



HOULIHAN LOKEY

# CONSUMER, FOOD & RETAIL CONFERENCE

April 20, 2017



# HOULIHAN LOKEY

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## Consumer, Food & Retail Conference

Emerging Opportunities in a Dynamic Marketplace

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Houlihan Lokey would like to thank the presenting companies for sharing their accomplishments, strategies, and expertise.

We are pleased to host a select group of high-performing, innovative private and public companies from a broad spectrum of sectors:

<b>Consumer Products</b>	<b>Food &amp; Beverage</b>	<b>Retail/Restaurants</b>
Apparel & Accessories	Agribusiness	Apparel & Accessory Stores
Beauty & Personal Care	Bakery	Automotive Dealers & Gasoline Service Stations
Consumer Health & Wellness	Beverage	Building Materials, Hardware & Garden Supply
Consumer Technology	Branded Food & Beverage	General Merchandise Stores
E-Commerce & Direct Marketing	Contract Manufacturing	Home Furniture and Furnishings
Furnishings & Décor	Dairy	Miscellaneous Retail
Home & Household Products	Foodservice	Full-Service Restaurants
Sporting & Outdoor	Ingredients	Quick-Service Restaurants
	Meat & Protein	Fast-Casual Restaurants
	Nutrition	
	Private Label	
	Snack Food	

We hope you will gain insight and establish new relationships within the industry. Please do not hesitate to contact a member of our Consumer, Food & Retail Group should you have questions regarding our capabilities or an interest in learning more about available opportunities.

**Jay Novak**  
Managing Director  
Global Head of the Consumer, Food & Retail Group  
312.456.4754  
JNovak@HL.com

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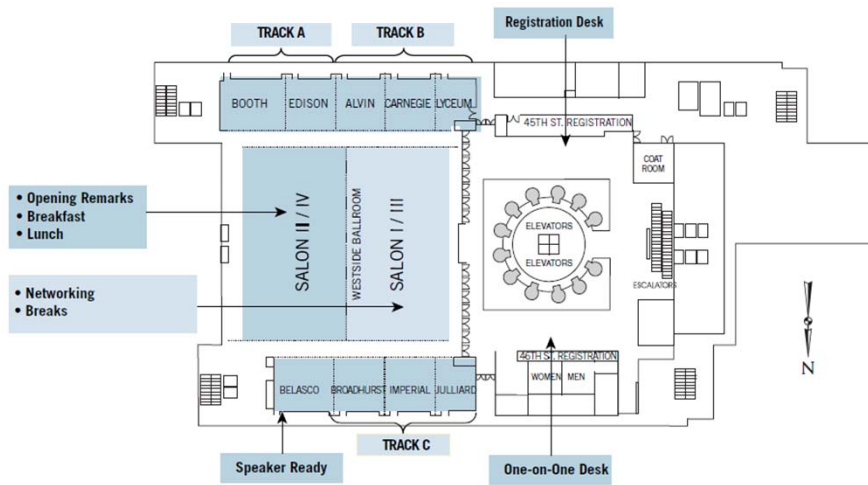
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## New York Marriott Marquis • Conference Level (5th Floor)





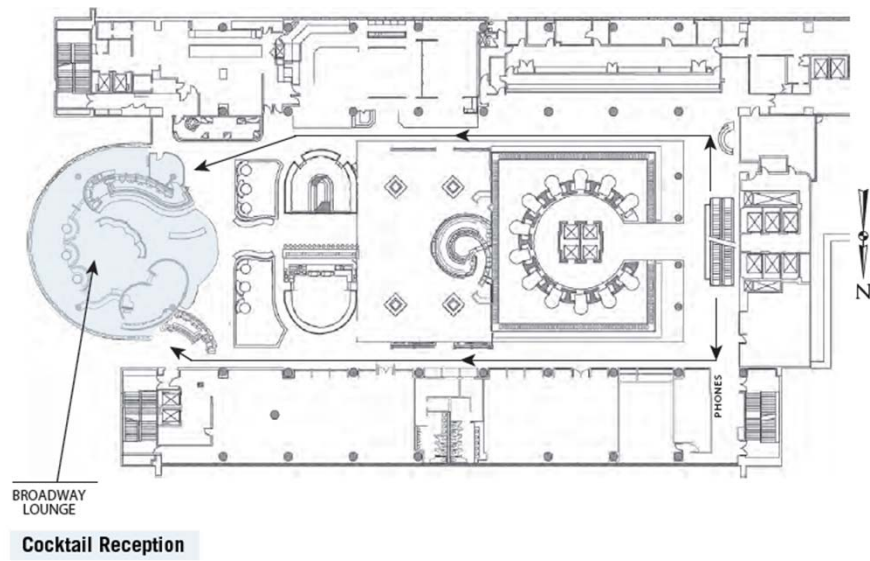
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New York Marriott Marquis • Cocktail Reception • Broadway Lounge  
(8th Floor)



