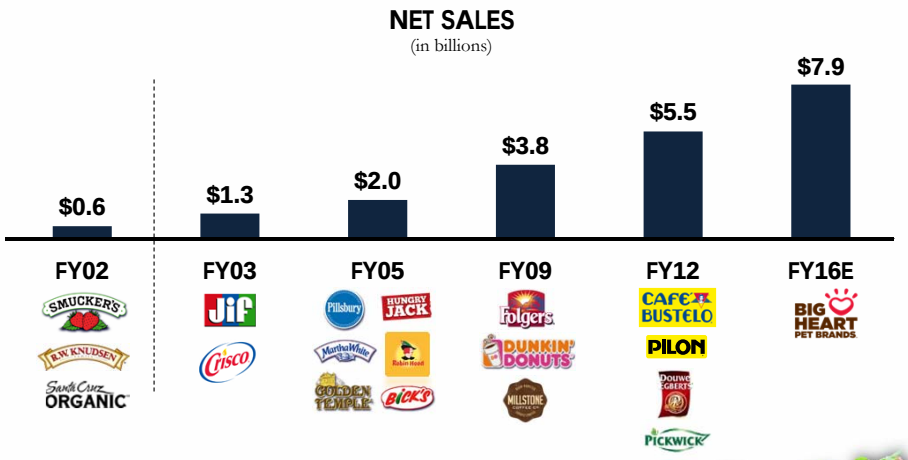

SMUCKER'S
THE J. M. SMUCKER COMPANY
SJM50
CELEBRATING 50 YEARS ON THE NYSE


SJM50
MERGERS & ACQUISITIONS
Barry Dunaway
President, International and Chief Administrative Officer

Transformational Growth Through Acquisitions

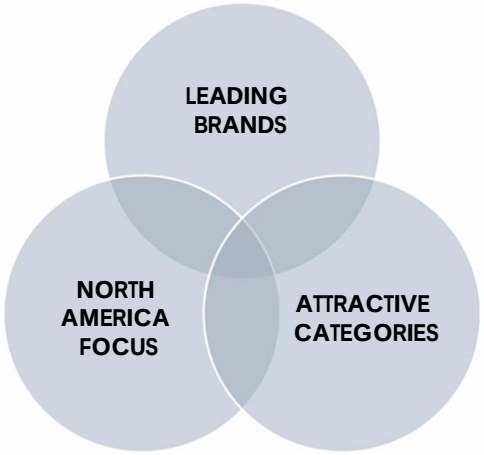
A focused and disciplined approach to acquisitions.



3

Evaluating Acquisition Targets

Evaluation criteria to ensure a strategic fit.



- SYNERGIES
- ACCRETION
- RIGHT PRICE
- DEAL STRUCTURE

KEY ELEMENTS OF OUR CORPORATE VISION

4

Acquisition Types

All three play an important role in achieving our strategy.

ENABLING	BOLT-ON	TRANSFORMATIONAL
Smaller in Size	Increase Category Presence	Larger in Size
New Capabilities	Reach New Consumers	Game Changing
Capitalize on Scale and Resources	Leverage Category Leadership	New Markets and New Categories

truRoots · Sahale Snacks · Café Bustelo · Pilon · Folgers · Big Heart Pet Brands · Jif

5

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Current Areas of Focus Include…

Enabling and bolt-on acquisitions that support our growth platforms.

EXPANDING SNACKING PORTFOLIO





GROWING NATURAL AND ORGANIC PRESENCE

USDA ORGANIC

Made with Non-GMO Ingredients

LEVERAGING LEADERSHIP IN PET





EVALUATING OPPORTUNITIES FOR GROWTH IN COFFEE





6

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