

**BUY:  
INGR**

**Current Price:  
\$113**

**Price Target:  
\$150**

**Upside:  
35%**

## **Ingredion (NYSE: INGR)**

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### Consumer Staples Sector

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# Industry Overview

## Food and Beverage Ingredients



Ingredients are a **defining choice factor** for consumers, specifically health and sustainability



Nutritional ingredients are **in the spotlight** as consumers care about macronutrient ingredients and micronutrient ingredients

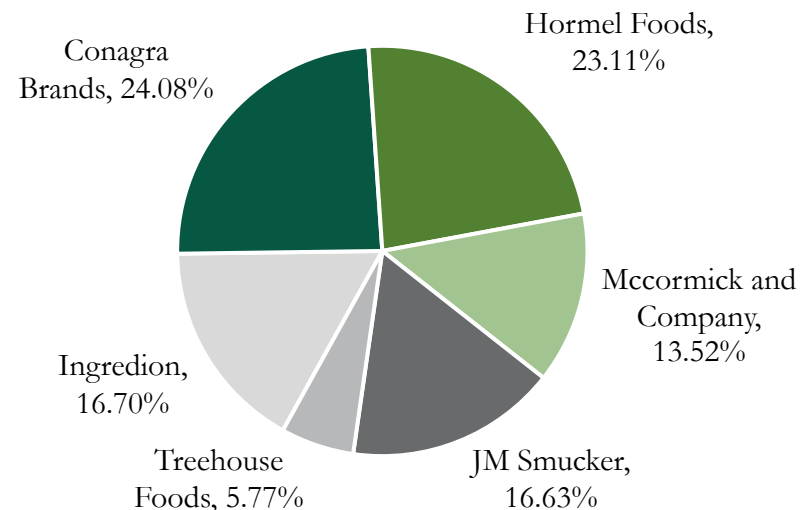


Food ingredients industry expected to grow at **5.8% CAGR** through 2031

## Key Players



## INGR Market Share



## Recent Industry Trends



Food and beverages using more **antioxidants, micronutrients** and **natural/artificial** sweeteners to improve quality and taste



Advancements in **food and production tech**, marketing innovations, and exports raised demand for food ingredients



**Growth in preservative usage** as there is an increase in demand for ready-to-eat food with longer shelf-life

# Company Overview

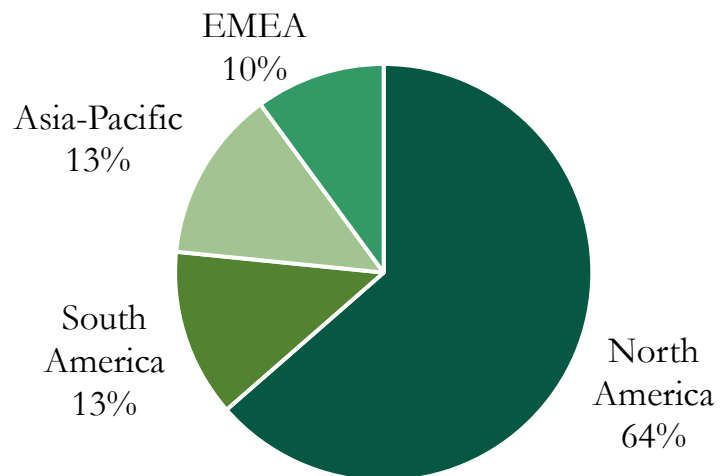
## Business Overview

Produces a wide range of ingredients, including **sweeteners, starches, nutrition ingredients, and biomaterials**

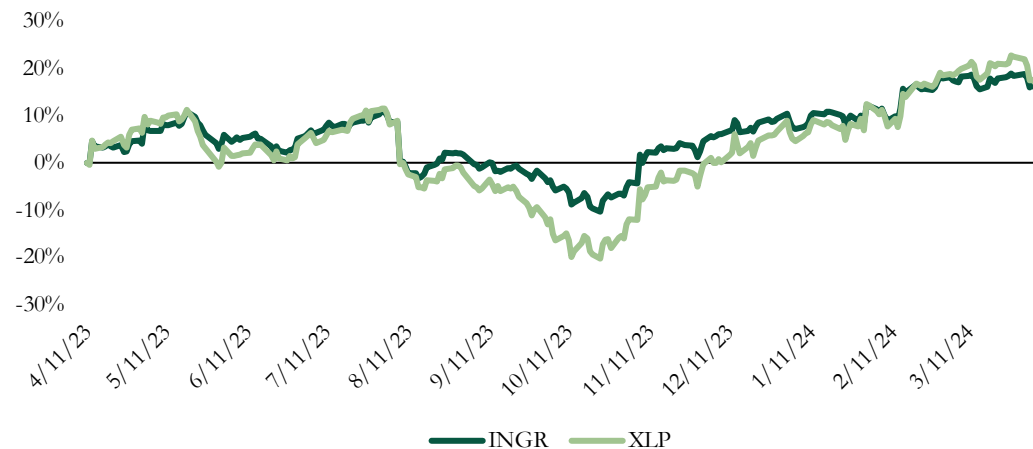
Operations span across **120+ countries**, servicing a diverse customer base across 60 sectors, such as **food, beverage, paper, and brewing**

Turn grains, fruits, vegetables and other plant materials into ingredients that make crackers crunchy, candy sweet, and lotions and creams silky

## Revenue Breakdown



## INGR vs XLP % Change



## Key Information

Current Share Price	\$114
52 Week Range	\$89 - \$119
Market cap. (in millions)	\$7.43B
Enterprise Value	\$9.57B
CEO	James Zallie
LTM EBITDA	\$1.188B

# Investment Thesis

## Strong Operations & Customer Base

Ingredion's customer base is diverse and strong, hedging them against contamination tailwinds; Ingredion is continuing to grow their segments while investing in new sectors such as pharmaceuticals

## Competitive Advantage and Innovation

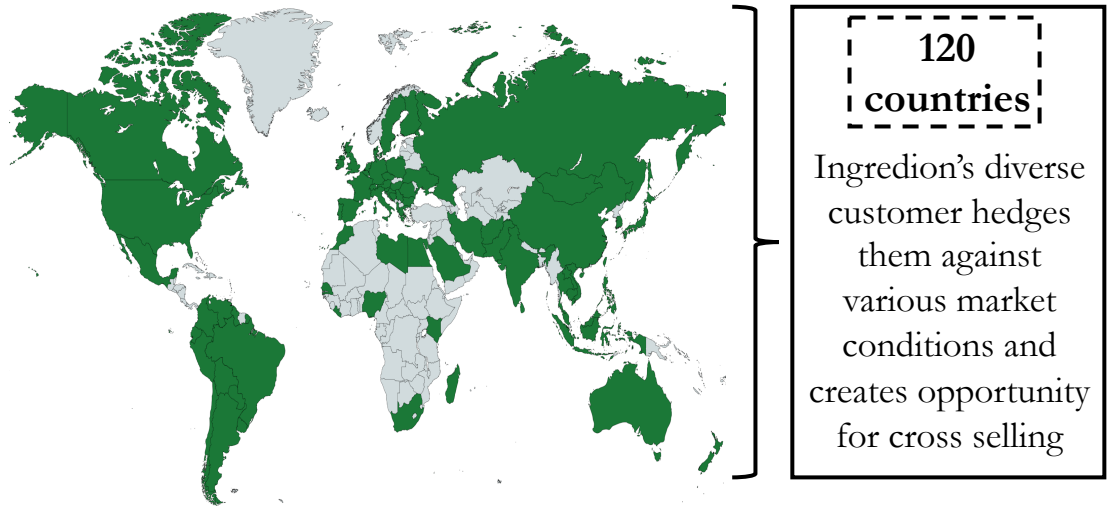
Competitive advantages such as strong end-markets and innovations that cater towards secular health trends have cemented Ingredion as a conglomerate within its respective industry