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## **Conference Logistics**

### **One-on-One Desk**

Houlihan Lokey representatives are available throughout the day at the one-on-one desks—located on the Conference Level/5th floor (46th Street side) and the 10th floor—to answer networking-related questions and help facilitate logistics for one-on-one meetings. If you wish to set up a meeting with a conference speaker, panelist, and/or attendee, please proceed to a one-on-one desk. Houlihan Lokey will do its best to accommodate all requests, pending companies' availability and preferences.

NOTE: If you are confirmed for one-on-one meetings, please proceed directly to the meeting room listed on your schedule.

### **Company Presentations**

Select company presentations will be available for 90 days following the event. You will receive a post-conference email with specific instructions. Please take a few moments to complete our survey, and upon completion you will receive instructions for accessing the available company presentations.





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### Opening Remarks



**Jay Novak**  
**Managing Director**  
**Global Head of the Consumer, Food & Retail Group**

Mr. Novak is Global Head of Houlihan Lokey's Consumer, Food & Retail Group and serves on the firm's Management Committee. Since joining Houlihan Lokey in 1996, Mr. Novak has led more than 200 corporate finance engagements involving M&A, debt financings, and corporate restructurings. He has handled assignments for food, consumer products, retail, entertainment, and manufacturing companies.

Mr. Novak's most recent transactions include the sale of Thanasi Foods to ConAgra Brands\*; the sale of English Bay Bakery to Cerelia; the sale of Milk Specialties to American Securities; the sale of Tyrrells to Amplify; the sale of The Original Cakerie, Ltd., to Gryphon Investors; the sale of thinkThin to Glanbia; the sale of Quorn to Monde Nissin; the sale of SkinnyPop Popcorn LLC to TA Associates; the sale of Van's Natural Foods to The Hillshire Brands Co.; the sale of Earthbound Farm to WhiteWave Foods Co.; the sale of Plum Organics to Campbell's Soup Co.; and the sale of Stacy's Pita Chips to PepsiCo Frito-Lay.

Prior to joining Houlihan Lokey, Mr. Novak spent five years in international investment banking, serving highly leveraged middle-market and Fortune 500 multinational corporate clients primarily in consumer-branded goods. Mr. Novak also spent two years in the investment banking department at Kidder, Peabody & Co., where he specialized in M&A and debt and equity underwriting.

Mr. Novak holds a B.A. in Political Science from Northwestern University and an MBA in Finance and Entrepreneurship from the J.L. Kellogg Graduate School of Management at Northwestern University.

*\*Transaction pending*

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### Presenting Company



[www.boomchickapop.com](http://www.boomchickapop.com)

**Angie Bastian**  
*Co-Founder*

### Company Description

Husband and wife entrepreneurs Dan and Angie Bastian founded Angie's Kettle Corn out of their garage in 2001 in Mankato, Minnesota, as the means of creating a college fund for their children. Their gluten-free, non-GMO, whole-grain popcorn was introduced in specialty and natural retail outlets locally in 2004. Rebranded in 2012 to Angie's BOOMCHICKAPOP, it is now sold in every major retail outlet nationally with a product presence in Canada, South Korea, Peru, the Caribbean, and Mexico. It is one of the fastest growing and most successful popcorn brands in market today. Angie's BOOMCHICKAPOP is constantly innovating and loved by fans as an empowered, spirited brand that represents authentic, real food, delivering on the attributes of clean, transparent labeling and great taste experience.



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### **Presenting Company**



[www.azpack.com](http://www.azpack.com)

**Peter J. Reilly**  
*Co-Founder*

### **Company Description**

Arizona Production & Packaging (AZPACK) is one of the fastest growing beverage manufacturing companies in the United States. From modest beginnings, AZPACK is now a major contract manufacturer in the Southwest, working with clients around the globe to support their bottling, canning, and powder needs.

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### Presenting Company



[www.armada.net](http://www.armada.net)

**Mike Jones**  
*Senior Vice President*

### Company Description

Armada Supply Chain Solutions, LLC (Armada) is a \$2.5 billion supply chain and logistics management company that creates innovative, fully integrated supply chain solutions to deliver competitive advantages and improve business performance for its clients.

