

Reducing Research Time While Raising Data Quality at Rabobank North America



Rabobank is an international cooperative bank with Dutch origins that combines more than 125 years of financial expertise with a highly collaborative approach to banking. Through its North American Corporate Finance team, Rabobank advises and finances Food & Agriculture businesses across the region, supporting clients on acquisitions, divestitures, and complex financing transactions. Backed by a global network of over 49,000 colleagues across 35 countries, the team pairs deep sector specialization with international reach to deliver tailored outcomes for its clients.

The Challenge:

Centralizing Reliable Financial and Transaction Data

The Rabobank Corporate Finance team in New York faced challenges when performing research on private companies as historical financials and M&A transaction data were spread across multiple platforms and varied

significantly in quality. While estimates were often available, they were not always accurate or supported by transparent sourcing, making it time consuming to validate key figures.

"Many intelligence platforms give rough, and often inaccurate, estimates of these figures, usually without any source or clear rationale for how they were derived."

Kees F.

Analyst, Mergers & Acquisitions at Rabobank North America

As a result, the team spent considerable time piecing together and cross-checking information from different databases. The opportunity to create efficiency in their workflows prompted Rabobank to seek a private market intelligence platform that could centralize reliable data, reduce manual validation work, and support faster, more confident deal execution.

The screenshot displays the Gain platform's 'Companies' view. On the left is a sidebar with navigation options: News, Companies (selected), Investors, Lenders, Advisors, Deals, Industries, and Conferences. Below these are watchlists for 'Bakeries, EBITDA €5-5...', 'Behind the mask', 'Data points not added ...', 'Midnight markets', and 'Midnight Markets'. The main area features a search bar and a table of companies. The table has columns for Name, Rank, Segment, Tags, Last platform deal, and FTEs. It includes filters for 'Company HQ: United States', 'Revenue', 'EBITDA', 'FTEs', 'Ownership', 'Tags', and 'Similar to: The Wine Group (US)'. The table lists 27 companies, including Gallo, Constellation Brands, Ste. Michelle Wine Estates, Delicato Family Wines, Jackson Family Wines, The Duckhorn Portfolio, Trinchero Family Estates, Bronco Wine Co, O'Neill Vintners & Distillers, Francis Ford Coppola Winery, WX Brands, and Vintage Wine Estates.

Name	Rank	Segment	Tags	Last platform deal	FTEs
Gallo Production of alcoholic beve...	#1	High-Volume Multibrand...	beverages alcohol consumer goods +20	-	7,000 '24
Constellation Brands Production of alcoholic beve...	#2	High-Volume Multibrand...	beer spirits wine liquor wine bot... +13	-	10,600 '24
Ste. Michelle Wine Estates Production & distribution of ...	#4	High-Volume Multibrand...	concerts wine club sparkling wine +16	Jul. 2021	600 '25
Delicato Family Wines Production and distribution ...	#10	High-Volume Multibrand...	bars beverages innovation vineyards +19	-	1,200 '24
Jackson Family Wines Production of wine and spirits	#14	Premium & Luxury Estat...	beverages spirits winery luxury bra... +18	-	1,300 '24
The Duckhorn Portfolio Production and distribution ...	#17	Premium & Luxury Estat...	sparkling wine wine wine tasting +15	Oct. 2024	630 '24
Trinchero Family Estates Production of wine and spirits	#19	High-Volume Multibrand...	beverages spirits winery luxury bra... +18	-	1,150 '24
Bronco Wine Co Production and distribution ...	#20	High-Volume Multibrand...	winery wine wine tasting winemaki... +19	-	670 '24
O'Neill Vintners & Distillers Wine producer	#23	Private-Label & Bulk WI...	marketing beverages alcohol retail +4	-	182 '25
Francis Ford Coppola Winery Wine manufacturing	#24	High-Volume Multibrand...	fine dining beverages winery wine ta... +1	-	173 '25
WX Brands Wine brand developer	#26	Private-Label & Bulk WI...	wine	-	198 '25
Vintage Wine Estates Wine producer	#27	Private-Label & Bulk WI...	direct-to-consumer legacy sparkling wine	-	586 '22

The Solution:**A Complete, Reliable Financial Picture**

The team was looking for a platform that could provide a complete financial view of companies in their target market and speed up research. They also wanted to ensure that the data was high-quality and fully sourced every time. That's when they landed on Gain.

