



Agenda

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Introductions

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Torani Snapshot

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Finding the Right Partner

- Learning Journey
- Success Factors
- Process Navigation & Learnings

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Q & A



Proud to Be B

*Flavor for All,
Opportunity
for All*

Torani®

What We Believe

Our Core Beliefs

Everything starts
with people

Businesses can and
should create more
opportunities for people

Our Core Values

Care deeply for people

Grow, baby, grow

Drive for quality (really)

Do the right thing





1925
Year Founded

20%
30-Year
Revenue CAGR

\$6B
Addressable
Market

>150
Flavors

\$xxxM
2021B Net
Revenue

\$xxM
2021B EBITDA

12 Years
Average Tenure
of SLT⁽¹⁾

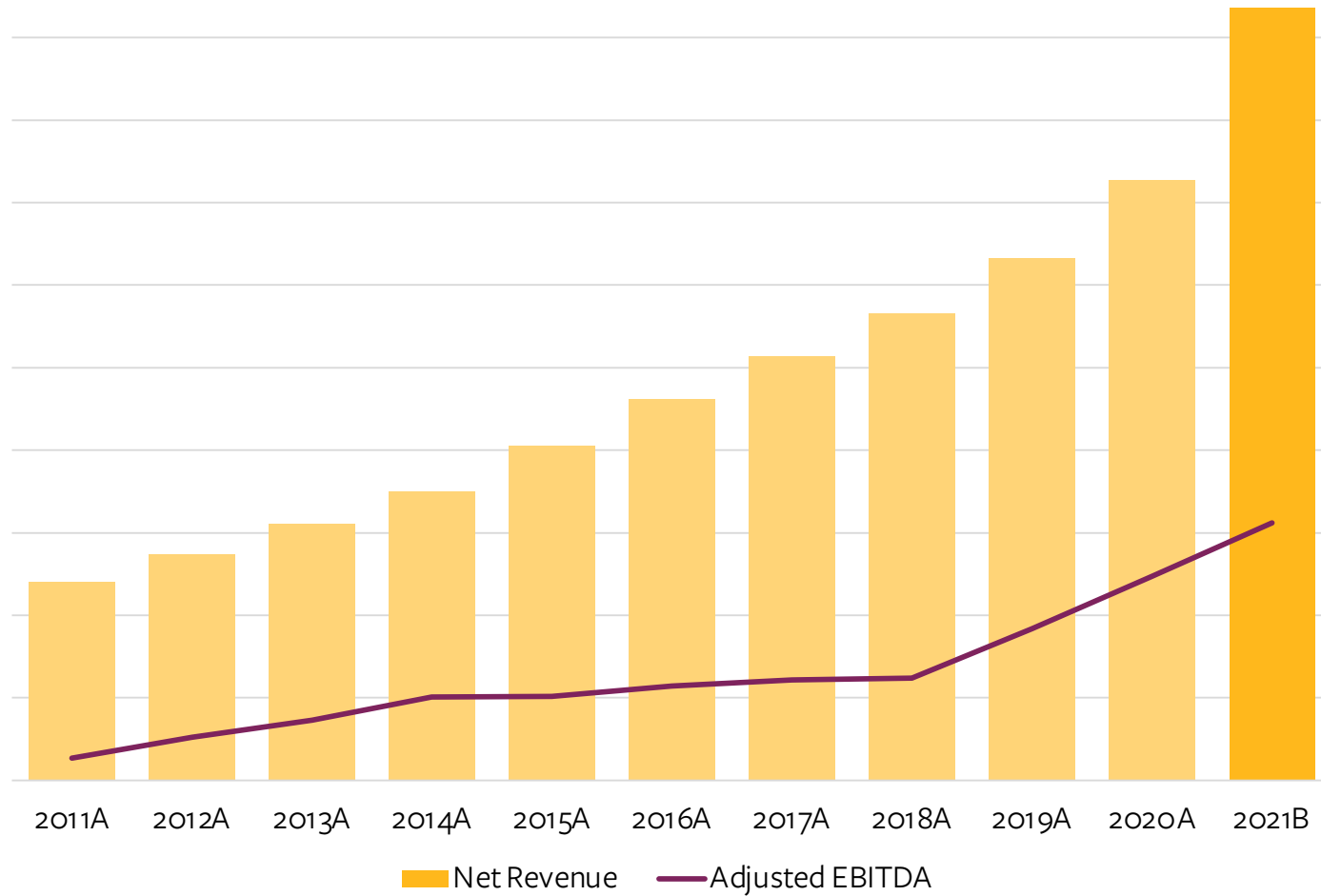
Certified

Corporation