Armada's clients range from Fortune 500 companies to privately held and family-owned businesses. The company has become one of the largest outsourced logistic providers to the restaurant industry, in addition to serving broader industries, and has operations and offices around the country.

Armada believes there's a better way to manage supply chains—a way rooted in simplicity, transparency, and extraordinary service. By developing partnerships and collaborating with its clients and their trading partners, Armada is revolutionizing the way supply chains are managed by creating smaller, smarter, and more agile supply chains that adjust to the changing demands of the marketplace.

Armada's supply chain management process includes client-specific solutions that incorporate advanced analytics with a robust technology platform—providing a foundation for data-driven decisions that serve to optimize networks, provide visibility, reduce costs, and nimbly adjust to continuously changing demand and supply patterns.



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### Presenting Company



[www.atrium-innovations.com](http://www.atrium-innovations.com)

**Peter Luther**  
***President and Chief Executive Officer***

### Company Description

Headquartered in Montreal, Canada, Atrium Innovations Inc. is a globally recognized leader in the development, manufacturing, and commercialization of innovative, science-based nutritional health products. Atrium boasts strong leadership brands like Garden of Life, Pure Encapsulations, Wobenzym, Douglas Labs, and Genestra. Through these brands, the company offers a broad line of vitamins, minerals, and supplements for adults and children, including multivitamins, probiotics, protein powders, meal replacements, condition-specific formulas, fish oils, and antioxidants, among others.

The company distributes its extensive portfolio primarily through natural/health foods stores, healthcare practitioners, pharmacies, and via e-commerce across more than 35 countries. Atrium has more than 1,300 employees and operates seven manufacturing facilities globally.

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### Presenting Company



[www.backtonaturefoods.com](http://www.backtonaturefoods.com)

**Vince Fantegrossi**  
*Chief Executive Officer*

**Dan Anglemyer**  
*Chief Marketing Officer*

### Company Description

Back to Nature Foods Company, LLC, is a leading, independent, better-for-you branded snacking company comprised of the flagship Back to Nature and SnackWell's brands.

Founded in 1960, Back to Nature is one of the original natural food brands in the United States. Back to Nature's mission is to provide truly delicious foods made from recipes inspired by nature. Back to Nature has a leadership position in the natural segment of several categories across both conventional and natural retailers and is the No. 1 selling cookie and cracker brand in the natural channel. Back to Nature offers a wide range of products, including crackers, cookies, nuts and trail mixes, snacking clusters and granola, cereal, juices, and soups.

Founded in 1992, SnackWell's is a pioneer and iconic brand in better-for-you, reduced-fat snacking. The brand offers its loyal consumers a healthy snacking alternative with great-tasting products. Since being acquired by Back to Nature in 2013, SnackWell's has undergone a significant brand modernization that included major product reformulation to be free from high-fructose corn syrup, artificial flavors, artificial colors, and artificial preservatives. SnackWell's has broad distribution through leading retailers in the grocery and mass channels, as well as foodservice. SnackWell's offers products including creme sandwich cookies, devil's food cookie cakes, and yogurt pretzels.



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### Presenting Company

**Banza**<sup>®</sup>

[www.eatbanza.com](http://www.eatbanza.com)

**Brian Rudolph**  
*Co-Founder*

**Scott Rudolph**  
*Co-Founder*

### Company Description

Banza, founded in 2014 by brothers Brian and Scott Rudolph, is a food company on a mission to make the foods people love better by using more nutritious ingredients. Banza's first product was a pasta made from chickpeas—with double the protein, four times the fiber, and nearly half the net carbs of traditional pasta. In 2013, seeking a healthier version of his favorite food, Brian started making chickpea pasta by hand in his kitchen. Since launching in retail in 2014, Banza pasta has expanded from two stores to more than 4,500 nationwide—from Eataly to Target. Banza has gained recognition as one of *Time Magazine's* Best Inventions of 2015.

