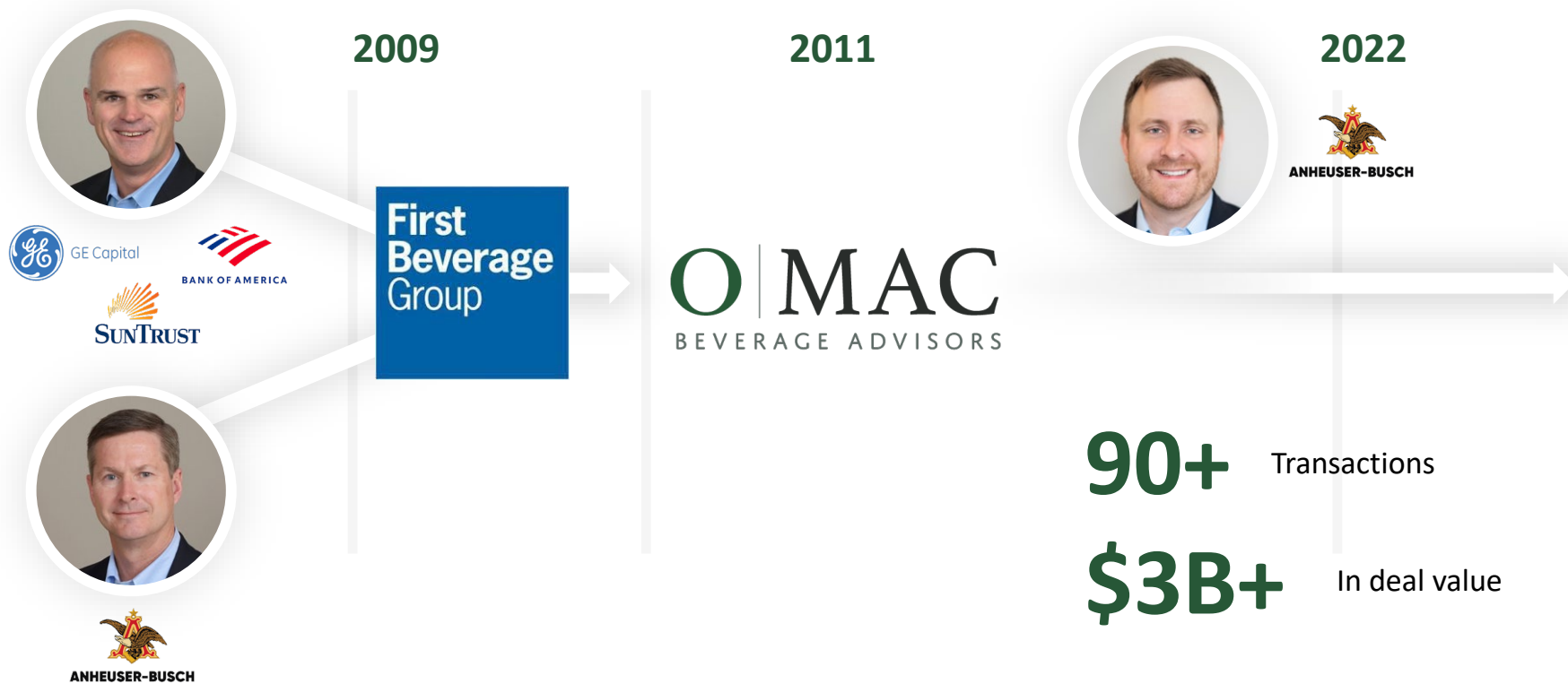


Beer Distributor M&A Landscape

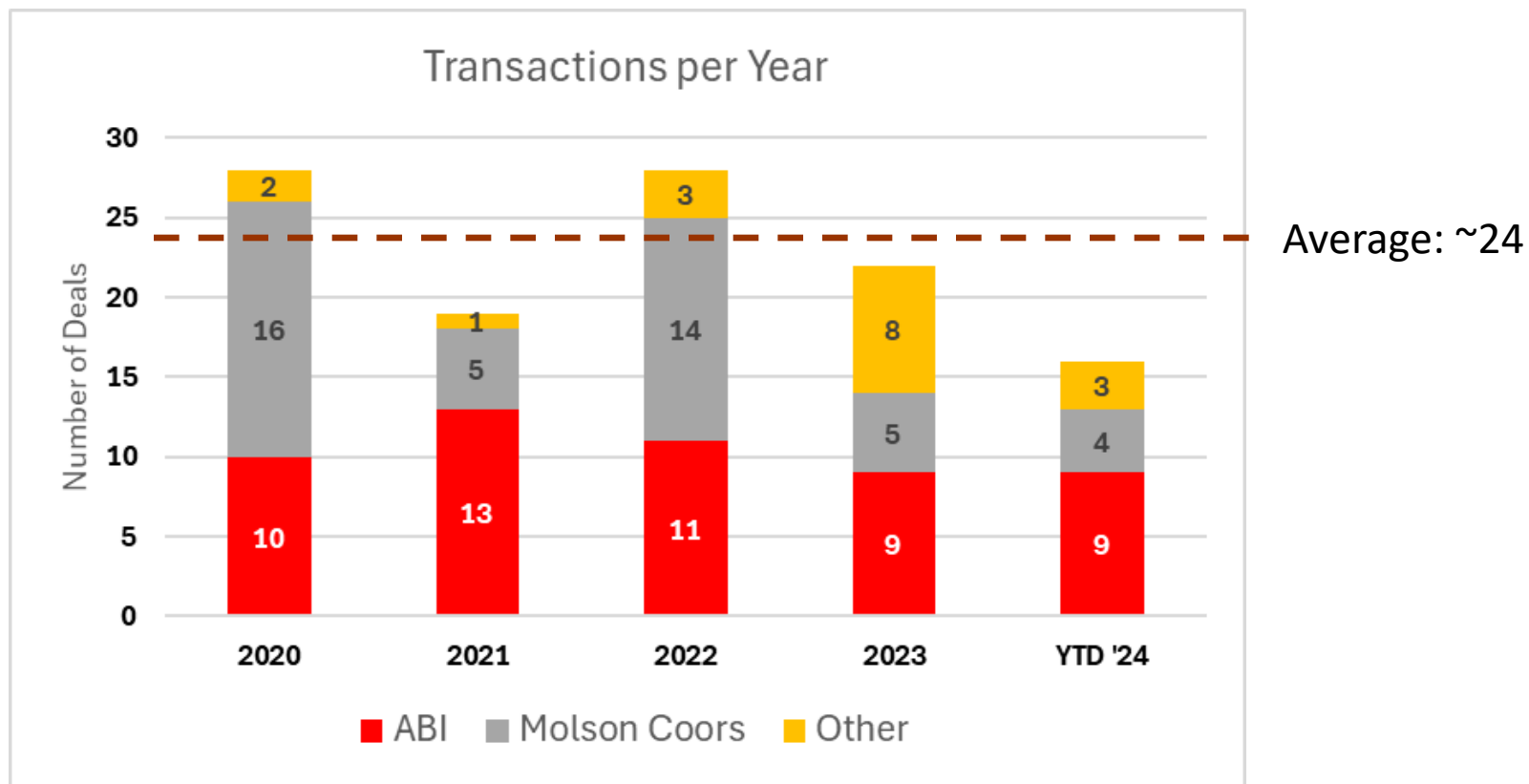
October 2024

O|MAC
BEVERAGE ADVISORS

OUR HISTORY



DISTRIBUTOR DEAL SUMMARY



It happens every year ... approximately 20 to 30 deals annually

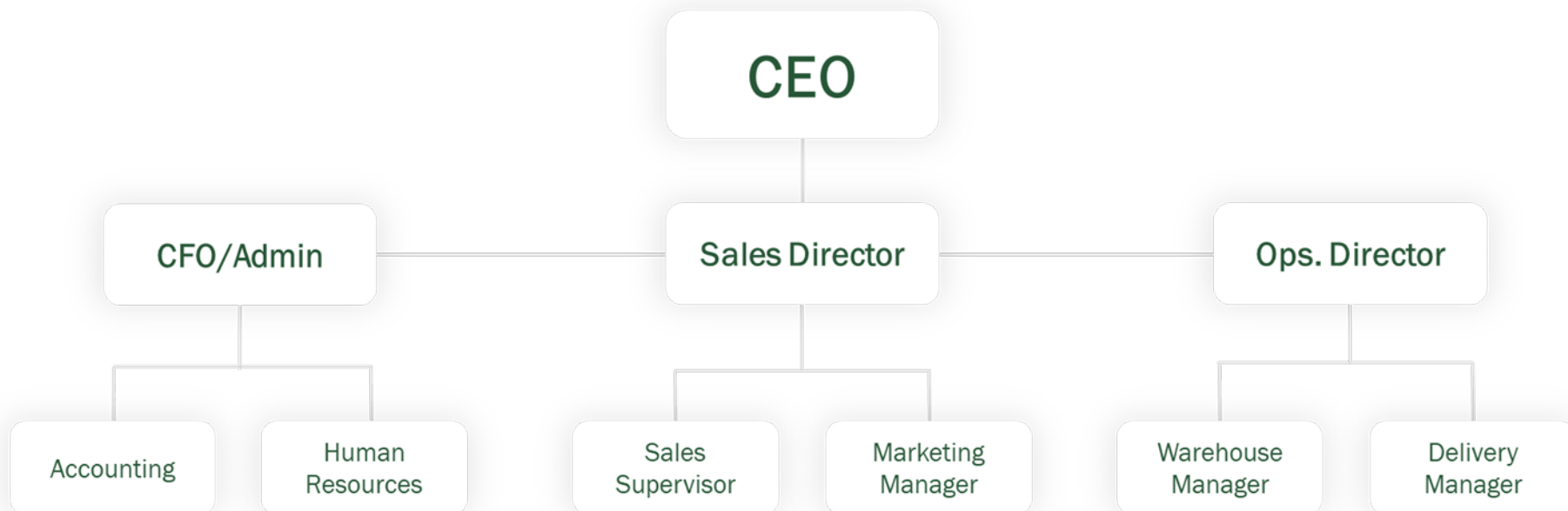
FAMILY/OWNERSHIP PLAN... SIMPLE



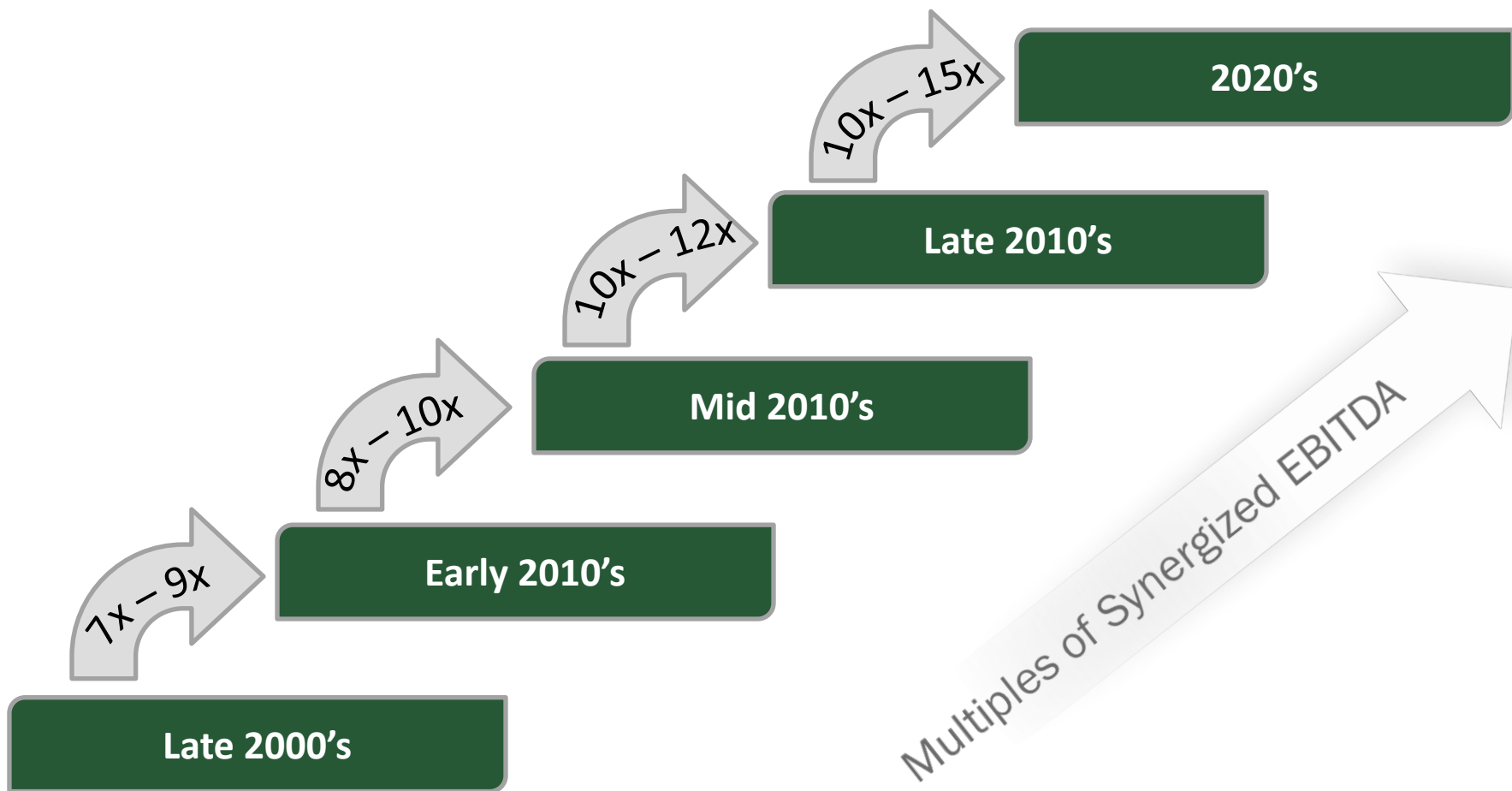
"SOMEDAY, SON, THIS WILL ALL BE YOUR SISTER'S."

THERE MAY NOT ALWAYS BE ENOUGH ROOM ...

The number of high level, high paying positions are limited in this industry...



HISTORICAL TRANSACTION MULTIPLES



WHAT DO THESE TRAITS DESCRIBE?

- History of profitability
- Stable and predictable cash flows available to service debt
- Mature, steady (non-cyclical), and perhaps even boring business
- Well-established and known products with strong market position
- Moderate capital expenditures and product development
- Limited working capital requirements
- Strong management team that is risk tolerant
- Limited danger of technological change
- Low cost producers
- Low current debt

Characteristics of an optimal LBO target ... look familiar?

THE OMAC TEAM



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12yr banking exec
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