

Investment Thesis

Summit Park is actively seeking to invest in food spices, sauces, & ethnic flavor companies with \$10-\$100 million in revenue, as we believe:

- Our team's operational experience in the food processing industry focusing on sauces, soups, and prepared meals gives us unique and differentiated investment perspective
- Spice, sauce, and niche flavor companies provide a mission critical value proposition to consumers as the changing demographic landscape in the U.S. drives individuals to seek complex tastes and textures
- Younger demographics and food-savvy consumers communicating through food media are demanding new, bold, and exotic flavors driving a rapid evolution in the ethnic food aisle

About Summit Park

Summit Park is a Charlotte, NC-based private investment firm focused exclusively on the lower middle market.

- Trusted financial partner for entrepreneurial led businesses
- Seek to be the partner of choice to facilitate a change in ownership, an expansion of growth, to provide partial liquidity or in support of an industry consolidation plan
- Target businesses with \$10-\$100 million in revenue

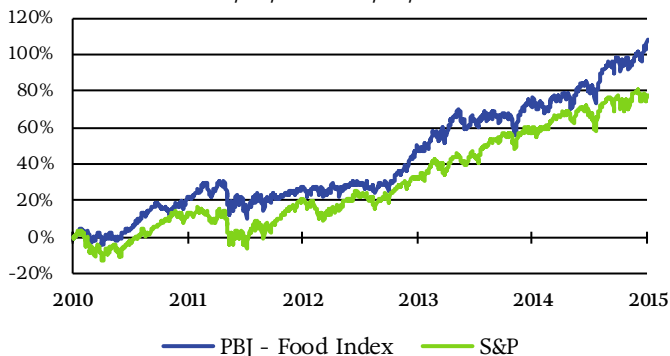
Food Spices, Sauces & Ethnic Flavors Industry Overview

- The U.S. sauces, dressing and condiments market is expected to grow to \$43 billion in 2017 (3% CAGR), with highest growth categories including dips and cooking and table sauces
 - The U.S. health and wellness sauces, dressings and condiments market reached nearly \$2.1 billion in 2014 and is expected to grow at a 5.5% CAGR through 2017
 - Fruit and vegetable, herb and spices, and savory flavors were the most commonly used flavor categories used for new sauce, dressing and condiment products launched in 2014
- U.S. retail sales of ethnic foods is predicted to reach \$12.5 billion in 2018 (4.4% CAGR), with highest category dollars spent in Mexican/Hispanic and Asian/Indian flavors
 - Shifting U.S. demographics and a growing interest in flavor variety will contribute to continued growth of ethnic food sales
 - Estimated that \$1 of every \$7 spent at the grocery store is on an item with ethnic flavors

Food Index (PBJ) VS S&P

Food index (PBJ) vs. the S&P 500 over a 5-year period

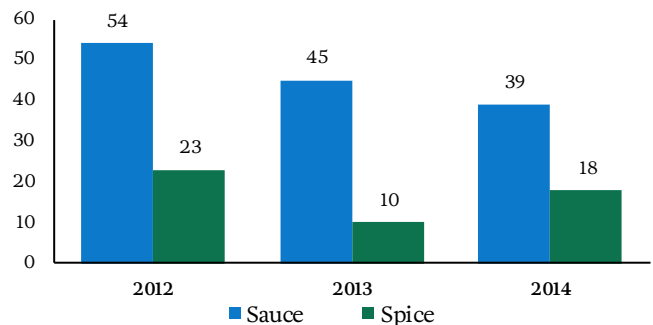
3/30/2010 - 3/30/2015



Source: Capital IQ

Sauce and Spice Deal Volume

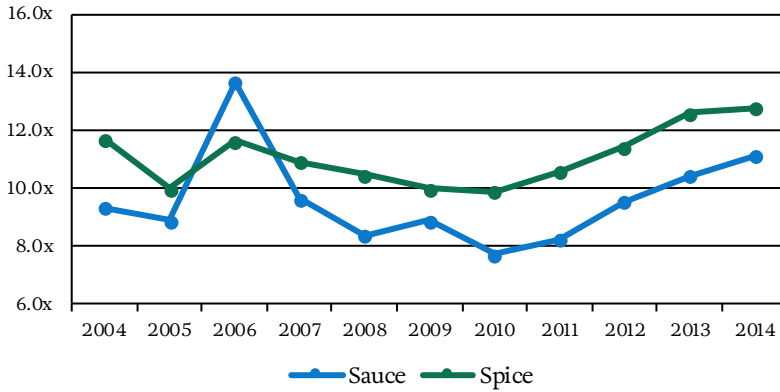
Global M&A deal activity involving sauce and spice companies from 2012 to 2014