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### Presenting Company



[www.ourlittlerebellion.com](http://www.ourlittlerebellion.com)

**Paul B. Nardone**  
*Chief Executive Officer*

### Company Description

BFY Brands, headquartered in the Hudson Valley of New York, is a leading better-for-you salty snacks company. BFY operates a branded business, Our Little Rebellion, and a contract manufacturing business called Ideal Snacks. Our Little Rebellion refutes the traditional notion that “delicious” and “better for you” cannot coexist in salty snacks by offering its consumers great-tasting snacks made with responsibly sourced ingredients and containing far less fat and fewer calories than what is found in traditional options. Our Little Rebellion’s flagship product, PopCorners, was introduced in 2011 in Northeast grocery and club channels and has been rapidly gaining distribution across the United States ever since. Just recently, Our Little Rebellion introduced two new products: Bean Crisps, which offer consumers a great-tasting, high-protein, fiber-rich, and low-fat bean-based snack, and Protein Crisps, crunchy, craving-satisfying crisps that are one of the first salty snacks to deliver an “excellent” source of protein, with 10 grams of plant-based protein per serving.

On the contract manufacturing side of the business, Ideal Snacks is the leading better-for-you popped snacks partner for both global CPG companies and fast-growing new entrants to the category. The company’s contract manufacturing clients value Ideal Snack’s commitment to partnership and quality and its core competency in continuous snack innovation. BFY Brands’ products are made using its patent-protected popping technology, and the company manufactures everything it sells so that its team can ensure the highest level of quality and care in every product it makes, from farm to pantry.

In 2015, BFY Brands partnered with Permira Funds, a global private equity firm with over €31 billion in committed capital. Permira Funds invested in the business to support the company’s next phase of growth as it continues to gain distribution and launch innovative and healthful new products.





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### Presenting Company



**BROWNIE  
BRITTLE™**

[www.browniebrittle.com](http://www.browniebrittle.com)

**Jan Grywczynski**  
*President and Chief Executive Officer*

### Company Description

Brownie Brittle, LLC, headquartered in West Palm Beach, Florida, has been baking and selling innovative, indulgent snack and dessert products to restaurants, club stores, and world-class theme parks since 1992. Brownie Brittle, the company's flagship snack product, is available in conventional, organic, and now gluten-free formats with more than 10 exciting flavors. Brownie Brittle's newest snack offerings include THINdulgent Bark, a thin snack combining creamy chocolate with a mix of savory, crunchy, and chewy ingredients, as well as Brownie Brittle Bites and Cookie Bites, bite-sized pieces baked to crispy perfection and covered in rich, creamy chocolate. Brownie Brittle snacks are available in tens of thousands of stores in the U.S., in Canada, and worldwide.

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### **Presenting Company**



[www.cameronscoffee.com](http://www.cameronscoffee.com)

**Robert F. Waldron**  
*Chief Executive Officer*

### **Company Description**

Cameron's Coffee is a high-growth, Minnesota-based coffee roaster specializing in 100% specialty-grade Arabica coffee (the top 10% of beans in the world). In the large \$9 billion retail coffee category dominated by coffee house brands, the company is creating an ownable position as America's best home-brewed coffee. The company's growing, loyal consumer base loves its coffee because it's always smooth and never bitter, and, increasingly, customers appreciate the eco-friendly, 100% compostable BetterBrew Eco Coffee Pod.



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### **Presenting Company**



[www.cerelia.com](http://www.cerelia.com)

**Guillaume Réveilhac**  
*President and Chief Executive Officer*

### **Company Description**

Cerelia is a bakery CPG expert producing chilled and frozen specialties.

Over the last seven years, Cerelia has become the No. 1 European player on ready-to-bake and ready-to-heat categories.

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### Presenting Company



[www.winterbothamdarby.com](http://www.winterbothamdarby.com)

[www.compleatfood.com](http://www.compleatfood.com)

**Josh Higginson**  
***Commercial Manager***

### Company Description

The ComplEat Food Group Ltd produces and sells food products, offering meat products, olives and antipasti, cooking sausages, pâtés, seafood, heat-and-eat products, snacking and dips, and sweets. Its food products are available through Waitrose, Ocado, and Abel and Cole. The company was incorporated in 2005 and is based in Redhill, U.K.



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### Presenting Company



[www.dewafelbakkers.com](http://www.dewafelbakkers.com)

**Dumas Garrett**  
*President and Chief Executive Officer*

### Company Description

De Wafelbakkers is the No. 1 brand of frozen pancakes in the U.S.

The legacy of quality and memorable products began for De Wafelbakkers in a bakery in the heart of Holland over 30 years ago. In 1984, the company began importing waffles to the United States direct from a Holland bakery through a joint partnership. The demand for these waffles propelled the company to begin manufacturing in the U.S. in 1986. Over the coming years, the success of the business guided the company to expand into the frozen pancake business.