## Financial Performance

Ingredion's financial performance has been improving over the years. It is positioned to continue to improve both its margins and overall health of the company

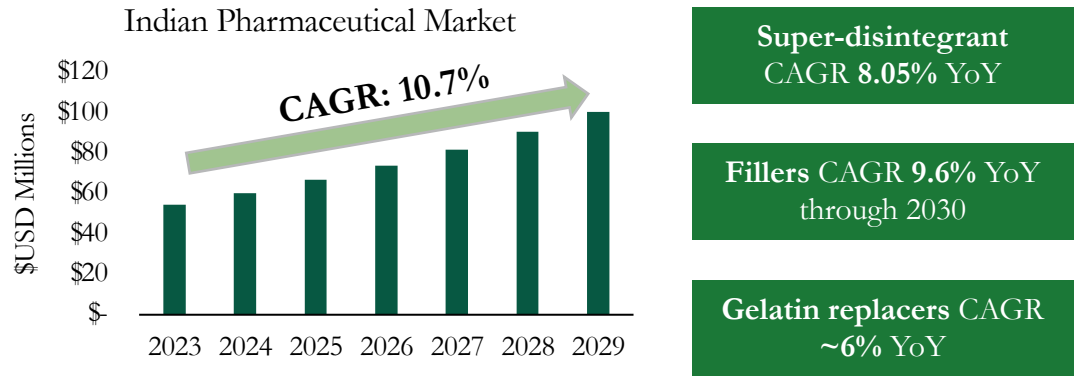
# Strong Operations & Customer Base

## Diversified Customer Base

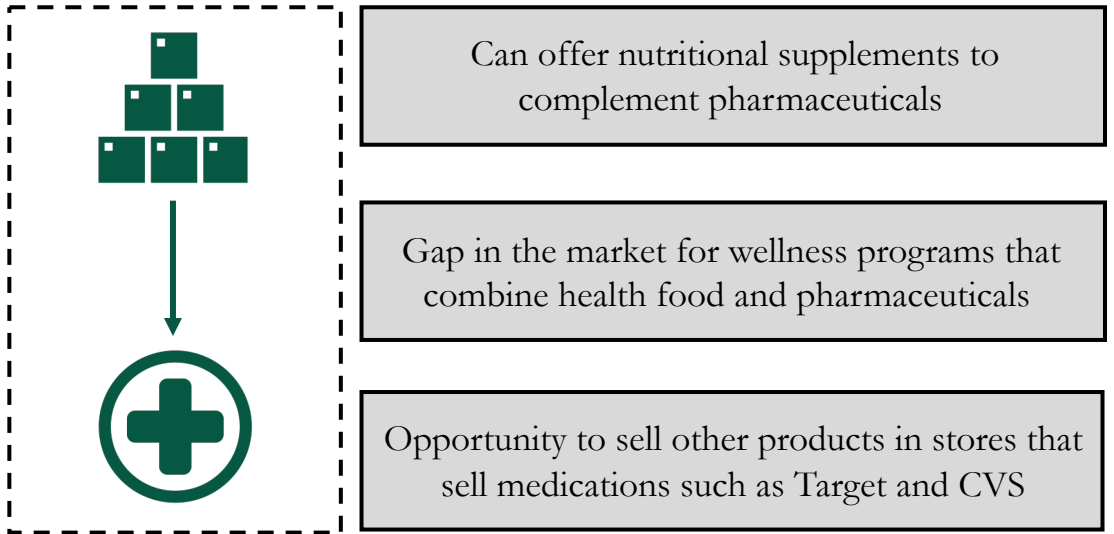


## Expansions into High Growth Pharmaceuticals

INGR recently acquired two Indian pharmaceutical companies expanding into fillers, binders, gelatin replacers, super-disintegrants



## Cross Selling Opportunity



Ingredion leverages its product mix and size to grow globally



# Competitive Advantages & Innovation

## Adaptation to Health Trends

Ingredion produces sweeteners such as Allulose, making food and beverages taste better **without adding calories**



**Low-calorie**  
to other sweeteners

Better for **oral**  
**hygiene**

Does not  
impact **blood sugar** level

## Novel Soda Innovation



Made with Apple  
Cider Vinegar

Gut Healthy and  
stevia-based

5g of sugar and 25  
calories or less

Poppi has a **19%** market share, which is **1.5x larger than Coke's** → **5 million** new households **per month**, and is the **11<sup>th</sup>** fastest-growing beverage, with higher growth than **Monster Energy and Gatorade**

## Target Market for Healthful Solutions

**Sugar Reduction**

\$5bn Market & 6% CAGR

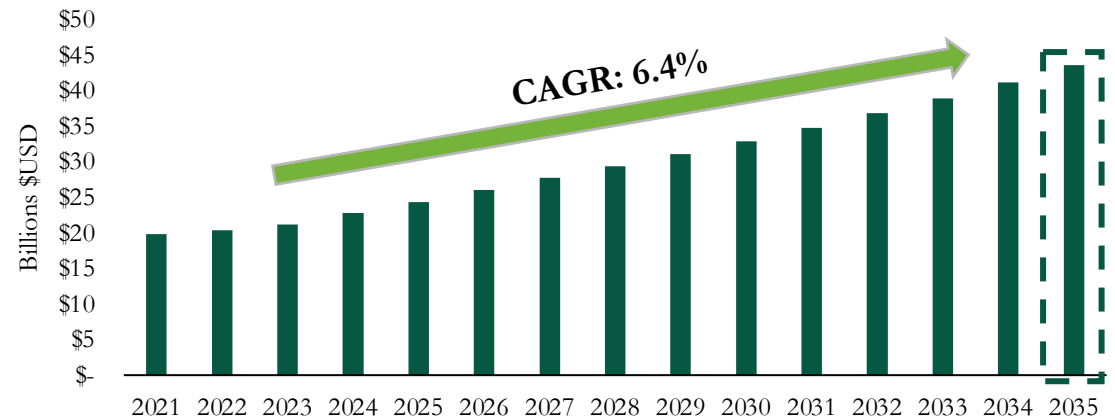
**Plant-Based Protein Fortification**

\$10bn Market & 8% CAGR

**Fiber Fortification**

\$5bn Market & 4% CAGR

## Brewing Customers Growth in Mexico



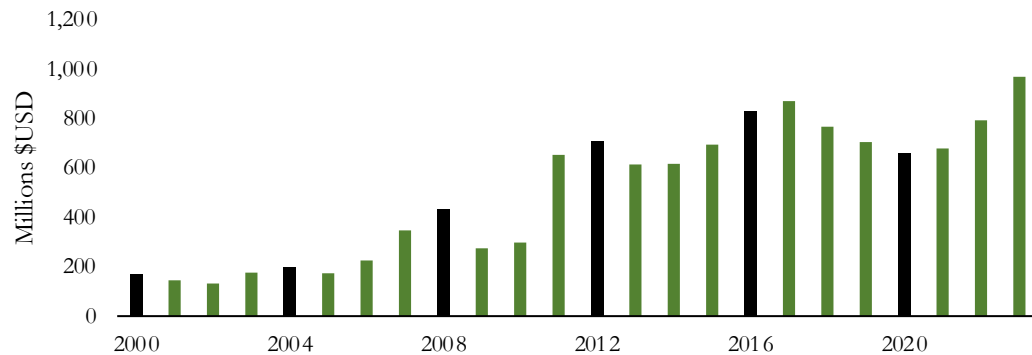
Mexico is anticipated to reach **peak beer demand in 2035** with expected growth until then