(1) Strategic Leadership Team

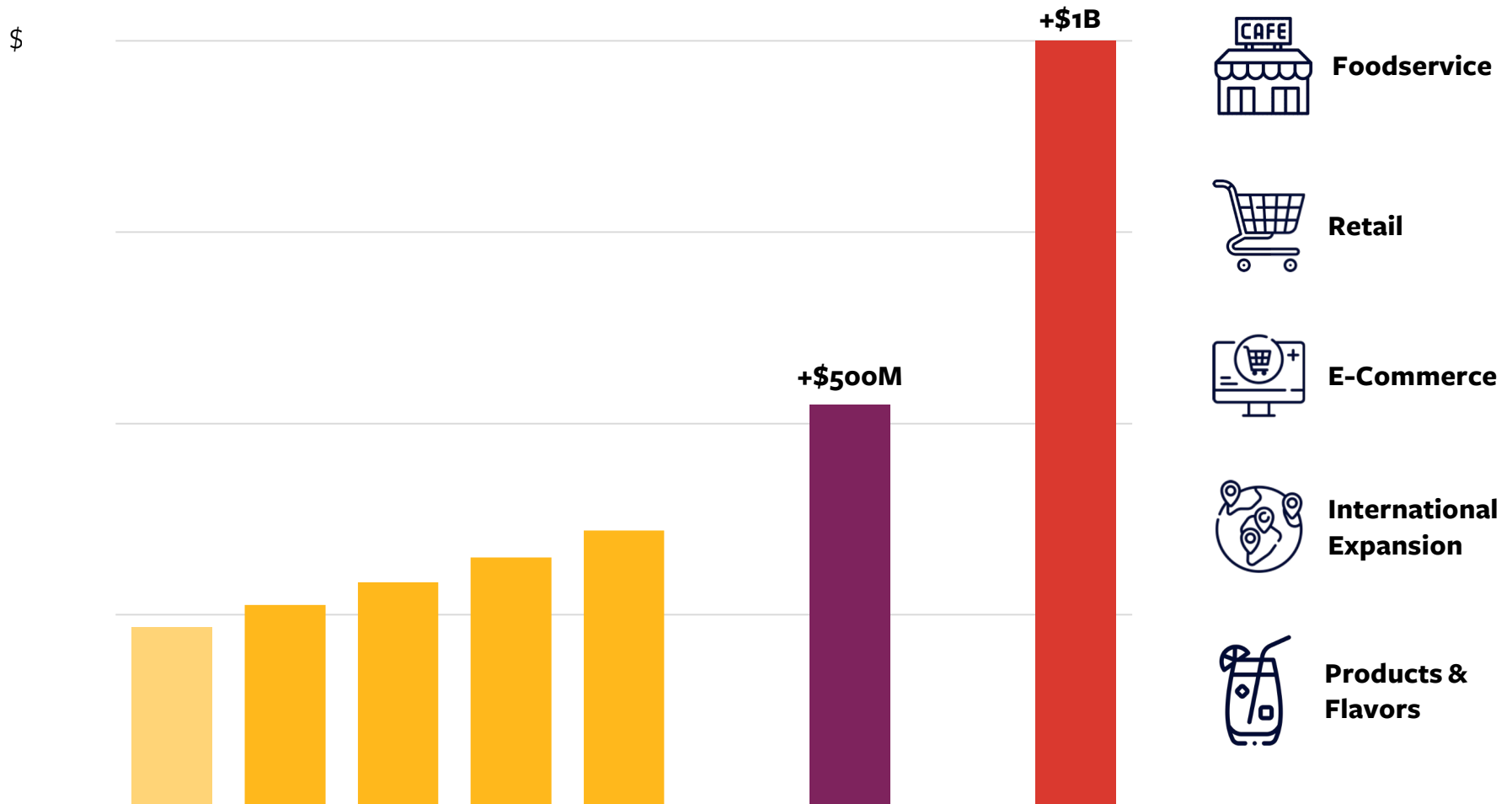
Grow, Baby, Grow

Net Revenue & Adjusted EBITDA



On the Path to a \$1B Company

Net Revenue



Torani

Deal Process

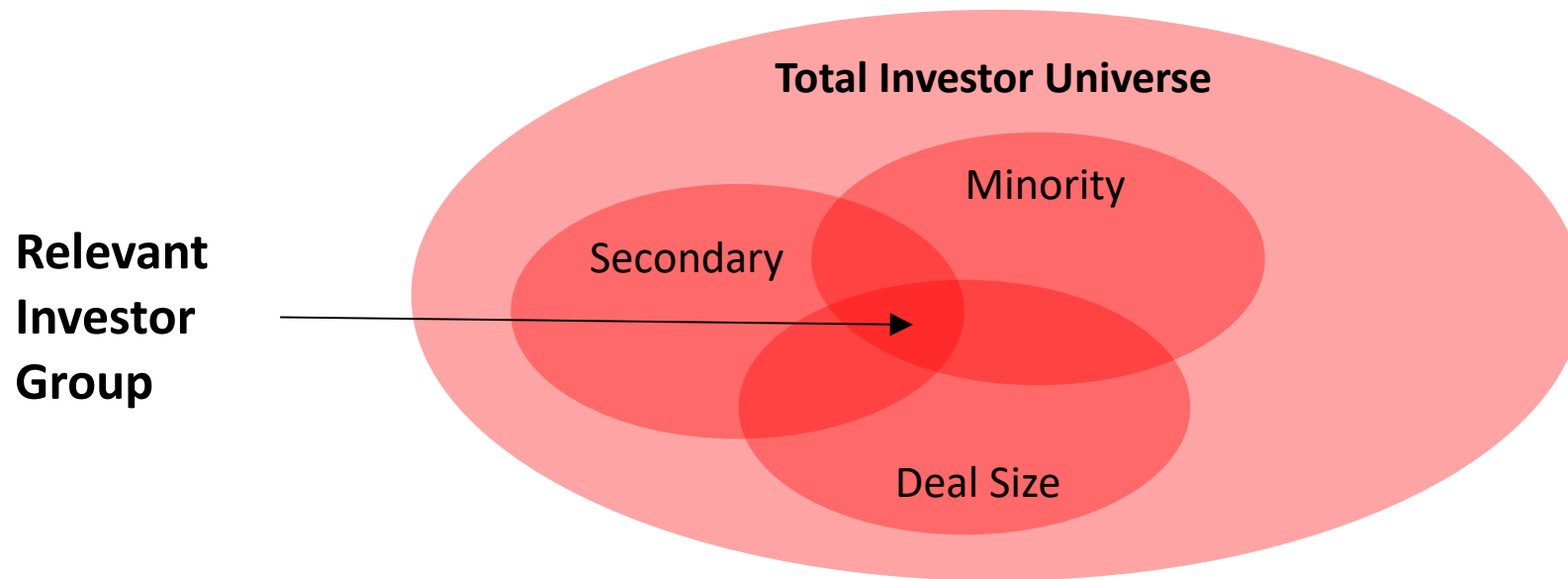


Key Success Factors

- Mission/Purpose Aligned
- Long Term Investment Philosophy
- Fit with Torani Core Values
- Balanced Financial Return Expectations
- Value Add Contribution Areas
- Have Fun!



Relevant Universe



Deal Process