Source: Capital IQ

2004 - 2014 Sauces and Spices Public Company Valuation Indexes

TEV/LTM EBITDA



Sauce companies in index:

- B&G Foods
- Campbell Soup
- Lancaster Colony
- Kraft Foods Group
- Treehouse Foods
- Tyson Foods

Spice companies in index:

- B&G Foods
- H. J. Heinz
- International Flavors & Fragrances
- Farmer Brothers
- McCormick & Company
- The J. M. Smucker Company

Indexes based on weighted average TEV of public companies

Recent Spices, Sauces, & Ethnic Flavors M&A Activity

Date	Target	Buyer	TEV	Target Business Lines
May - 15	Henry H. Ottens Manufacturing Co.	International Flavors & Fragrances	NM	Produces and supplies flavors
May - 15	Prefered Brands International, Inc.	Kagome Co.	\$80	Manufactures ethnic and natural vegetarian packaged foods maker
Apr - 15	Bruce Foods Corp. - Hot sauce business	Southeastern Mills Inc.	NM	Original Louisiana Brand Hot Sauce and related assets
Mar - 15	Gehl Foods, Inc.	Wind Point Partners	NM	Manufactures cheese sauces, puddings, pie fillings and smoothies
Mar - 15	Brand Aromatics, Inc.	McCormick & Company	\$63	Manufactures specialty flavors, sauces, seasoning blends, and marinades
Feb - 15	G'NOSH Limited	Winterbotham Darby & Co. Ltd.	NM	Manufactures gourmet dips and sauces
Feb - 15	Drogeria & Alimentari	McCormick & Company	\$96	Supplier of both branded and private label spice and seasoning products
Jan - 15	Litehouse, Inc.	Employees of the Company	NM	Produces dressings, dips, herbs, and cheese products
Jan - 15	Van Law Food Products, Inc.	Encore Consumer Capital	NM	Manufactures flavorings, colors, extracts, dressings, sauces, and syrups
Oct - 14	Specialty Commodities Inc.	Archer-Daniels-Midland Co.	\$170	Specialty food ingredients company
Sep - 14	The Isopure Company, LLC	Glanbia plc	\$153	Produces and sells protein powders and drinks
Sep - 14	Windsor Quality Food Company, Ltd	Ajinomoto North America, Inc.	\$800	Manufacturer and marketer of frozen ethnic foods and appetizers
Apr - 14	OTP Foods Limited	The Bart Ingredients Company Ltd.	NM	Manufactures wet ingredients such as sauce and paste
Apr - 14	Goodman Fielder Ltd.	Wilmar International & First Pacific Co.	\$1,789	Produces food products such as bread, condiments, sauces, and vinegars
Dec - 13	Hagesüd Interspace Gewürzwerke	Israel Chemicals	NM	Manufactures spices and seasonings
Aug - 13	International Fiber Corporation	Arsenal Capital Partners	NM	Processes purified powdered cellulose containing >99% dietary fiber
Aug - 13	American Roland Food Corp.	Vestar Capital Partners, Inc.	NM	Offers a broad line of ingredients and specialty foods
May - 13	Wuhan Asia-Pacific Condiments Co., Ltd.	McCormick & Company	\$146	Manufactures bouillon
May - 13	CTI Foods, Inc.	Thomas H. Lee Partners, L.P.	NM	Supplier of value-added proteins, soups and dressings

** Bold denotes Private Equity buyer and/or seller*

Summit Park Tradeshow Attendance

Summit Park attends various tradeshows in the Food and Beverage industry. Please reach out to Rachel Hannon at (704) 654-3400 ext. 240 or rhannon@summitparkllc.com if you would like to schedule a meeting.