# Financial Performance

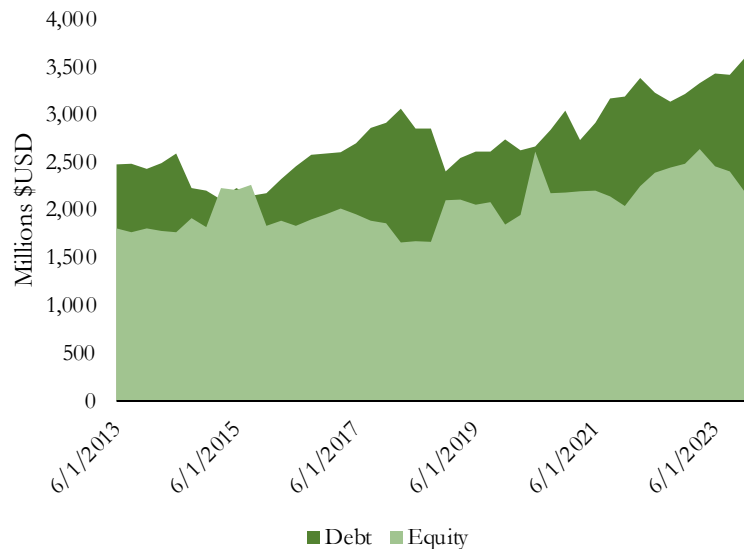
## The Election Effect

5% dividend growth since 2020, last election year

### EBIT



## Debt vs Equity



**- 26.3%**

Debt-to-equity ratio went from 87.2% to 60.9% in the past 5 yrs

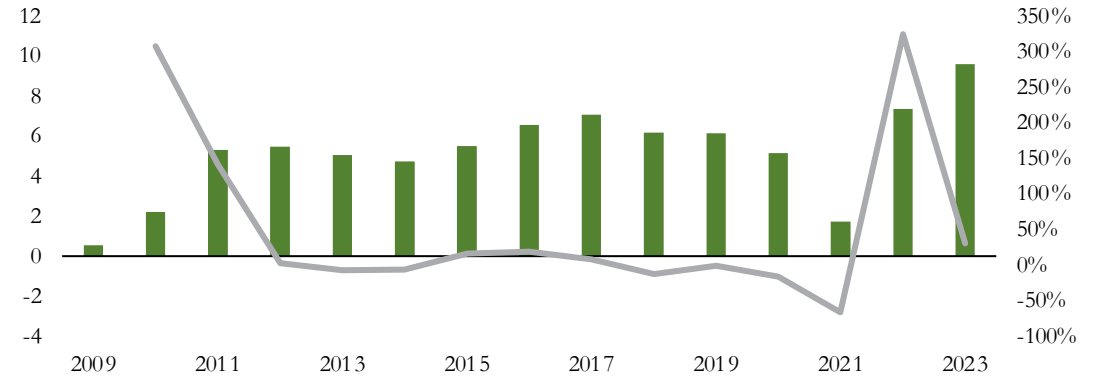
**8.4x**

Interest payments on its debt are covered by EBIT

**48.3%**

Debt is well covered by operating cash flow

## EPS Growth



Projected reported EPS for 2024 between **\$10.20 and \$11.15**  
 Projected adjusted EPS for 2024 between **\$9.15 and \$9.85**

## Looking Ahead



INGR's balance sheet remains strong, total **debt decreasing** and **cash reserves increasing**

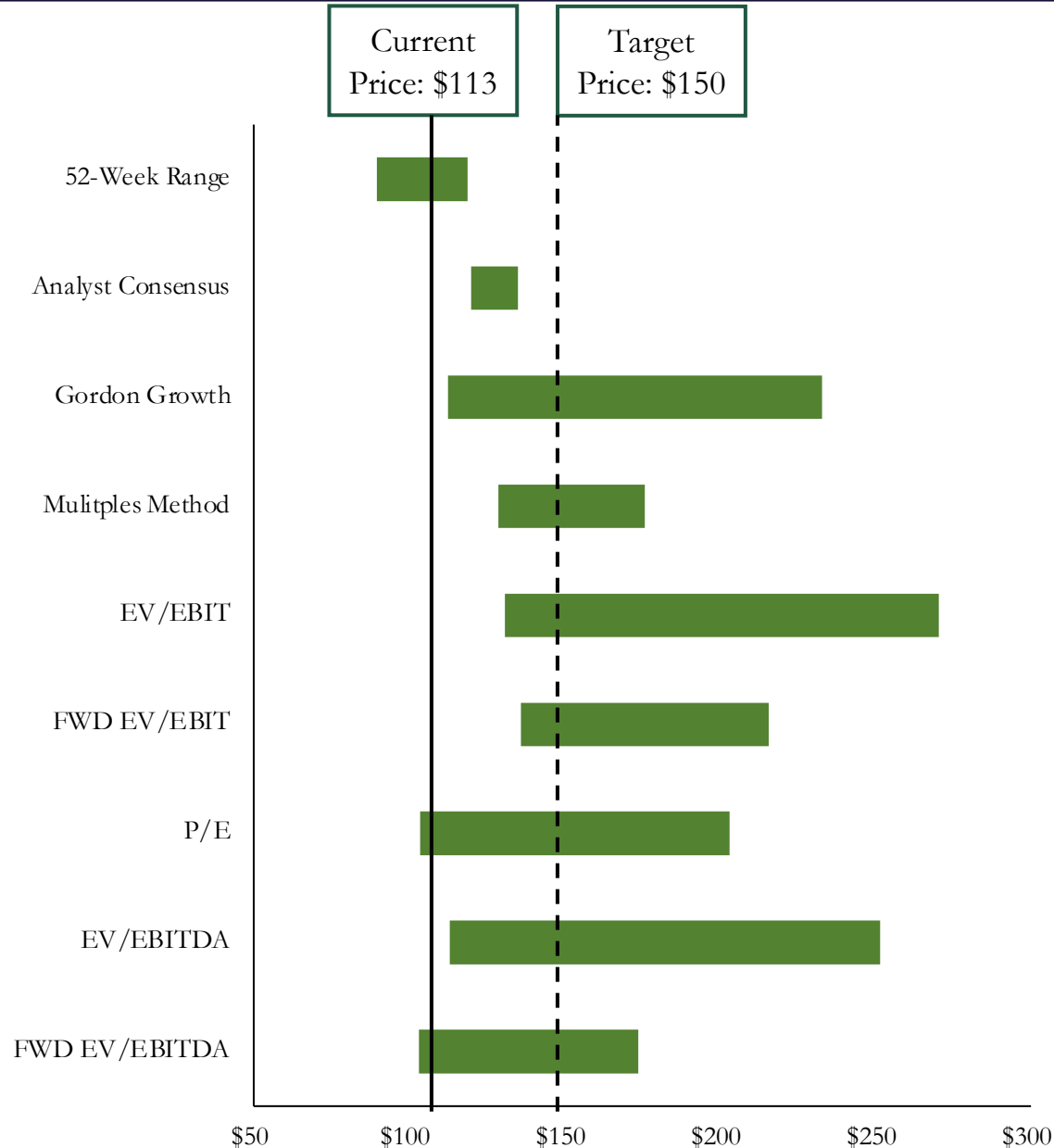


EPS to be impacted by the divestiture from **South Korea**, but continued upward trend on **EBIT** and **CF**