Today, De Wafelbakkers manufactures, markets, and distributes its line of frozen pancakes throughout the U.S. Its products are sold in well over 15,000 conventional supermarkets, 10,000 dollar stores, and 4,400 supercenters. In less than eight years, De Wafelbakkers has established itself as the No. 1 brand of frozen pancakes as measured by dollar sales in the total U.S. multi-outlet geography. De Wafelbakkers' success can be traced back to its founding roots of quality, exceptional taste, and a relentless focus on exceeding consumer expectations in any of the product categories in which the company competes. The company focuses on "making mom's life easier" by producing products that taste great and are convenient.

In 2016, De Wafelbakkers began to expand its presence in the freezer section with the purchase of BOLD Organics and its line of gluten-free, vegan, and organic pizzas and calzones. BOLD further strengthens De Wafelbakkers' passion for taste, quality, and providing relevant products to meet the needs of changing consumer preferences.

De Wafelbakkers is headquartered in North Little Rock, Arkansas, and has manufacturing facilities in North Little Rock and McDonough, Georgia.

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### **Presenting Company**



[www.elemis.com](http://www.elemis.com)

**Sean Harrington**  
*Chief Executive Officer and President*

### **Company Description**

ELEMIS is a luxury British skincare and spa brand that delivers pioneering, clinically trialled products and services for face and body. ELEMIS was born out of the vision to bring together the power of nature, science, and aromatics. Harnessing the power of the highest-grade actives, ELEMIS' pioneering skincare products have transformed the front lines of the beauty industry.



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### **Presenting Company**

**GoodBelly.**  
PROBIOTICS

[www.goodbelly.com](http://www.goodbelly.com)

**Alan Murray**  
*Chief Executive Officer*

### **Company Description**

GoodBelly Probiotics' juice brand pioneered the category with its patented probiotic strain. GoodBelly probiotic juice and food products are now found in more than 10,000 stores throughout the U.S.

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### Presenting Company



[www.greenparkbrands.com](http://www.greenparkbrands.com)

**Livio Bisterzo**  
*Chief Executive Officer*

### Company Description

HIPPEAS is an extruded and baked organic chickpea puff embarking on a “peas-ful” snacking revolution. On a mission to shake things up, HIPPEAS is calling all millennials to #GivePeasAChance.

After launching in February 2016, the brand is currently distributed in more than 20,000 stores in the U.S. and U.K. with customers including Starbucks, Whole Foods, Wegmans, Albertsons, Safeway, Boots, Waitrose, and more.

HIPPEAS is one of the fastest growing snacks in natural foods today, with its highly snackable, unique proposition as being vegan, gluten-free, non-GMO, allergen-free, high in fiber, and high in protein.





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### Presenting Company



[www.jnj.com](http://www.jnj.com)

### Carla Ruiz

*Vice President and Global Head of Business Development, Beauty & Baby*

### Company Description

Caring for the world, one person at a time, inspires and unites the people of Johnson & Johnson. Johnson & Johnson embraces innovation—bringing ideas, products, and services to life to advance the health and well-being of people around the world. We believe in collaboration, and that has led to breakthrough after breakthrough, from medical miracles that have changed lives to the simple consumer products that make every day a little better. Our more than 125,000 employees in 80 countries are united in a common mission: to help people everywhere live longer, healthier, happier lives.

The Johnson & Johnson Family of Consumer Companies offers the world's largest range of consumer healthcare products. The Companies' baby care, skin care, oral care, wound care, over-the-counter, and women's health products feature brands trusted by consumers and healthcare professionals worldwide. By anticipating needs and creating solutions and experiences, the Johnson & Johnson Family of Consumer Companies helps people live healthy, vibrant lives.

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### Presenting Company



[www.lilyskitchen.co.uk](http://www.lilyskitchen.co.uk)

**Henrietta Morrison**  
*Chief Executive Officer*

### Company Description

Since its launch in 2008, Lily's Kitchen has revolutionized the way cats and dogs eat. When founder Henrietta Morrison discovered how her homemade meals cleared up her dog Lily's chronic itchy skin, she knew she had to help other pet parents. The brand has since attracted thousands of fans who rave about its innovative, nourishing, and natural alternatives to the mass-produced, highly processed products that dominate supermarket shelves.

Lily's Kitchen is the U.K.'s fastest growing pet food brand, as featured in The Sunday Times Virgin Fast Track 100 for the third year running in 2016. It became the first-ever pet food company to receive a Queen's Award for Enterprise: Innovation. Lily's Kitchen is also the U.K.'s No. 1 ethical pet food company, scoring 100% in the Ethical Good Shopping Guide, and in 2015 became one of the first U.K. businesses to become a Certified B Corporation.

