



Stock Index Packaging

Q4 2017



Key Topics

- Selected Global Packaging Company News
- Global Packaging Stock Index by Sector
- Global Packaging Valuations by Sector
- Selected M&A Transaction Highlights
- Global Packaging Company Operating Statistics and Valuation Parameters

Market Intelligence

- Several companies are exploring strategic alternatives, including **Bemis** (NYSE:BMS) and **WS Packaging** (JW Childs Associates)
- 12/2017 – **Coveris** (Sun Capital Partners) has launched sale processes for its North American flexible packaging and European rigid packaging businesses
- 12/2017 — **Albéa** (Sun European Partners) has entered into exclusive negotiations to be acquired by **PAI Partners**
- 12/2017 — **Guala Closures** (NB Renaissance; aPriori Capital) has received final offers from multiple strategic and financial parties, including **Amcor** (ASX:AMC)
- 12/2017 — **DS Smith** (LSE:SMDS) is eyeing further acquisitions in the U.S. as well as Romania, Central Europe and Italy
- 11/2017 — **Intertape Polymer** (TSX:ITP) will seek more acquisitions as it plans to double in size over the coming five to seven years
- 11/2017 — **Berry Global** (NYSE:BERY) reports a robust global pipeline of acquisitions across all business segments
- 11/2017 — **Sonoco** (NYSE:SON) has announced that Rob Tiede, COO, will take over as CEO following Jack Sanders' retirement in April
- 11/2017 — **Nippon Paper Industries** (TSE:3863) is evaluating the acquisition of a U.S.-based liquid packaging manufacturer
- 10/2017 — **Rottneros** (STO:RROS) is considering opportunistic acquisitions of packaging products companies
- 10/2017 — **American Spraytech** is interested in acquisitions with aerosol capabilities in the Southern or Western U.S.
- 10/2017 — **Corpack** is considering options for expansion in the U.S., including a sale to private equity
- 10/2017 — **Stribbons** is eyeing paperboard acquisition targets domestically and abroad

Recent Lincoln International Transactions

FAROL
ASSET MANAGEMENT
FULHAM & CO.

have sold

DELPHON

to

P/W/P
/ Growth Equity



PCM **PCM COMPANIES**

has sold

maverick
ENTERPRISES, INC.