Continued expansion into **specialty ingredients**, hoping the category hits **45%** of consolidated net sales

# Valuation



## Weighting

Weighted Share Price	Price	Weight
EV/EBIT	\$ 151.09	25%
Gordon Growth	\$ 153.26	15%
Multiples Method	\$ 151.09	15%
DDM	\$ 140.53	15%
FWD EV/EBIT	\$ 183.30	15%
Analyst Consensus	\$ 125.00	15%
<b>Share Price</b>	<b>\$ 150.75</b>	<b>100%</b>
<b>Upside</b>	<b>34.73%</b>	

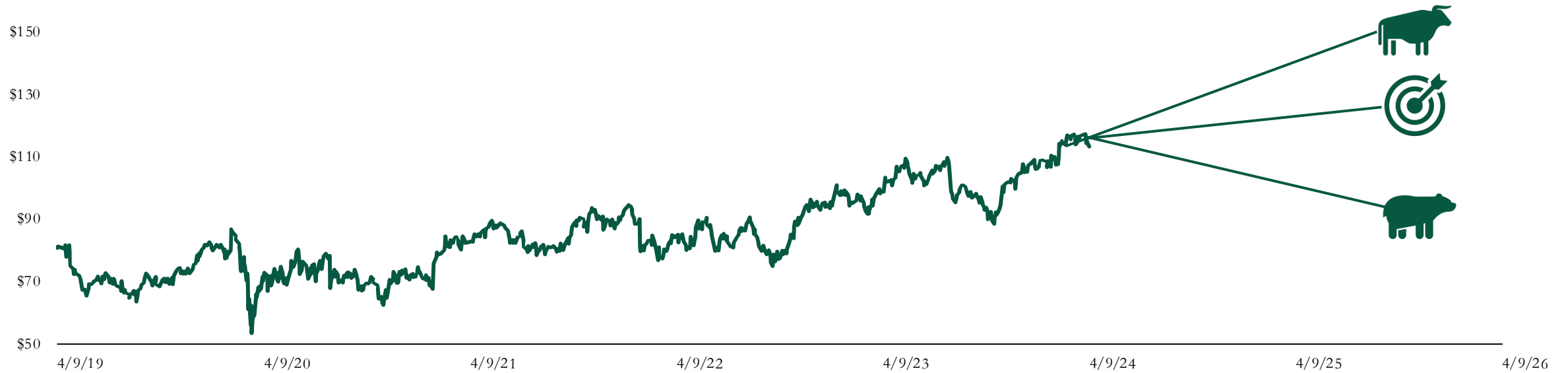
## Sensitivity Tables

		Terminal Growth Rate				
WACC		1.00%	1.50%	2.00%	2.50%	3.00%
	4.63%	\$ 212.53	\$ 244.52	\$ 288.64	\$ 353.44	\$ 457.87
	5.63%	\$ 161.04	\$ 179.18	\$ 202.30	\$ 232.80	\$ 274.87
	6.63%	\$ 127.87	\$ 139.33	\$ 153.26	\$ 170.56	\$ 192.62
	7.63%	\$ 104.74	\$ 112.51	\$ 121.67	\$ 132.60	\$ 145.90
	8.63%	\$ 87.70	\$ 93.24	\$ 99.62	\$ 107.05	\$ 115.79

		Terminal Multiple				
WACC		7.15	8.15	9.15	10.15	11.15
	4.63%	\$ 136.87	\$ 153.36	\$ 169.85	\$ 186.33	\$ 202.82
	5.63%	\$ 129.02	\$ 144.60	\$ 160.17	\$ 175.74	\$ 191.32
	6.63%	\$ 121.66	\$ 136.38	\$ 151.10	\$ 165.81	\$ 180.53
	7.63%	\$ 114.75	\$ 128.66	\$ 142.58	\$ 156.50	\$ 170.41
	8.63%	\$ 108.25	\$ 121.42	\$ 134.58	\$ 147.75	\$ 160.91



# Risks



## Bear Case

- Debt increases, election doesn't have the same effect, and EPS drops
- Brewing growth drops, leading to a decrease in beer ingredient demand and new products fail to gain traction with consumers
- Ingredion is unable to keep up with their growing consumer base



## Base Case

- EPS continues to grow, and financial situation continues to remain steady
- Growth of new products and ingredients are in line with consensus estimates
- Ingredion continues to grow their business segments and diversify their portfolio