The company has grown from just Henrietta creating dog food recipes in her home kitchen to a team of 65 with over £30 million in retail sales and 70 innovative product lines on sale in more than 2,000 stores in the U.K., as well as in multiple European countries.



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### **Presenting Company**

# LOVESAC

[www.lovesac.com](http://www.lovesac.com)

**Shawn Nelson**  
*Chief Executive Officer*

### **Company Description**

Lovesac is a direct-to-consumer disruptor of the couch industry. Lovesac was made famous by its oversized Durafoam-filled beanbags, but its latest invention, Sactionals, has driven unprecedented growth. Sactionals is a patented, two-piece, modular couch system that can adapt to anything life brings and can even be added to, so that it can grow with you as life changes.

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### Presenting Company



[www.mannapro.com](http://www.mannapro.com)

**John Howe**  
*Chief Executive Officer*

### Company Description

Manna Pro Products, LLC, is the successor to the Carnation Company Milling Division, with a 160-year heritage of providing innovative, safe, and effective animal products for a broad spectrum of pet species, including dogs, cats, horses, backyard poultry, goats, rabbits, and other small animals.

Manna Pro's dog and cat line of products includes the Nutri-Vet brand of canine and feline health and wellness supplements, the Espree brand of canine and feline grooming products, and a line of flea and tick control products. These products are available at a variety of farm and home, pet specialty, mass merchandise, and online retailers.

Manna Pro markets an extensive line of nutrition and care items for species traditionally considered livestock to the "lifestyle farmer" market—people who own acreages with farm animals and operate their farms as a hobby rather than a business. These consumers view their animals as members of the family, and their pets are on a similar humanization trend as dogs and cats. Leading equine and "lifestyle farmer" products include Calf Manna, Max-E Glo, Lexol leather care products, Corona wound care, Suckle and NurseAll milk replacers, and Harris Farms/Free Range poultry hard goods. These products are available at a variety of farm and home, pet specialty, mass merchandise, and online retailers.

Manna Pro is committed to new product development and has introduced more than 200 new items in the past decade. Through the company's extensive product line, sales and marketing expertise, and distribution network, Manna Pro items are sold in over 17,000 retail outlets in the U.S. and more than 35 countries.



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### **Presenting Company**

**MINERAL FUSION®**

[www.mineralfusion.com](http://www.mineralfusion.com)

**Gil Pritchard**  
*Chairman*

### **Company Description**

Mineral Fusion provides mineral-based natural cosmetics and personal care products (hair, skin, and nail) that afford professional performance without having to compromise on ingredients or brand values. All Mineral Fusion products are infused with botanicals, herbs, and other beneficial nutrients to highlight one's natural beauty and promote the user's health and well-being in the years to come.

Mineral Fusion cosmetics and skin care items are EWG VERIFIED™ as safe cosmetics.

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### **Presenting Company**

**Mitchell Gold  
+Bob Williams**

[www.mgbwhome.com](http://www.mgbwhome.com)

**Mitchell S. Gold**  
*Co-Founder and Chief Executive Officer*

### **Company Description**

Mitchell Gold + Bob Williams is a renowned, 28-year-old lifestyle furniture brand best known for comfortable, stylish, and value-conscious slipcovered and upholstered furniture, casegoods, lighting, accessories, bed linens, a carefully edited collection of wall art, and a drapery collection. The Mitchell Gold + Bob Williams home furnishings collections are sold in the company's 32 signature stores across North America and online at [mgbwhome.com](http://mgbwhome.com), as well as in select home furnishings specialty retailers and Bloomingdales. Co-founders Mitchell and Bob continue to define and redefine modern home furnishings through a balance of updated design elements and clean, classic silhouettes. Through a modern lens, they capture the comfortable side of modern that many can appreciate but few can duplicate.



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### Presenting Company



[www.monogramfoods.com](http://www.monogramfoods.com)

**Karl Schledwitz**  
*Chief Executive Officer*

### Company Description

Monogram Food Solutions, LLC, (Monogram) is a leading manufacturer and marketer of value-added meat products, snacks, and appetizers. Monogram specializes in strategic co-packing, private label, and branded business with both owned and licensed brands. Monogram's broad portfolio of products includes beef jerky, bacon jerky, turkey jerky, meat sticks, pickled sausages and eggs, smoked sausage, hotdogs, pre-cooked bacon, bacon, corndogs, mini-corndogs, pancakes and sausage, potato skins, onion rings, breaded cheese strips, cheese curds, jalapeño poppers, breaded mushrooms, breaded vegetables, and other value-added foods.