to

Sparflex



W
WINSTON PARTNERS

has sold

NEKOOSA

to

Sentinel
CAPITAL PARTNERS




H I C
CAPITAL

has sold

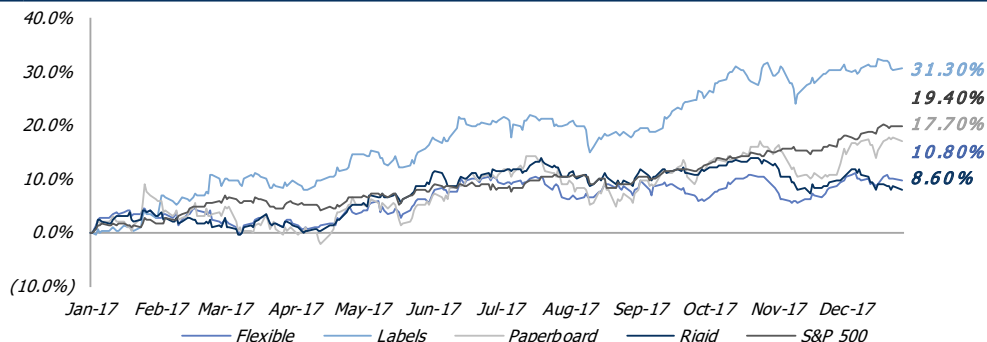
Accupac

to

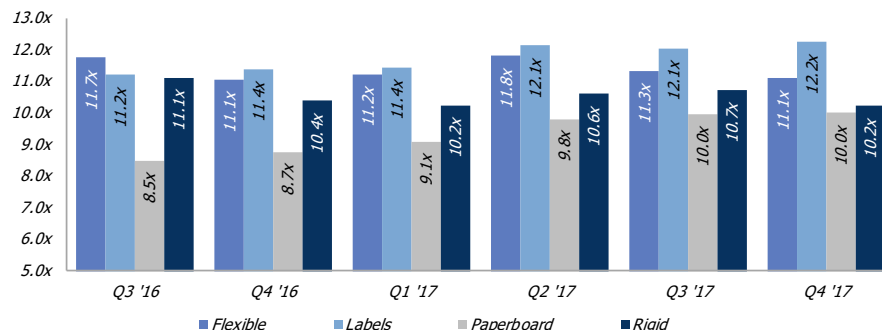
J.H. WHITNEY & CO.
J.H. WHITNEY CAPITAL PARTNERS, LLC



LTM Relative Stock Price Performance



Historical Enterprise Value / EBITDA Valuation Performance



Selected M&A Transactions

(\$ in millions)

Date	Status	Target Company	Acquiring Company	Enterprise Value	EV/LTM Revenue	EV/LTM EBITDA
Dec-17	Announced	Clopay Plastic Products Company	Berry Global Group, Inc.	\$475	1.0x	n/a
Dec-17	Announced	Signode Industrial Group LLC	Crown Holdings, Inc.	\$3,910	n/a	10.4x
Dec-17	Announced	NCL Graphic Specialties, Inc.	Fort Dearborn Company	n/a	n/a	n/a
Dec-17	Announced	Seydaco Packaging Corp.,	Graphic Packaging Holding Company	n/a	n/a	n/a
Dec-17	Announced	Oricon Packaging Pvt Ltd	Pelliconi & C. SPA	\$64	n/a	n/a
Dec-17	Announced	N.A. Consumer Packaging Business of International Paper Company	Graphic Packaging International, Inc.	\$1,801	1.1x	n/a
Dec-17	Announced	Plymouth Packaging Inc.	WestRock Company	n/a	n/a	n/a
Dec-17	Announced	S.C. Ecopack and SC. EcoPaper	DS Smith Plc	n/a	n/a	n/a
Dec-17	Announced	Axilone SA	CITIC Capital Partners	n/a	n/a	n/a
Dec-17	Announced	Shields Bag & Printing Co.	Novolex Holdings, Inc.	n/a	n/a	n/a
Dec-17	Closed	Fortis Solutions Group, LLC	Main Post Partners	n/a	n/a	n/a
Dec-17	Closed	Northern Labs, Inc.	Knowlton Development Corporation	n/a	n/a	n/a
Dec-17	Closed	Tray-Pak Corporation	Graham Partners	n/a	n/a	n/a
Dec-17	Closed	Aware Products, LLC	Vee Pak	n/a	n/a	n/a
Dec-17	Closed	IntraPac International Corporation	ONCAP	n/a	n/a	n/a
Nov-17	Closed	EasyPak, LLC	Graham Partners	n/a	n/a	n/a
Nov-17	Closed	Shore Plastic Technologies, Inc.	Comar, LLC	n/a	n/a	n/a
Nov-17	Closed	Aromair Fine Fragrance Company	Knowlton Development Corporation	n/a	n/a	n/a
Nov-17	Closed	Graham Packaging Company B.V.	Alpha Packaging, Inc.	n/a	n/a	n/a
Nov-17	Closed	Nekoosa Coated Products, LLC	Sentinel Capital Partners	n/a	n/a	n/a
Oct-17	Closed	Brook & Whittle Limited	Snow Phipps Group	n/a	n/a	n/a
Oct-17	Closed	Industria Corchera, Screw Caps	Guala Closures S.p.A.	n/a	n/a	n/a
Oct-17	Closed	ES-Plastic GmbH	Proplast Group	n/a	n/a	n/a
Oct-17	Closed	Tekni-Plex, Inc.	Genstar Capital	n/a	n/a	n/a
Oct-17	Closed	Asiapack Limited	Elanders AB	\$8	n/a	n/a
Oct-17	Closed	Norgraft Packaging S.A.	Graphic Packaging Holding Company	n/a	n/a	n/a