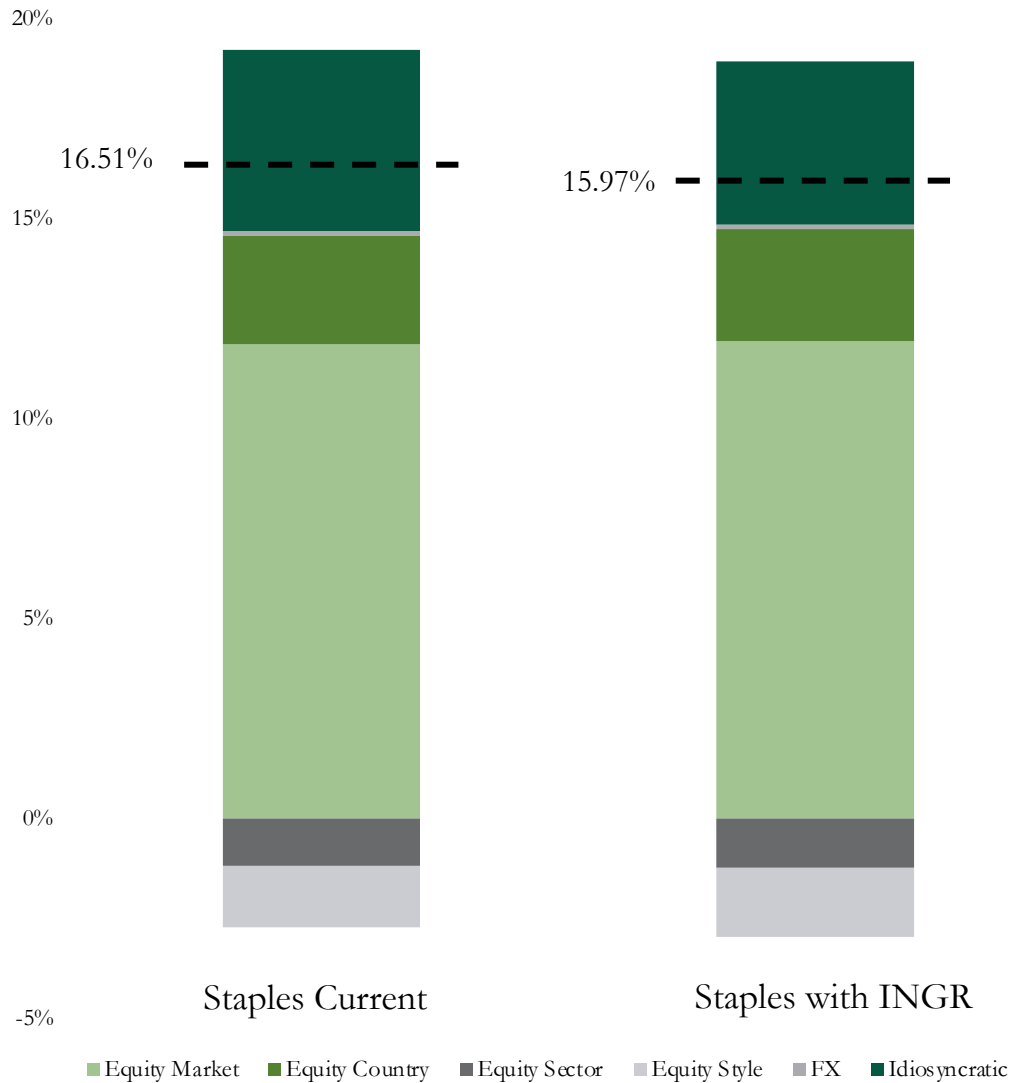


## Bull Case

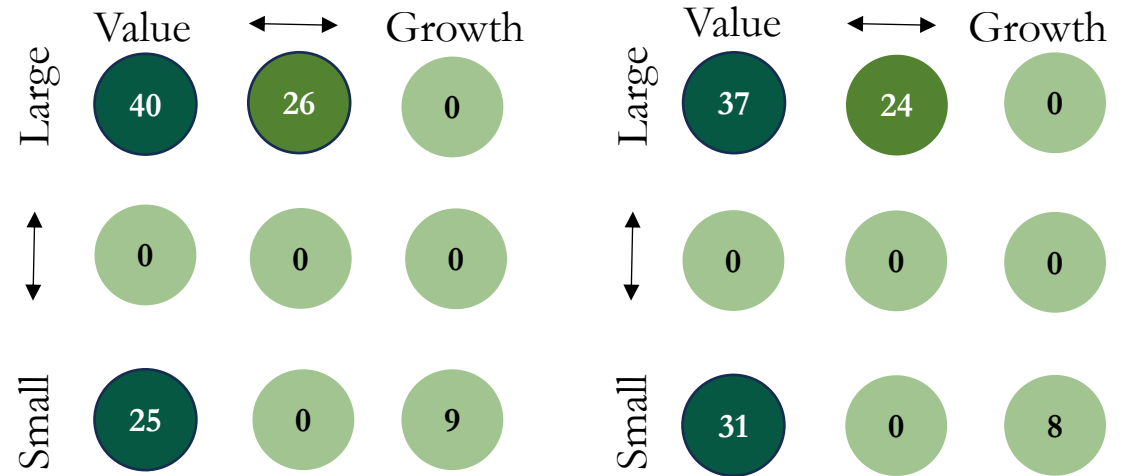
- Continued strong financial performance, growing strong off the election
- Adoption of ingredients such as Allulose and products like Poppi are better than expected
- Cross-selling is a success both domestically and internationally

# Allocation

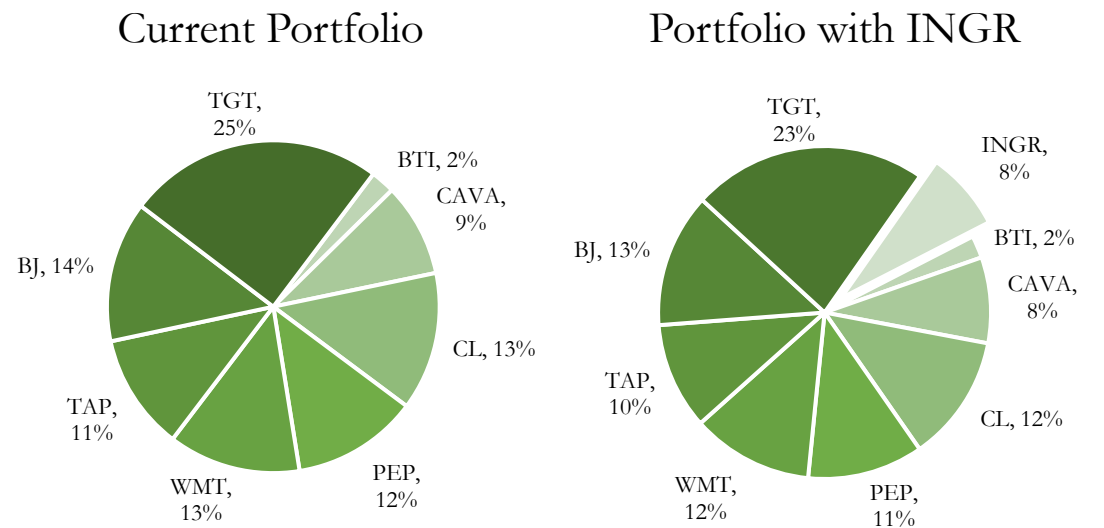
## Risk Profile



## Growth/Value Assessment



## Current vs. New Sector Weighting



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**Thank You!**

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Questions?



# Appendix

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Appendix A: Balance Sheet

Appendix B: Income Statement

Appendix C: Cash Flow Statement

Appendix D: Revenue Build

Appendix E: Net Working Capital

Appendix F: D&A and CapEx

Appendix G: Beta & WACC

Appendix H: DCF

Appendix: I: Comparable Companies

# Appendix A: Balance Sheet



Ingredion Inc. (NYSE: INGR)			
Balance Sheet (in \$mn)			
Quarter End	FY21	FY 22	FY 23
<b>Current assets:</b>			
Cash and cash equivalents	328	236	401
Short-term investments	4	3	8
Accounts receivable, net	1,130	1,411	1,279
Inventories	1,172	1,597	1,450
Prepaid expenses	63	62	261
<b>Total current assets</b>	<b>2,697</b>	<b>3,309</b>	<b>3,399</b>
PP&E	2,423	2,407	2,370
Goodwill	0	0	0
Intangible assets	1,348	1,301	1,303
Operating lease assets	0	0	0
Other assets	531	544	570
Deferred income tax assets	0	0	0
<b>Total assets</b>	<b>6,999</b>	<b>7,561</b>	<b>7,642</b>
<b>Current liabilities:</b>			
Short-term borrowings	308	543	448
Accounts payable and accrued liabilities	1,204	1,339	1,324
<b>Total current liabilities</b>	<b>1,512</b>	<b>1,882</b>	<b>1,772</b>
Long-term debt	1,738	1,940	1,740
Other non-current liabilities	524	477	480
Non-current operating lease liabilities	0	0	0
Liabilities held for sale	0	0	0
Deferred income tax liabilities	0	0	0
<b>Total liabilities</b>	<b>3,774</b>	<b>4,299</b>	<b>3,992</b>
Share-based payments subject to redemption	36	48	55
Redeemable non-controlling interests	71	51	43
<b>Ingredion stockholders' equity:</b>			
Preferred stock	0	0	0
Common stock	1	1	1
Additional paid-in capital	1,158	1,132	1,146
Less: Treasury stock	(1,061)	(1,148)	(1,207)
Accumulated other comprehensive loss	(897)	(1,048)	(1,056)
Retained earnings	3,899	4,210	4,654
<b>Total Ingredion stockholders' equity</b>	<b>3,100</b>	<b>3,147</b>	<b>3,538</b>
Non-redeemable non-controlling interests	18	16	14
<b>Total equity</b>	<b>3,118</b>	<b>3,163</b>	<b>3,552</b>
<b>Total liabilities and equity</b>	<b>6,999</b>	<b>7,561</b>	<b>7,642</b>

