



# Stock Index

## Packaging

Q3 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

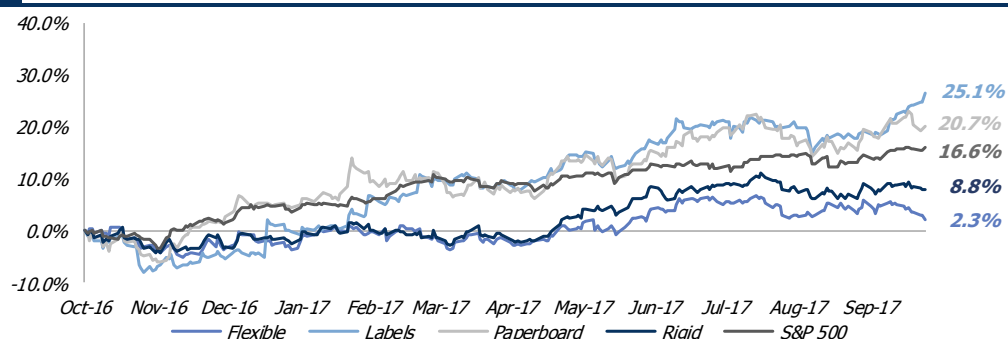
### Market Intelligence

- Several companies are exploring strategic alternatives, including **Precision Global** (Peak Rock Capital) and **Ileos** (Oaktree Capital Management)
- 9/2017 — **Amcor** (ASX:AMC) is no longer considering a bid for **Bemis** (NYSE:BMS) after initial consideration
- 9/2017 — **Guala Closures** (aPriori Capital) has moved several interested parties, including **Amcor** (ASX:AMC), to the next round of its auction process
- 9/2017 — **Tecnocap** (Privately Held) is actively seeking acquisition targets in the U.S., Australia and South America
- 9/2017 — **Accrol Group** (AIM:ACRL) has appointed a new CEO with significant M&A experience from **DS Smith** (LSE:SMDS)
- 9/2017 — **Sealed Air** (NYSE:SEE) has appointed a new COO, Edward Doheny, to succeed Jerome Peribere as President and CEO
- 8/2017 — **BOBST Group** (SWX:BOBNN) is evaluating acquisition opportunities to expand geographically and add new technologies
- 8/2017 — **TemperPack** raised \$10 million in a Series A capital round from multiple VC participants as well as the former president of **WestRock** (NYSE:WRK)
- 7/2017 — **Fibre Tec Packaging** (Lincoln Hill Holdings) is in talks with a few targets, following its acquisition by Lincoln Hill in July 2017
- 7/2017 — **UPM** (HEL:UPM) is well positioned to pursue acquisitions with current balance sheet
- 7/2017 — **Europac** (BME:PAC) is analyzing several potential acquisition targets in Spain and France
- 7/2017 — **Refresco** (AMS:RFRG) is considering a third bid in two years from **PAI Partners**

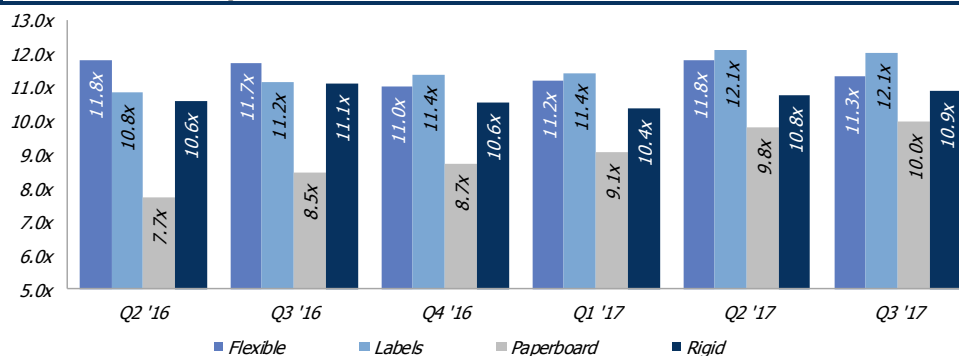
## Recent Lincoln International Transactions



