

August 2014

john conti Coffee Co. acquired by Canteen of Kentuckiana

Industry: Food / Beverage

Role: Sell-Side Advisor

About the Deal:

Canteen Service Co. of Kentuckiana (“Canteen”) has completed an acquisition of 100% of the stock of john conti Coffee Co. (“john conti”). Headquartered in Louisville, Kentucky, john conti Coffee Co. is the region’s largest roaster of specialty Arabica coffee and provider of john conti branded coffee, tea, and water beverage service to offices, restaurants, convenience stores, healthcare institutions, grocery stores and other customers.

Canteen Service Co. of Kentuckiana is a Kentucky-based franchisee and partner of the Canteen Corporation, a division of the Compass Group. Canteen of Kentuckiana is the second largest Canteen franchise in the system. Canteen offers vending, office refreshments, dining, catering, and institutional nutrition programs across Kentucky, Indiana, Tennessee, and Ohio.

Hilliard Lyons managed the confidential sale process by identifying and contacting a targeted list of potential strategic and financial acquirors that could satisfy the Conti family’s desire to retire from the business, while providing employees with a well-capitalized partner. From a synergistic standpoint, john conti provides a strategic expansion into key geographic territories, new customer end-markets, and an established line of gourmet branded beverage products for Canteen. In addition, Canteen will expand the john conti brand through its platform of significant existing institutional foodservice customer relationships.

About Hilliard Lyons Investment Banking:

Hilliard Lyons Investment Banking employs a full-service model that brings “Wall Street” resources and experience to our “Main Street” clients. Our team’s breadth and depth of experience enables us to deliver superior results to both public and private companies in the greater Midwest and Southeast. With offices in Louisville, KY and Cincinnati, OH, our Senior Investment Bankers focus on advising lower middle-market and emerging growth companies in Mergers & Acquisitions, Capital Raising, and Business Valuation. Please visit www.hlinvestmentbanking.com for more information. Hilliard Lyons Investment Banking is a division of J.J.B. Hilliard, W.L. Lyons, LLC, a full service financial services firm headquartered in Louisville, Kentucky.

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