



Stock Index Packaging

Q1 2018



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 **Glatfelter** (NYSE:GLT) and **Bemis** (NYSE:BMS)

3/2018 – International Paper (NYSE:IP) is considering making a hostile bid for **Smurfit Kappa** (ISE:SK3) if friendly negotiations are unsuccessful

3/2018 – Coveris (Sun Capital Partners) collected first round bids in the auction process for its rigid packaging business in Europe

3/2018 – Guala Closures (NB Renaissance and aPriori Capital Partners) is close to entering exclusive negotiations with **Space4**

2/2018 – Cenvo filed for Chapter 11 bankruptcy protection and has begun restructuring discussions

2/2018 – Carton Pack is in exclusive negotiations to be acquired by **21 Investimenti** after recently launching a targeted sale process

2/2018 – Cartonsa is seeking acquisitions to grow its specialty paper footprint in the U.S., Canada and Europe

2/2018 – Owens-Illinois (NYSE:OI) is seeking bolt-on opportunities to grow its glass packaging business

2/2018 – Fedrigoni (Bain Capital) is seeking consolidation opportunities across the U.S. and Europe in the specialty paper and label markets

1/2018 – Papierfabrik August Koehler plans to spend EUR 500mm over the next four years to expand its recyclable packaging offerings

1/2018 – Constantia Flexibles (Wendel) is seeking packaging acquisitions to grow market share in the U.S. and India

1/2018 – Tecnocap is eyeing acquisitions in the metal packaging sector across the U.S., Poland and India

Recent Lincoln International Transactions

COMMAND PACKAGING

has been sold to

Delta Plastics



FAROL ASSET MANAGEMENT
FULHAM & CO.

have sold

DELPHON

to

P/W/P
/ Growth Equity



PCM COMPANIES

has sold

maverick ENTERPRISES, INC.