# Appendix B: Income Statement



Ingredion Inc. (NYSE: INGR)									
Income Statement (in \$mn except per share amounts)									
Quarter End	FY 21	FY 22	FY 23	FY 24E	FY 25E	FY26E	FY27E	FY28E	FY29E
Net sales	\$ 6,894	\$ 7,946	\$ 8,160	\$ 9,070	\$ 9,771	\$ 10,409	\$ 11,091	\$ 11,671	\$ 12,182
Cost of sales	5,563	6,452	6,411	7,262	7,814	8,340	8,886	9,350	9,759
Gross profit	1,331		1,749	1,807	1,957	2,070	2,205	2,321	2,422
Operating expenses	668	715	789	856	916	982	1047	1101	1150
Other income, net	(34)	13	-8	-13	-3	-12	-13	-14	-15
Restructuring/impairment charges	387	4	11	175	69	176	187	197	206
<b>Operating income</b>	310	(732)	957	789	975	924	985	1,036	1,082
Interest Expense, net	74	99	114	112	126	130	139	146	152
Other, non-operating expense (income), net	(12)	(5)	4	(6)	(2)	(6)	(6)	(6)	(7)
<b>Income before income taxes</b>	248	(826)	839	683	851	800	852	897	936
Provision for income taxes	123	166	188	187	210	216	230	242	253
Net income	125	(992)	651	496	641	584	622	654	683
Less: Net income attributable to non-controlling interests	8	10	8						
Net income attributable to Ingredion	\$ 117	\$ (1,002)	\$ 643	\$ 496	\$ 641	\$ 584	\$ 622	\$ 654	\$ 683
<b>Weighted average common shares outstanding:</b>									
Basic (in shares)	67.1	66.2	66	66	66	66	66	66	66
Diluted (in shares)	67.8	67	67	67	67	67	67	67	67
<b>Earnings per common share of Ingredion:</b>									
Basic (in dollars per share)	\$ 1.74	\$ 7.43	\$ 9.74	\$ 6.30	\$ 6.30	\$ 6.30	\$ 6.30	\$ 6.30	\$ 6.30
Diluted (in dollars per share)	\$ 1.73	\$ 7.34	\$ 9.60	\$ 6.22	\$ 6.22	\$ 6.22	\$ 6.22	\$ 6.22	\$ 6.22

Drivers									
<b>Sales</b>	\$ 6,894	\$ 7,946	\$ 8,160	\$ 9,070	\$ 9,771	\$ 10,409	\$ 11,091	\$ 11,671	\$ 12,182
<i>Sales Growth</i>		15.26%	2.69%	11.15%	7.73%	6.53%	6.55%	5.23%	4.37%
<b>COGS</b>	5,563	6,452	6,411	7,262	7,814	8,340	8,886	9,350	9,759
<i>COGS Margin</i>	80.69%	81.20%	78.57%	80.15%	79.97%	80.12%	80.12%	80.12%	80.12%
<b>Gross Profit</b>	1,331	1,494	1,749	1,807	1,957	2,070	2,205	2,321	2,422
<i>Gross Margin</i>	19.31%	18.80%	21.43%	19.93%	20.03%	19.88%	19.88%	19.88%	19.88%
<b>Operating Expenses</b>	668	715	789	856	916	982	1,047	1,101	1,150
<i>Operating Expenses as % of Sales</i>	9.69%	9.00%	9.67%	9.45%	9.37%	9.44%	9.44%	9.44%	9.44%
<b>Other Income</b>	(34)	13	(8)	(13)	(3)	(12)	(13)	(14)	(15)
<i>Other Income as % of Sales</i>	-0.49%	0.16%	-0.10%	-0.14%	-0.03%	-0.12%	-0.12%	-0.12%	-0.12%
<b>Restructuring/impairment charges</b>	387	4	11	175	69	176	187	197	206
<i>Restructuring % of Sales</i>	5.61%	0.05%	0.13%	1.93%	0.71%	1.69%	1.69%	1.69%	1.69%
<b>Operating Income</b>	310	762	957	789	975	924	985	1,036	1,082
<i>EBIT Margin</i>	4.50%	9.59%	11.73%	8.70%	9.97%	8.88%	8.88%	8.88%	8.88%
<b>Interest expense, net</b>	74	99	114	112	126	130	139	146	152
<i>Interest expense % of Sales</i>	1.07%	1.25%	1.40%	1.24%	1.29%	1.25%	1.25%	1.25%	1.25%
<b>Non-Operating Expense</b>	(12.00)	(5.00)	4.00	(5.68)	(2.49)	(5.75)	(6.13)	(6.45)	(6.73)
<i>% of Sales</i>	-0.17%	-0.06%	0.05%	-0.06%	-0.03%	-0.06%	-0.06%	-0.06%	-0.06%
<b>Pre-Tax Income</b>	248	668	839	683	851	800	852	897	936
<i>% of Sales</i>	3.60%	8.41%	10.28%	7.53%	8.71%	7.68%	7.68%	7.68%	7.68%
<b>Income tax expense</b>	123	166	188	187	210	216	230	242	253
<i>% of Sales</i>	1.78%	2.09%	2.30%	2.06%	2.15%	2.08%	2.08%	2.08%	2.08%

# Appendix C: Cash Flow Statement



Ingredion Inc. (NYSE: INGR) Consolidated Statements of Cash Flows - USD (\$) \$ in Millions	12 Months Ended		
	FY 2021	FY 2022	FY 2023
<b>Cash from operating activities</b>			
Net income	\$ 125	\$ 502	\$ 651
<b>Non-cash charges to net income:</b>			
Depreciation and amortization	220	215	219
Mechanical stores expense	55	55	62
Impairment on disposition of assets	340	-	-
Deferred income taxes	(61)	(3)	(6)
Other non-cash charges	8	57	69
<b>Changes in working capital:</b>			
Accounts receivable and prepaid expenses	(162)	(310)	77
Inventories	(312)	(468)	69
Accounts payable and accrued liabilities	226	158	(79)
Margin accounts	(32)	(44)	10
Other	(15)	(10)	(15)
<b>Cash provided by operating activities</b>	<b>392</b>	<b>152</b>	<b>1,057</b>
<b>Cash from investing activities</b>			
Capital expenditures and mechanical stores purchases	(300)	(300)	(316)
Proceeds from disposal of manufacturing facilities and properties	18	7	2
Payments for acquisitions, net of cash acquired	(40)	(29)	-
Other	(13)	2	(15)
<b>Cash used for investing activities</b>	<b>(335)</b>	<b>(320)</b>	<b>(329)</b>
<b>Cash from financing activities</b>			
Proceeds from borrowings	1,300	825	720
Payments on debt	(1,690)	(532)	(949)
Commercial paper (repayments) borrowings, net	250	140	(63)
Repurchases of common stock, net	(68)	(112)	(101)
Issuances of common stock for share-based compensation, net	19	9	20
Purchases of non-controlling interests	-	(46)	(2)
Dividends paid, including to non-controlling interests	(184)	(181)	(194)
<b>Cash (used for) provided by financing activities</b>	<b>(373)</b>	<b>103</b>	<b>(569)</b>
Effects of foreign exchange rate changes on cash	(21)	(27)	6
<b>Increase (decrease) in cash and cash equivalents</b>	<b>(337)</b>	<b>(92)</b>	<b>165</b>
Cash and cash equivalents, beginning of period	665	328	236
<b>Cash and cash equivalents, end of period</b>	<b>328</b>	<b>236</b>	<b>401</b>

