David Washburn Quoted in *The Food Institute* on Food Industry M&A Outlook

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Katten Mergers & Acquisitions and Private Equity Partner and Global Co-Chair David Washburn was quoted in an article by *The Food Institute* exploring how cooling deal activity, shifting valuations and evolving corporate strategy are shaping the outlook for mergers and acquisitions in the food and beverage industry.

David discussed how credit markets and private equity activity are poised to drive the next wave of food and beverage M&A, particularly in the middle market, where tariff pressures have pushed companies toward private lenders.

"Many of our clients remain focused on identifying regional and national restaurant items that are appropriate for CPG," David said, citing sauces and condiments as especially likely targets. "At one time, restaurant owners believed that going to the grocery market would cannibalize sales. Now, restaurant owners realize that grocery is a separate purchasing decision and that they can capitalize on their brand equity without diminishing in-store sales."

"M&A in Food Industry to be More Strategic in 2026," *The Food Institute*, 2026

CONTACTS

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