to

Sparflex



WINGATE PARTNERS

has sold

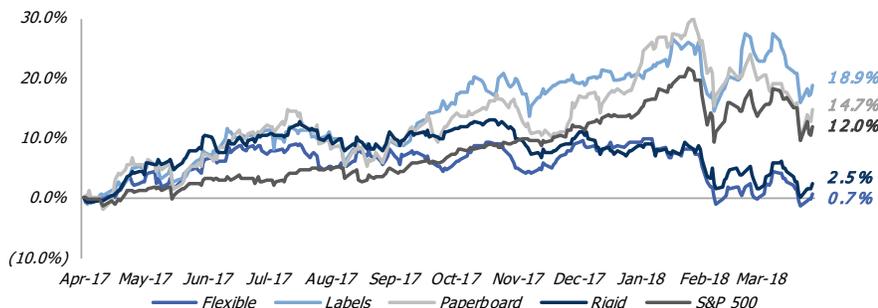
NEKOOSA

to

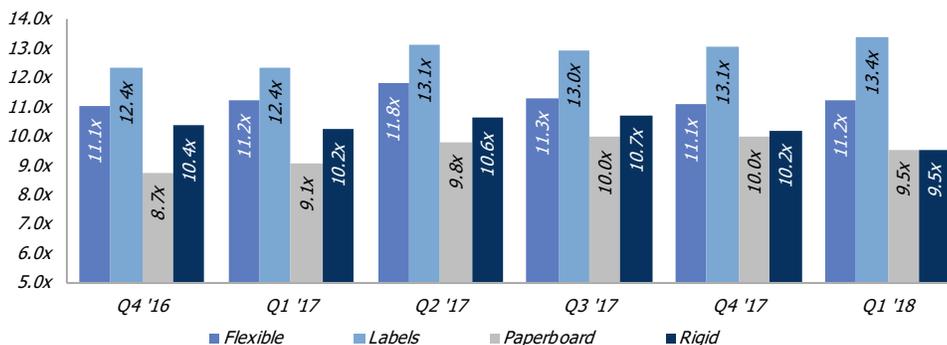
Sentinel CAPITAL PARTNERS



LTM Relative Stock Price Performance



Historical Enterprise Value / EBITDA Valuation Performance



Selected M&A Transactions

Date	Status	Target Company	Acquiring Company	Enterprise Value	EV/LTM Revenue	EV/LTM EBITDA
Mar-18	Announced	Highland Packaging	Sonoco	\$150	n/a	n/a
Mar-18	Announced	Treofan Americas	CCL Industries	\$255	1.2x	6.4x
Feb-18	Announced	Suez Bags Company S.A.E.	Mondi Industrial Bags	\$16	0.8x	5.2x
Jan-18	Announced	KapStone Paper and Packaging Corporation	WestRock	\$5,039	1.5x	12.5x
Mar-18	Closed	Albéa	PAI Partners	n/a	n/a	n/a
Mar-18	Closed	NORDFOLIEN	RPC Group	\$93	n/a	n/a
Mar-18	Closed	American Packing & Gasket	The CapStreet Group	n/a	n/a	n/a
Mar-18	Closed	Multifilm Packaging Corporation	Transcontinental	n/a	n/a	n/a
Mar-18	Closed	S.C. Ecopack and SC. EcoPaper	DS Smith	n/a	n/a	n/a
Mar-18	Closed	Pharmaceutical Packaging Professionals	PCI Pharma Services	n/a	n/a	n/a
Feb-18	Closed	Covit	Albéa	n/a	n/a	n/a
Feb-18	Closed	Command Packaging	Delta Plastics	n/a	n/a	n/a
Feb-18	Closed	Foam Fabricators	Compass Diversified Holdings	\$248	2.0x	8.3x
Feb-18	Closed	Cats-Hänsel and Nimax BV	Schur Flexibles	n/a	n/a	n/a
Feb-18	Closed	Fleetwood-Fibre Packaging & Graphics	Golden West Packaging Group	n/a	n/a	n/a
Feb-18	Closed	Flavorseal	M&Q Holdings	n/a	n/a	n/a
Feb-18	Closed	Elite One Source Nutritional Services	DCC Health & Beauty Solutions	\$50	n/a	n/a
Feb-18	Closed	Clopay Plastic Products	Berry Global Group	\$475	1.0x	n/a
Feb-18	Closed	SupplyOne	Wellspring Capital Management	n/a	n/a	n/a
Feb-18	Closed	WS Packaging Group	Platinum Equity	n/a	n/a	n/a
Feb-18	Closed	Sikes Paper & Chemical Supply	Imperial Bag & Paper	n/a	n/a	n/a
Jan-18	Closed	Spectrum Plastics Group	AEA Investors	n/a	n/a	n/a
Jan-18	Closed	GFX International	Imagine! Print Solutions	n/a	n/a	n/a
Jan-18	Closed	Axilone Plastique	CITIC Capital Partners	n/a	n/a	n/a
Jan-18	Closed	Bonita Packaging Products	ProAmpac	n/a	n/a	n/a
Jan-18	Closed	Plymouth Packaging	WestRock	n/a	n/a	n/a
Jan-18	Closed	NCL Graphic Specialties	Fort Dearborn	n/a	n/a	n/a
Jan-18	Closed	North America Consumer Packaging Business of International Paper Company	Graphic Packaging International	\$1,801	1.1x	n/a