"Gain is the first platform I've used since hitting the desk that truly brings all information and insights together in a clean, easy-to-check format."

Kees F.

Also, knowing that their European counterparts had achieved great results using Gain, the North American team decided to try it for themselves.

"Ultimately, our European counterparts had such a positive experience using the platform, that our team decided to give it a try. Our experience since has been nothing short of positive."

Kees F.

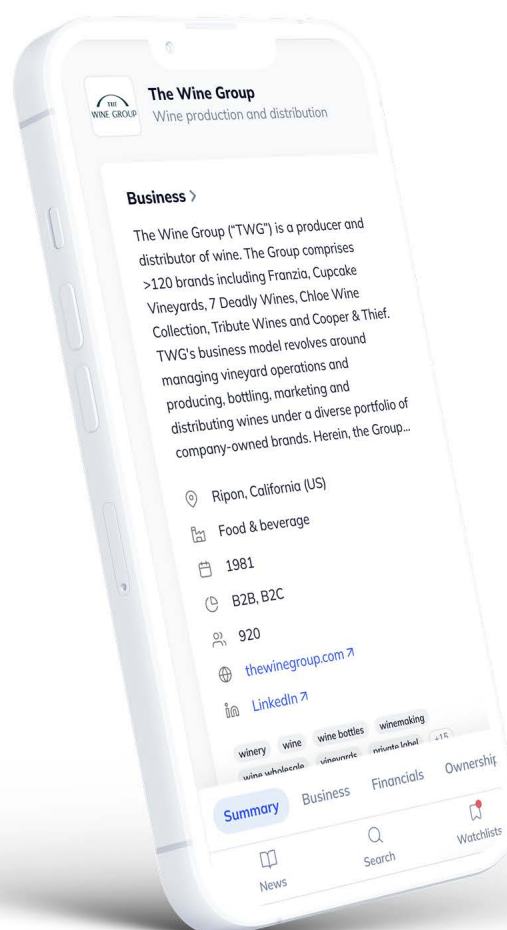
Use Cases:**Streamlining M&A in the Food & Agriculture Sector**

- ✓ Access reliable financials for private companies with full source transparency, reducing time spent validating data
- ✓ Track ownership structures and key contacts for target companies to support deal sourcing and outreach

- ✓ Develop an initial set of comparable companies when conducting research on target companies, accelerating benchmarking

"My favorite feature by far is the ability to export aggregated private company financials into a single Excel file, with all sources clearly listed."

Kees F.



The Results:

Time Savings, Reliability, and Strategic Impact

Since adopting Gain, the Rabobank North American Corporate Finance team has seen significant time savings, particularly when performing research on private companies. Tasks that once required hours of manual work can now be completed in a fraction of the time.

“For example, I was tasked with performing a ‘quick’ analysis for a private European Food & Agriculture client whose financials were challenging to find in a single location. Without Gain, this exercise would likely have taken five to six hours – sourcing historical filings, exporting them to Excel, and analyzing 10 years of data. Instead, because Gain had already consolidated

these figures (very reliably, I might add), I was able to turn around an initial estimate of the metric we were calculating in under an hour of the initial ask, with clear visibility into the underlying sources.”

