

# A Leading Branded Mexican Food Company

## STRICTLY CONFIDENTIAL

*The acquisition opportunity referred to herein is the subject of a Confidential Information Memorandum ("CIM") issued by the Company. Additional information concerning the Company is set forth in the CIM.*

### BUSINESS OVERVIEW

- The Company is a branded food company with a three quarters of a century-long history in the Latino food space. Our client is a closely-held producer of popular, shelf-stable Mexican food products sold through retail grocers under its own brand name.
- The Company's portfolio of canned, bottled and bagged Mexican foods includes authentic staples inspired by the traditional, age-old recipes of Mexico.
- The Company is firmly entrenched within key customer channels including supermarket chains, mass merchants, wholesale clubs and ethnic grocery stores and has never lost a major customer. Beyond its impressive stable of blue-chip national and regional supermarket customers that account for 67% of total revenue, the Company reaches major Hispanic food chains either directly or through wholesale distribution partners.
- The Company enjoys *immense* expansion potential, as its sales do not currently mirror the distribution of the Hispanic population throughout the U.S. Nor has the Company penetrated the expansive foodservice channel.
- The Company is renowned for offering high-quality, authentic Mexican foods that appeal to both mainstream and Hispanic consumers and enjoys leading market shares in several key product categories, making it imperative for retailers to purchase from the best-selling source for these Mexican food staples.
- Building brand affinity through its offering of authentic Mexican dishes allows ethnic shoppers, both Mexican and Mexican-American, to tap into their heritage and preserve tradition, thus strengthening their bond with the Company's brand. These dietary staples are recurring purchases, driving a stable stream of repeat business for the Company's brick-and-mortar retail customers.

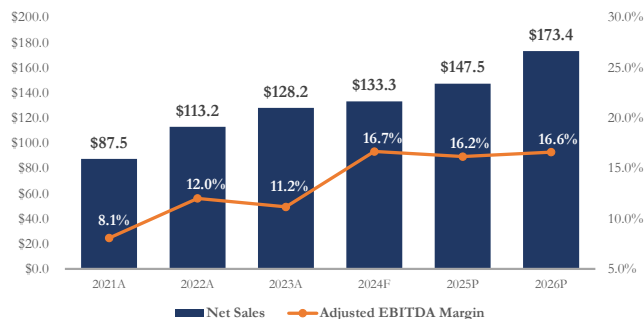
### INVESTMENT HIGHLIGHTS

- ✓ Focused Portfolio of Authentic Branded Mexican Food
- ✓ Leading National Brand in Multiple Product Categories including Meals, Meal Accompaniments, Sauces and Snacks
- ✓ Stable, Diversified Customer Base
- ✓ In-House Production Capabilities
- ✓ Exceptional Team of Experienced Executives & Dedicated Employees
- ✓ Robust Historical Financial Performance
- ✓ Attractive Pipeline of Future Growth Opportunities

### IMPRESSIVE FINANCIAL TRAJECTORY (\$MM)

2021A-2026P Revenue CAGR: 15%

2021A-2026P Adj. EBITDA CAGR: 32%



### AUTHENTIC MEXICAN FOOD BRAND

- Hispanic-Americans accounted for over 50% of total U.S. population growth between 2010 and 2020, and are expected to account for almost one-third of the U.S. population by 2050.
- As one of the few authentically Mexican suppliers of traditional Mexican grocery products in the U.S., the Company has helped fulfill consumers', especially the Hispanic population's, demand for shelf stable foods for generations and is ideally positioned to benefit from the Hispanic population's continued rapid expansion.

### ILLUSTRATIVE BLUE-CHIP CUSTOMERS



Please Contact Greif & Co. *Only* for Further Information Related to This Acquisition Opportunity

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