Public Comparables Analysis

(\$ in millions, except per share data)

Company Name	Stock Price	% of 52 Week High	Market Cap	Enterprise Value	LTM		YoY Revenue Growth	EBITDA Margin	Enterprise Value / LTM	
					Revenue	EBITDA			Revenue	EBITDA
Flexible										
Amcor Limited	\$12.04	91.9%	\$13,911	\$18,104	\$9,101	\$1,387	(3.0%)	15.2%	2.0x	12.7x
Bemis Company, Inc.	47.79	91.9%	4,340	5,846	4,031	556	0.8%	13.8%	1.5x	10.5x
Berry Global Group, Inc.	58.67	95.6%	7,686	13,051	7,095	1,277	9.3%	18.0%	1.8x	10.2x
Huhtamäki Oyj	42.03	92.9%	4,376	5,329	3,516	452	10.8%	12.9%	1.5x	11.5x
Sealed Air Corporation	49.30	97.4%	8,893	10,894	6,902	1,033	41.9%	15.0%	1.6x	10.6x
Winpak Ltd.	37.32	76.2%	2,426	2,187	880	198	7.0%	22.5%	2.5x	11.1x
Mean		91.0%					11.1%	16.2%	1.8x	11.1x
Median		92.4%					8.2%	15.1%	1.7x	10.8x
Labels										
Avery Dennison Corporation	\$114.86	97.4%	\$10,112	\$11,539	\$6,429	\$834	7.3%	13.0%	1.8x	13.8x
Brady Corporation	37.90	93.6%	1,954	1,906	1,123	160	0.5%	14.2%	1.7x	11.9x
CCL Industries Inc.	46.31	81.4%	8,122	9,682	3,664	694	29.4%	18.9%	2.7x	13.9x
Cenveo, Inc.	0.90	11.6%	8	1,060	1,508	118	(8.2%)	7.8%	0.7x	9.0x
Multi-Color Corporation	74.85	84.8%	1,530	1,993	953	159	5.7%	16.7%	2.1x	12.5x
Mean		73.8%					7.0%	14.1%	1.8x	12.2x
Median		84.8%					5.7%	14.2%	1.8x	12.5x
Paperboard										
Cascades Inc.	\$10.86	74.8%	\$1,030	\$2,322	\$3,375	\$284	10.8%	8.4%	0.7x	7.3x
DS Smith Plc	6.99	91.6%	7,456	9,413	6,933	807	27.0%	11.6%	1.3x	11.4x
Graphic Packaging Holding Company	15.45	97.5%	4,785	7,043	4,351	680	2.0%	15.6%	1.6x	10.3x
International Paper Company	57.94	98.3%	23,925	35,277	22,577	3,374	6.8%	14.9%	1.6x	10.0x
KapStone Paper and Packaging Corporation	22.69	90.8%	2,200	3,745	3,234	358	5.6%	11.1%	1.2x	10.4x
Mondi plc	26.10	90.0%	12,627	14,735	7,909	1,469	5.5%	18.6%	1.8x	9.6x
Packaging Corporation of America	120.55	99.3%	11,290	13,553	6,237	1,283	9.6%	20.6%	2.2x	10.6x
Sonoco Products Company	53.14	95.3%	5,282	6,487	4,880	601	(0.6%)	12.3%	1.3x	10.6x
WestRock Company	63.21	97.4%	15,916	22,221	14,860	2,250	4.9%	15.1%	1.5x	9.7x
Mean		92.8%					8.0%	14.3%	1.5x	10.0x
Median		95.3%					5.6%	14.9%	1.5x	10.3x
Rigid										
Amcor Limited	\$12.04	91.9%	\$13,911	\$18,104	\$9,101	\$1,387	(3.0%)	15.2%	2.0x	12.7x
AptarGroup, Inc.	86.28	95.0%	5,375	5,874	2,382	462	1.9%	19.4%	2.5x	12.7x
Ball Corporation	37.85	87.5%	13,250	20,359	10,760	1,608	29.0%	14.9%	1.9x	12.4x
Berry Global Group, Inc.	58.67	95.6%	7,686	13,051	7,095	1,277	9.3%	18.0%	1.8x	10.2x
Crown Holdings, Inc.	56.25	90.3%	7,553	12,725	8,453	1,355	0.8%	16.0%	1.5x	9.4x
Greif, Inc.	60.58	92.3%	3,091	4,037	3,638	455	9.5%	12.5%	1.1x	8.8x
Nampak Limited	1.31	68.7%	840	1,317	1,393	206	0.1%	14.8%	0.9x	5.8x
Owens-Illinois, Inc.	22.17	85.6%	3,614	9,018	6,799	1,075	1.7%	15.8%	1.3x	7.9x
RPC Group Plc	11.91	80.8%	4,862	6,348	4,554	628	69.1%	13.8%	1.4x	10.0x
Silgan Holdings Inc.	29.39	90.4%	3,244	6,151	3,900	523	7.2%	13.4%	1.6x	11.8x
Sonoco Products Company	53.14	95.3%	5,282	6,487	4,880	601	(0.6%)	12.3%	1.3x	10.6x
Mean		88.5%					11.4%	15.1%	1.6x	10.2x
Median		90.4%					1.9%	14.9%	1.5x	10.2x