# Appendix D: Revenue Build



Ingredion Inc. (NYSE: INGR)										
Revenue Build (in \$mn)										
Quarter End	FY20	FY 21	FY 22	FY 23	FY 24E	FY 25E	FY26E	FY27E	FY28E	FY29E
North America	\$ 3,662	\$ 4,137	\$ 4,934	\$ 5,188	5,812	6,323	6,791	\$ 7,294	\$ 7,722	\$ 8,100
<i>Percent Growth From Last Period</i>										
<i>Percent Growth YoY</i>		12.97%	19.27%	5.15%	12.03%	8.79%	7.41%	7.41%	5.87%	4.90%
South America	919	1,057	1,124	1,062	1,129	1,159	1,175	\$ 1,192	\$ 1,214	\$ 1,232
<i>Percent Growth From Last Period</i>										
<i>Percent Growth YoY</i>		15.02%	6.34%	-5.52%	6.33%	2.64%	1.37%	1.45%	1.82%	1.54%
Asia-Pacific	813	997	1,107	1,089	1,208	1,285	1,350	\$ 1,424	\$ 1,475	\$ 1,515
<i>Percent Growth From Last Period</i>										
<i>Percent Growth YoY</i>		22.63%	11.03%	-1.63%	10.90%	6.40%	5.06%	5.45%	3.64%	2.72%
EMEA	593	703	781	821	921	1,004	1,093	\$ 1,181	\$ 1,260	\$ 1,333
<i>Percent Growth From Last Period</i>										
<i>Percent Growth YoY</i>		18.55%	11.10%	5.12%	12.19%	9.03%	8.87%	8.03%	6.65%	5.85%
<b>Total Net Sales</b>	<b>\$ 5,987</b>	<b>\$ 6,894</b>	<b>\$ 7,946</b>	<b>\$ 8,160</b>	<b>\$ 9,070</b>	<b>\$ 9,771</b>	<b>\$ 10,409</b>	<b>\$ 11,091</b>	<b>\$ 11,671</b>	<b>\$ 12,182</b>
<i>Orders f d F qv sg</i>	~	04-04\$	04-15\$	1-58\$	00-04\$	6-62\$	5-42\$	5-44\$	4-12\$	3-26\$



# Appendix E: Net Working Capital



Ingredion Inc. (NYSE: INGR)										
NWC Projections										
	FY20	FY 21	FY 22	FY 23	FY 24E	FY 25E	FY 26E	FY 27E	FY 28E	FY 29E
<b>Current Assets</b>										
Receivables	1,130	1,411	1,279	1,494	1,610	1,715	1,827	1,923	2,007	
<i>Days Sales Outstanding</i>	58.35	64.81	57.21	60.13	60.13	60.13	60.13	60.13	60.13	60.13
Inventory	1,172	1,597	1,450	1,657	1,783	1,902	2,027	2,133	2,226	
<i>Inventory Days</i>	76.90	90.34	82.55	83.27	83.27	83.27	83.27	83.27	83.27	83.27
All other current assets	63	62	261	148	159	170	181	190	199	
<i>% of Revenue</i>	0.91%	0.78%	3.20%	1.63%	1.63%	1.63%	1.63%	1.63%	1.63%	1.63%
<b>Total Assets</b>	<b>2,365</b>	<b>3,070</b>	<b>2,990</b>	<b>3,299</b>	<b>3,552</b>	<b>3,787</b>	<b>4,035</b>	<b>4,246</b>	<b>4,432</b>	
<b>Current Liabilities</b>										
Accounts Payable	1,204	1,339	1,324	1,526	1,642	1,753	1,867	1,965	2,051	
<i>A/P Days</i>	79.00	75.75	75.38	76.71	76.71	76.71	76.71	76.71	76.71	76.71
<b>Total Liabilities</b>	<b>1,204</b>	<b>1,339</b>	<b>1,324</b>	<b>1,526</b>	<b>1,642</b>	<b>1,753</b>	<b>1,867</b>	<b>1,965</b>	<b>2,051</b>	
<b>NWC</b>	<b>1,161</b>	<b>1,731</b>	<b>1,666</b>	<b>1,772</b>	<b>1,909</b>	<b>2,034</b>	<b>2,167</b>	<b>2,281</b>	<b>2,381</b>	
<b>Change in NWC</b>		<b>570</b>	<b>(65)</b>	<b>106</b>	<b>137</b>	<b>125</b>	<b>133</b>	<b>113</b>	<b>100</b>	

# Appendix F: D&A and CapEx



Ingredion, Inc. (NYSE:INGR)									
CapEx and D&A Projections	FY2021	FY2022	2023	2024E	2025E	2026E	2027E	2028E	2029E
Capital Expenditures	(300)	(300)	(316)	-363	-379	-408	-436	-457	-478
Revenue	6,894	7,946	8,160	9070	9771	10409	11091	11671	12182
<i>% of Sales</i>	-4.35%	-3.78%	-3.87%	-4.00%	-3.88%	-3.92%	-3.93%	-3.91%	-3.92%
Depreciation & Amortization	220	215	219	259.1533	268.6052	287.6101	309.3935	322.9585	337.8238
<i>% of Capital Expenditures</i>	-73.33%	-71.67%	-69.30%	-71.43%	-70.80%	-70.51%	-70.92%	-70.74%	-70.72%

# Appendix G: Beta & WACC

Ingredion Inc. (NYSE: INGR)	
WACC	
MV Equity	7,497
<i>Share Price</i>	111.89
<i>Shares Outstanding</i>	67
Market Return	10%
Risk Free Rate	4.21%
Equity Risk Premium	5.79%
Beta	0.530375
<b>Cost of Equity</b>	<b>7.3%</b>
MV Debt	2,188
Credit Spread	1.50%
Implied Tax Rate	22.41%
<b>Cost of Debt</b>	<b>4.43%</b>
Weight of Equity	77.41%
Weight of Debt	22.59%
WACC	6.63%

Beta Calculation	
Covariance	3.1991E-05
Variance	6.03177E-05
<b>Beta</b>	<b>0.530375127</b>

# Appendix H: DCF

Ingredion Inc. (NYSE: INGR)									
Discounted Cash Flow									
<i>Eff t qbr ImL Wkbr TRC</i>	FY 21	FY22	FY 23	FY 24E	FY 25E	FY 26E	FY 27E	FY 28E	FY 29E
Revenue	6,894	7,946	8,160	9,070	9,771	10,409	11,091	11,671	12181.583
% Growth		15.26%	2.69%	11.15%	7.73%	6.53%	6.55%	5.23%	4.37%
EBIT	310	-732	957	789	975	924	985	1,036	1,082
EBIT Margin	4.50%	-9.21%	11.73%	8.70%	9.97%	8.88%	8.88%	8.88%	8.88%
NOPAT	241	-568	743	613	756	717	764	804	839
Tax Rate	22.40%	22.40%	22.40%	22.40%	22.40%	22.40%	22.40%	22.40%	22.40%
Plus: D&A	220	215	219	259	269	288	309	323	338
Less: CapEx	(300)	(300)	(316)	(363)	(379)	(408)	(436)	(457)	(478)
Less: Change in NWC		570	(65)	106	137	125	133	113	100
<b>FCFF</b>	161	(1,223)	711	403	509	472	504	557	600
Discount Factor				1	2	3	4	5	6
Terminal Value (growth)			15,639	8,859	11,194	10,386	11,094	12,263	13,198
Terminal Value (multiple)			10,761	9,595	11,376	11,089	11,842	12,437	12,988
Cash Flows (growth)			711	403	509	472	504	557	600
Cash Flows (multiple)			711	403	509	472	504	557	600
PV of CF (growth)			711	377	447	389	390	404	408
PV of CF (multiple)			711	377	447	389	390	404	408

Gordon Growth	
Final Year FCFF	600
WACC	6.63%
Terminal Growth	2.00%
Terminal Value	13,198
PV of Terminal Value	8,976
Enterprise Value	12,102.98
Less: Debt	2,458
Plus: Cash	409
Equity Value	10,054
Diluted Shares Outstanding	66
Price Per Share	\$ 153.26
Upside	36.98%

Terminal Multiple	
EV/EBIT	9.15
Terminal EBIT	1,419
WACC	6.63%
Terminal Value	12,988
PV of Terminal Value	8,834
Enterprise Value	11,960
Less: Debt	2,458
Plus: Cash	409
Equity Value	9,911
Diluted Shares Outstanding	66
Price Per Share	\$ 151.09
Upside	35.03%