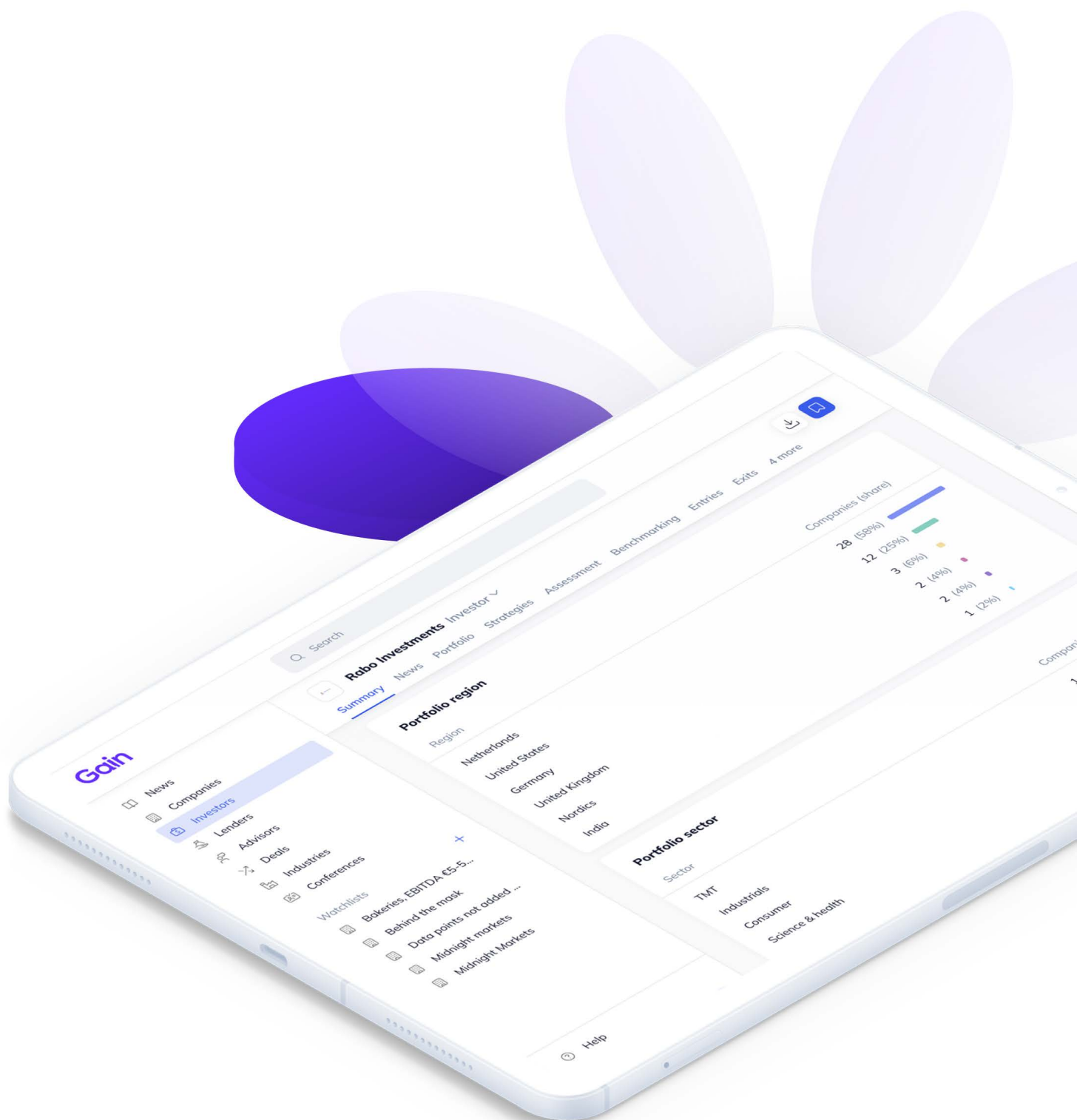
Kees F.

Further, the efficiency gained has enabled junior team members to spend more time supporting senior colleagues and concentrating on other high value activities, such as complex valuation models, scenario analyses, and strategic decision-making. This reliability and speed have not only improved workflows but also strengthened the quality of output, giving the Rabobank Corporate Finance team in New York a competitive edge in deal execution.



Scan to try Gain for yourself

"The only reason not to recommend Gain is to keep it for myself."



Gain