Source: Bloomberg, Capital IQ and company filings, as of December 31, 2017

Global Industry Groups

Business Services
Consumer
Energy, Power & Infrastructure
Healthcare
Industrials
Technology, Media & Telecom

Global Locations

Amsterdam
Beijing
Chicago
Dallas
Frankfurt
London
Los Angeles
Madrid
Milan
Moscow
Mumbai
Munich
New York
Paris
San Francisco
São Paulo
Tokyo
Vienna
Zurich

Advisory Services

Mergers & Acquisitions
Debt Advisory
JV & Partnering
Valuations & Opinions
Special Situations

About Lincoln International

Lincoln International specializes in merger and acquisition advisory services, debt advisory services, private capital raising and restructuring advice on mid-market transactions. Lincoln International also provides fairness opinions, valuations and joint venture and partnering advisory services on a wide range of transaction sizes. With nineteen offices in the Americas, Asia and Europe, Lincoln International has strong local knowledge and contacts in key global economies. The firm provides clients with senior-level attention, in-depth industry expertise and integrated resources. By being focused and independent, Lincoln International serves its clients without conflicts of interest. More information about Lincoln International can be obtained at www.lincolninternational.com.

Lincoln's Global Packaging Group

North America

Luke Webb
Managing Director
lwebb@lincolninternational.com
+1 (312) 506-2747

Brian Goodwin
Vice President
bgoodwin@lincolninternational.com
+1 (312) 506-1953

Kevin Fox
Analyst

Disclaimer

This document contains significant assumptions and has been prepared based on publicly available information, or additional information supplied by the owners and/or managers of the company(ies) described in this document, which has not been independently verified. Accuracy and completeness of the information provided has been presumed and, therefore, its content may or may not be accurate and complete. No representation or warranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information or statements made in this document and Lincoln International, its affiliates, directors, officers, employees and representatives expressly disclaim any and all liability with regards thereto. This document has been prepared for informational purposes only, is not a research report (as such term is defined by applicable law and regulations) and is not to be relied on by any person for any purpose. In addition, it is not to be construed as an offer to buy or sell or a solicitation of an offer to buy or sell any financial instruments or to participate in any particular trading strategy. No part of this material may be copied or duplicated in any form, or redistributed, without the prior written consent of Lincoln International.