Terminal Growth Rate	2.00%
Terminal Multiple (EV/EBIT)	9.15
WACC	6.63%

# Appendix I: Comps



Ingredion Inc. (NYSE: INGR)																							
Comparable Companies																							
Figures in Millions USD																							
											LTM								2025E				
Company	Ticker	Price	Shares Outstanding	Market Cap	Cash	Debt	EV	Revenue	EBIT	EBITDA	EPS	EV/Revenue	EV/EBIT	EV/EBITDA	P/E	Revenue	EBIT	EBITDA	EPS	FWD EV/Revenue	FWD EV/EBIT	FWD EV/EBITDA	FWD P/E
Ingredion Inc.	INGR	\$111.89	66	\$ 7,339.98	\$ 409.00	\$ 2,458.00	\$ 9,388.98	\$ 8,160	\$ 969.00	\$ 1,188.00	\$ 9.41	1.15x	9.69x	7.90x	11.89x	\$ 9,771.11	\$ 974.59	\$ 1,243.19	\$ 9.70	0.96x	9.63x	7.55x	11.53x
Archer Daniels Midland	ADM	\$ 62.79	509	\$ 31,946.92	\$ 1,368.00	\$ 9,929.00	\$ 40,507.92	\$ 93,935	\$ 4,185.30	\$ 5,244.30	\$ 7.13	0.43x	9.68x	7.72x	8.806451613	\$ 93,169.70	\$ 3,375.00	\$ 6,579.60	\$ 5.79	0.43x	12.00x	6.16x	10.84x
Vital Farms Inc	VITL	\$ 23.99	41.41	\$ 993.43	\$ 116.80	\$ 22.60	\$ 899.23	\$ 471.90	\$ 33.30	\$ 42.00	\$ 0.58	1.91x	27.00x	21.41x	41.36206897	\$ 648.30	\$ 51.70	\$ 73.20	\$ 0.93	1.39x	17.39x	12.28x	25.80x
McCormick & Company	MKC	\$ 77.25	268.13	\$ 20,713	\$ 178.00	\$ 4,481.90	\$ 25,016.94	\$ 6,699.40	\$ 1,035.10	\$ 1,232.40	\$ 2.67	3.73x	24.17x	20.30x	28.93258427	\$ 6,872.40	\$ 1,136.30	\$ 1,339.30	\$ 3.08	3.64x	22.02x	18.68x	25.08x
Bunge	BG	\$ 102.50	140.99	\$ 14,451	\$ 2,707.00	\$ 6,720.00	\$ 18,464.48	\$ 59,540.00	\$ 3,177.90	\$ 3,628.90	\$ 12.85	0.31x	5.81x	5.09x	7.976653696	\$ 56,965.90	\$ 2,083.20	\$ 2,541.10	\$ 9.85	0.32x	8.86x	7.27x	10.41x
MGP Ingredients	MGPI	\$ 86.37	22.07	\$ 1,906	\$ 18.40	\$ 300.50	\$ 2,188.29	\$ 836.50	\$ 178.40	\$ 200.50	\$ 5.85	2.62x	12.27x	10.91x	14.76410256	\$ 795.10	\$ 208.10	\$ 234.00	\$ 6.87	2.75x	10.52x	9.35x	12.57x
Darling Ingredients	DAR	\$ 46.74	159.61	\$ 7,460	\$ 126.50	\$ 4,725.60	\$ 12,059.27	\$ 6,788.10	\$ 966.90	\$ 1,468.90	\$ 4.06	1.78x	12.47x	8.21x	11.51231527	\$ 6,604.60	\$ 834.90	\$ 1,742.30	\$ 4.46	1.83x	14.44x	6.92x	10.48x
Post Holdings	POST	\$ 106.70	60.68	\$ 6,474.556	\$ 150.60	\$ 6,323.90	\$ 12,647.86	\$ 7,390.60	\$ 759.50	\$ 1,186.40	\$ 6.16	1.71x	16.65x	10.66x	17.32142857	\$ 8,272.10	\$ 798.00	\$ 1,382.20	\$ 6.37	1.53x	15.85x	9.15x	16.75x
			Share Price	EV	Revenue	EBIT	EBITDA	EPS	EV/Revenue	EV/EBIT	EV/EBITDA	P/E	Revenue	EBIT	EBITDA	EPS	FWD EV/Revenue	FWD EV/EBIT	FWD EV/EBITDA	FWD P/E			
Minimum		\$ 23.99	\$ 899.23	\$ 471.90	\$ 33.30	\$ 42.00	\$ 0.58	0.31x	5.81x	5.09x	7.98x	7.98x	\$ 648.30	\$ 51.70	\$ 73.20	\$ 0.93	0.32x	8.86x	6.16x	10.41x			
Quartile 1		\$ 54.77	\$ 7,123.78	\$ 3,767.95	\$ 468.95	\$ 693.45	\$ 3.37	1.07x	10.97x	7.97x	10.16x	\$ 3,699.85	\$ 503.05	\$ 786.65	\$ 3.77	0.91x	11.26x	7.09x	10.66x				
Median		\$ 77.25	\$ 12,647.86	\$ 6,788.10	\$ 966.90	\$ 1,232.40	\$ 5.85	1.78x	12.47x	10.66x	14.76x	\$ 6,872.40	\$ 834.90	\$ 1,382.20	\$ 5.79	1.53x	14.44x	9.15x	12.57x				
Quartile 3		\$ 94.44	\$ 21,740.71	\$ 33,465.30	\$ 2,106.50	\$ 2,548.90	\$ 6.65	2.26x	20.41x	15.61x	23.13x	\$ 32,619.00	\$ 1,609.75	\$ 2,141.70	\$ 6.62	2.29x	16.62x	10.82x	20.92x				
Maximum		\$ 106.70	\$ 40,507.92	\$ 93,935.00	\$ 4,185.30	\$ 5,244.30	\$ 12.85	3.73x	27.00x	21.41x	41.36x	\$ 93,169.70	\$ 3,375.00	\$ 6,579.60	\$ 9.85	3.64x	22.02x	18.68x	25.80x				
Average		\$ 72.33	\$ 15,969.14	\$ 25,094.50	\$ 1,476.63	\$ 1,773.93	\$ 5.61	1.78x	15.44x	12.04x	18.67x	\$ 24,761.16	\$ 1,212.46	\$ 1,984.53	\$ 5.34	1.70x	14.44x	9.97x	15.99x				
Minimum		\$ 7.34	\$ 54.59	\$ 60.91	\$ 75.06	\$ 17.04	\$ 100.45	\$ 85.44	\$ 100.99														
Quartile 1		\$ 102.02	\$ 130.84	\$ 113.04	\$ 95.60	\$ 104.45	\$ 136.03	\$ 103.20	\$ 103.47														
Median		\$ 189.75	\$ 152.99	\$ 161.83	\$ 138.93	\$ 196.51	\$ 183.35	\$ 142.18	\$ 122.01														
Quartile 3		\$ 249.98	\$ 270.26	\$ 251.40	\$ 217.63	\$ 309.72	\$ 215.70	\$ 173.78	\$ 202.98														
Maximum		\$ 433.26	\$ 367.65	\$ 356.50	\$ 389.22	\$ 510.97	\$ 295.85	\$ 322.75	\$ 250.34														
Average		\$ 190.62	\$ 196.78	\$ 186.88	\$ 175.67	\$ 221.84	\$ 183.30	\$ 157.76	\$ 155.18														

BUIF: Consumer Staples