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### **Presenting Company**



[www.navitasorganics.com](http://www.navitasorganics.com)

**Zach Adelman**

***Founder and Chief Executive Officer***

### **Company Description**

Navitas Organics is a premium organic superfood company offering the best-quality plant-based and nutrient-dense superfood ingredients and snacks since 2003. Navitas Organics products are USDA Certified Organic, are non-GMO, and contain health benefits that have been celebrated for generations—handled with purpose and care to preserve their vital superfood nutrients. Navitas Organics offers a wide range of nourishing foods used for baking, cooking, smoothie making, and ready-to-pop-in-your-mouth snacking to empower a modern, nutritious lifestyle. Navitas Organics is proudly a Certified B Corporation.





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### Presenting Company



[www.nonnis.com](http://www.nonnis.com)

**Brian Hansberry**  
*Chief Executive Officer*

### Company Description

Nonni's Foods LLC is a leading artisan-baked snack brand in North America. The company was founded in 1988 and is majority owned by Wind Point Partners, a Chicago-based private equity firm. With roots in the little town of Lucca, Italy, Nonni (or grandma) brought the family recipes with her. The company manufactures, markets, and distributes artisan cookies and related snacks under the Nonni's and La Dolce Vita brand names. Nonni's biscotti is the number one selling biscotti in the country, and Nonni's thinAddictives are a pioneer and leader in the rapidly growing thin cookie sector. Nonni's operates four strategically located, non-union bakeries across the U.S. and Canada, totaling 155,000 square feet.

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### **Presenting Company**



[www.nutritioncapital.com](http://www.nutritioncapital.com)

**Thomas Aarts**  
*Principal and Co-Founder*

### **Company Description**

Nutrition Business Advisors, LLC, (NBA) provides strategic consulting services, capital raising, and full-service business development focused on the \$180 billion global nutrition industry. The company's mission is to create new opportunities for clients and investors by creating strategic partnerships, making acquisitions, and launching ventures for nutrition companies in the industry.

NBA's founding principals, Thomas D. Aarts and David W. Brown, along with affiliates and esteemed advisors, have over 100 years of experience in strategically advising and operating businesses in the nutrition industry, which includes supplements, natural/organic foods, and natural personal care.



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### Presenting Company



**PACT ORGANIC**  
SUPER SOFT COTTON

[www.pactorganic.com](http://www.pactorganic.com)

**Brendan Synnott**  
*Owner*

### Company Description

#### CHANGE YOU CAN WEAR

PACT Organic is all about super soft clothes and putting people first. All PACT apparel is sweatshop free, ethically produced, and part of a movement transforming the way apparel is made. Sure, they're (comfy, amazing) clothes, but they're more than clothes. They're an impetus for the best kind of change.

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### Presenting Company



[www.pcaskin.com](http://www.pcaskin.com)

trust the experts

**Mike Larrain**  
*Chief Executive Officer*

### Company Description

PCA skin is a skincare company with scientifically researched and formulated products designed to support healthy skin and target acne, aging, skin sensitivities, and hyperpigmentation. PCA skin is leading the way in clinical skincare. They are the authority in skin health education and the development of highly effective professional treatments and daily care products. As the innovator of the modified and enhanced Jessner's peel, they have expanded their line of blended chemical peels to include treatment options for all skin types, ethnicities, and conditions. More than 1 million PCA skin peels are performed globally each year.

PCA skin's commitment to keeping physicians and licensed skincare professionals knowledgeable about the latest in skin science is integral to its company mission. The company strives to empower skin health professionals to be as successful as possible in all aspects of their careers. PCA skin products are sold in more than 10,000 medical and aesthetic practices throughout the U.S. and more than 50 countries globally. The company is grounded on three core pillars: product innovation, excellence in education, and unparalleled customer support.



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### Presenting Company



[www.sunorchard.com](http://www.sunorchard.com)

**Jean-Marc Rotsaert**  
*Chairman and Chief Executive Officer*

### Company Description

Sun Orchard Juicery is a full-service provider of natural, healthy, and premium fresh fruit-based ingredients and ready-to-drink beverages.

It is widely regarded as a trusted partner that excels at crafting superior solutions for its foodservice, industrial, and retail customers.

Sun Orchard's customer lists include blue-chip companies in the foodservice, industrial, and retail channels.

