria for investment are as follows:

- Products / capabilities of interest
  - Commercial production of baked goods such as breads, pastries, desserts, pizza dough, and related products
    - Frozen products are particularly attractive or other products that can be transported and stored
  - Contract manufacturing, co-packing, and private-label / white-label production for third party brands
  - Branded products are also of interest
- Customer profile
  - Grocery stores, supermarket chains, or convenience stores
  - Restaurants, hotels, caterers, and other foodservice customers
  - Other business customers purchasing on a wholesale or program basis
- Financial profile
  - \$1.5M+ EBITDA preferred
- Geography
  - United States or Canada

### **Transaction Structure**

- Flexible transaction structure, with both majority acquisition and minority investment options under consideration

### **Contact**

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