Note: USD in millions

Public Comparables Analysis

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	\$10.86	84.4%	\$12,576	\$16,913	\$9,136	\$1,436	(2.2%)	15.7%	1.9x	11.9x
Bemis Company	43.52	86.2%	3,959	5,452	4,046	550	1.0%	13.6%	1.3x	9.9x
Berry Global Group	54.81	88.8%	7,187	12,524	7,369	1,310	15.5%	17.8%	1.7x	9.6x
Huhtamäki Oyj	43.83	94.6%	4,570	5,500	3,589	469	18.7%	13.1%	1.5x	11.4x
Sealed Air Corporation	42.79	85.7%	7,162	9,826	4,462	728	5.9%	16.3%	2.2x	13.5x
Wipac	37.55	78.9%	2,441	2,181	887	199	7.8%	22.5%	2.5x	11.2x
Mean		86.4%					7.8%	16.5%	1.9x	11.2x
Median		86.0%					6.9%	16.0%	1.8x	11.3x
Labels										
Avery Dennison Corporation	\$106.25	85.9%	\$9,361	\$10,696	\$6,614	\$881	8.7%	13.3%	1.6x	12.1x
Brady Corporation	37.15	92.3%	1,922	1,878	1,143	164	2.3%	14.4%	1.6x	11.4x
CCL Industries	50.40	91.2%	8,833	10,247	3,792	746	28.2%	19.7%	2.8x	14.1x
Multi-Color Corporation	66.05	73.6%	1,350	2,881	1,095	181	20.8%	16.5%	2.6x	15.9x
Mean		85.8%					15.0%	16.0%	2.2x	13.4x
Median		88.6%					14.7%	15.4%	2.1x	13.1x
Paperboard										
Cascades	\$10.33	73.2%	\$982	\$2,278	\$3,446	\$295	15.7%	8.6%	0.7x	7.2x
DS Smith	6.60	83.3%	7,081	9,113	6,933	807	19.3%	11.6%	1.2x	10.6x
Graphic Packaging Holding Company	15.35	91.7%	4,754	6,961	4,404	691	2.5%	15.7%	1.6x	10.1x
International Paper Company	53.43	79.8%	22,063	32,221	21,743	3,281	11.5%	15.1%	1.5x	9.3x
KapStone Paper and Packaging Corp.	34.31	98.0%	3,341	4,774	3,316	402	7.7%	12.1%	1.4x	11.8x
Mondi plc	26.87	89.3%	12,999	15,057	8,521	1,671	21.2%	19.6%	1.7x	8.7x
Packaging Corporation of America	112.70	85.9%	10,550	12,984	6,445	1,345	11.5%	20.9%	2.0x	9.7x
Sonoco	48.50	87.0%	4,829	6,044	5,037	631	5.3%	12.5%	1.2x	9.4x
WestRock	64.17	89.7%	16,182	22,530	15,307	2,423	8.2%	15.8%	1.5x	9.2x
Mean		79.4%					(3.2%)	14.4%	1.3x	9.2x
Median		84.2%					0.9%	16.3%	1.1x	9.2x
Rigid										
Amcor	\$10.86	84.4%	\$12,577	\$16,913	\$9,136	\$1,436	(2.2%)	15.7%	1.9x	11.9x
AptarGroup	89.83	97.3%	5,600	6,145	2,469	477	5.9%	19.3%	2.5x	12.9x
Ball Corporation	39.71	91.8%	13,920	20,548	10,983	1,752	21.2%	16.0%	1.9x	11.5x
Berry Global Group	54.81	88.8%	7,187	12,524	7,369	1,310	15.5%	17.8%	1.7x	9.6x
Crown Holdings	50.75	81.5%	6,816	12,057	8,698	1,369	5.0%	15.7%	1.4x	8.8x
Greif	52.25	79.6%	2,636	3,701	3,723	457	10.4%	12.3%	1.0x	8.1x
Nampak	1.28	64.4%	792	1,289	1,393	206	0.0%	14.8%	0.8x	5.5x
Owens-Illinois	21.66	83.6%	3,533	8,456	6,869	971	2.5%	14.1%	1.2x	8.1x
RPC Group	10.85	74.9%	4,402	5,945	4,554	628	53.2%	13.8%	1.2x	9.0x
Silgan Holdings	27.85	85.7%	3,074	5,568	4,090	565	13.2%	13.8%	1.4x	9.9x
Sonoco	48.50	87.0%	4,829	6,044	5,037	631	5.3%	12.5%	1.2x	9.4x
Mean		83.6%					11.8%	15.1%	1.5x	9.5x
Median		84.4%					5.9%	14.8%	1.4x	9.4x

Note: USD in millions, except per share data

Source: Bloomberg, Capital IQ and company filings, as of March 29, 2018

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
Special Situations
JV & Partnering
Valuations & Opinions

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