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### Presenting Company



[www.venicebakery.com](http://www.venicebakery.com)

**Jimmy DeSisto**  
*Chief Executive Officer*

### Company Description

Founded in 1953, Venice Bakery is one of the largest family-owned, custom wholesale manufacturers of gluten-free pizza crusts and other on-trend products, including plant-based pizza crusts and gluten-free dough balls. The company has accumulated over 10 years of manufacturing know-how in gluten-free manufacturing, facilitating the creation of the best-tasting gluten-free products in the pizza industry. Venice Bakery's gluten-free pizza crusts boast comparable or superior taste, stability, quality, and texture to traditional pizza crusts.

Venice Bakery partners with blue-chip foodservice distributors, operators, and retail pizza brands across the U.S. and offers its customers custom solutions based on the given customer's requirements and product specifications. The company's primary facility is a recently purchased, state-of-the-art manufacturing plant in Torrance, California.



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### Presenting Company



[www.voortman.com](http://www.voortman.com)

**Douglas MacFarlane**  
***Chief Executive Officer***

### Company Description

Voortman Cookies Limited is focused on aggressively developing select, niche category segments into mainstream scale across the U.S. and Canada, offering products entirely free of artificial flavors, artificial colors, and high-fructose corn syrup. With a state-of-the-art production facility, a comprehensive direct store delivery network, and a rich innovation pipeline, Voortman is committed to bringing significant new growth and value to the North American cookie category.

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### **Presenting Company**



[www.wellnexthealth.com](http://www.wellnexthealth.com)

**Ernesto Carrizosa**  
*Executive Managing Director*

### **Company Description**

Founded 30 years ago as Nature's Products Inc., Wellnext LLC is a leading manufacturer, packager, and marketer of nutritional products. Wellnext's manufacturing expertise includes solid dose, softgels, gummies, and powders. The company's brand portfolio includes market leaders such as Rainbow Light, Natural Vitality (Calm), Champion Performance, and several direct-to-consumer brands. Wellnext is a privately held company that has always stayed ahead of the curve.





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### Presenting Company



[www.xiwang.cn/english/](http://www.xiwang.cn/english/)

**Michael Liu**

***Head of Strategy and M&A, General Manager of Overseas Businesses***

### Company Description

Xiwang Food is based in Shandong Province, China. It is the leading Chinese player in healthy consumable oils, such as corn oil and flaxseed oil. Xiwang Food has a vast sales and distribution network comprising more than 120,000 distribution points in China across different channels. Xiwang Food has been listed on the Shenzhen Stock Exchange (SZ000639) since 2011 and currently has more than 5,000 employees.

Xiwang Food is a subsidiary of Xiwang Group Company Ltd. (Xiwang Group), a large industrial conglomerate that has various businesses in specialty steel, real estate, energy, and beverages, among other sectors. Xiwang Group is ranked among the 500 largest companies in China.

## Selected Consumer, Food & Retail Transactions

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<p>Transaction Pending</p>  <p>a portfolio company of</p>  <p>has agreed to be acquired by</p>  <p>Sellside Advisor</p>	 <p>has received a significant investment from</p>   <p>Sellside Advisor</p>	 <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>a subsidiary of</p>  <p>has been acquired by</p>  <p>Sellside Advisor</p>
 <p>a portfolio company of</p>  <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>a portfolio company of</p>  <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>DAVID MICHAEL &amp; CO. Investment Search Firm</p> <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>has entered into a joint venture with</p>  <p>Buyside Advisor</p>
 <p>a portfolio company of</p>  <p>has been acquired by</p>  <p>Sellside Advisor</p>	<p>Pacific Island Restaurants</p>  <p>a portfolio company of</p>  <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>a portfolio company of</p>   <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>Sellside Advisor</p>
<p>Bowers &amp; Wilkins</p> <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>a portfolio company of</p>  <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>a portfolio company of</p>  <p>and</p>  <p>has been acquired by</p>  <p>Lee Equity Partners Opportunities Fund, L.P.</p> <p>Sellside Advisor</p>
 <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>a portfolio company of</p>  <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>a portfolio company of</p>  <p>has been acquired by</p>  <p>Sellside Advisor</p>
 <p>has been acquired by</p>  <p>Sellside Advisor</p>	 <p>has received a strategic investment from</p>  <p>Sellside Advisor</p>	 <p>has partnered with</p>  <p>Sellside Advisor</p>	 <p>has been acquired by</p>  <p>Sellside Advisor &amp; Fairness Opinion</p>



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