## LTM Relative Stock Price Performance



## Historical Enterprise Value / EBITDA Valuation Performance



## Selected M&amp;A Transactions

(\$ in millions)

| Date   | Status    | Target Company   | Acquiring Company                      | Enterprise Value | EV/LTM Revenue | EV/LTM EBITDA |
|--------|-----------|--|--|------------------|----------------|---------------|
| Sep-17 | Announced | Integrated Packaging Group Pty Ltd                                 | Pro-Pac Packaging Limited              | \$138            | n/a            | n/a           |
| Sep-17 | Announced | Constantia Labels GmbH   | Multi-Color Corporation                | \$1,341          | 1.9x           | n/a           |
| Sep-17 | Announced | Axiom Propack Private Limited                                      | Guala Closures S.p.A.                  | n/a              | n/a            | n/a           |
| Sep-17 | Announced | Fagerdala Singapore Pte. Ltd.                                      | Sealed Air Corporation                 | \$100            | 1.3x           | n/a           |
| Sep-17 | Announced | RING Container Technologies, Inc.                                  | MSD Partners, L.P.                     | n/a              | n/a            | n/a           |
| Sep-17 | Closed    | Aerofil Technology Incorporated                                    | HBM Holdings Company                   | n/a              | n/a            | n/a           |
| Sep-17 | Closed    | Seville Flexpack Corporation                                       | SÜDPACK Verpackungen GmbH & Co.        | n/a              | n/a            | n/a           |
| Sep-17 | Closed    | Selected Assets of Greenwoods Stock Boxes and Nottingham Recycling | Macfarlane Group Uk Ltd                | \$23             | 1.2x           | 9.9x          |
| Sep-17 | Closed    | Accupac Holdings, Inc.   | J.H. Whitney Capital Partners          | n/a              | n/a            | n/a           |
| Sep-17 | Closed    | International Paper Company, Foodservice Packaging Ops in China    | Huhtamäki Oyj                          | \$17             | 0.8x           | n/a           |
| Sep-17 | Closed    | ARI Packaging Inc.   | Menasha Packaging Company, LLC         | n/a              | n/a            | n/a           |
| Sep-17 | Closed    | PolyFirst Packaging, Inc.  | ProAmpac LLC                           | n/a              | n/a            | n/a           |
| Sep-17 | Closed    | All American Containers, Inc.                                      | Veritiv Corporation                    | n/a              | n/a            | n/a           |
| Aug-17 | Closed    | Indevco Management Resources, Inc.                                 | DS Smith Plc                           | n/a              | n/a            | n/a           |
| Aug-17 | Closed    | A.B. Group Packaging, North American Shopping Bag Line             | ProAmpac LLC                           | n/a              | n/a            | n/a           |
| Aug-17 | Closed    | Gelpac Inc   | Caisse de dépôt et placement du Québec | n/a              | n/a            | n/a           |
| Aug-17 | Closed    | Clondalkin Flexible Packaging Orlando                              | ProAmpac LLC                           | n/a              | n/a            | n/a           |
| Aug-17 | Closed    | Rowland Technologies, Inc.   | ORAFOL Europe GmbH                     | n/a              | n/a            | n/a           |
| Aug-17 | Closed    | Tempack Packaging Solutions, S.L.                                  | Softbox Systems Ltd.                   | n/a              | n/a            | n/a           |
| Aug-17 | Closed    | Pohlig Bros., LLC  | Oliver Printing & Packaging            | n/a              | n/a            | n/a           |
| Aug-17 | Closed    | Pax Corrugated Products, Inc.                                      | Georgia-Pacific LLC                    | n/a              | n/a            | n/a           |
| Aug-17 | Closed    | Alfatherm, Self Adhesive Tape Substrate Business                   | Tekni-Plex                             | n/a              | n/a            | n/a           |
| Jul-17 | Closed    | Stuart Packaging Inc.  | Supremex Inc.                          | \$16             | 1.1x           | n/a           |
| Jul-17 | Closed    | Streamline Plastics Co. Inc.                                       | Toner Plastics, Inc.                   | n/a              | n/a            | n/a           |
| Jul-17 | Closed    | Packaging Specialists, Inc. Southwest                              | Packaging Concepts + Design, LLC       | n/a              | n/a            | n/a           |
| Jul-17 | Closed    | Jadra, Inc.  | Revere Packaging, LLC                  | n/a              | n/a            | n/a           |

## Public Comparables Analysis

(\$ in millions, except per share data)

|  | Stock Price | % of 52 Week High | Market Cap | Enterprise Value | LTM     |         | YoY Revenue Growth | EBITDA Margin | Enterprise Value / LTM |        |
|--|-------------|-------------------|------------|------------------|---------|---------|--------------------|---------------|------------------------|--------|
| Company Name                             |             |                   |            |                  | Revenue | EBITDA  |                    |               | Revenue                | EBITDA |
| Flexible                                 |             |                   |            |                  |         |         |                    |               |                        |        |
| Amcor Limited                            | \$11.93     | 90.6%             | \$13,781   | \$17,992         | \$9,101 | \$1,387 | (3.0%)             | 15.2%         | 1.9x                   | 12.6x  |
| Bemis Company, Inc.                      | 45.57       | 87.7%             | 4,138      | 5,619            | 4,023   | 563     | 0.6%               | 14.0%         | 1.4x                   | 9.9x   |
| Berry Global Group, Inc.                 | 56.65       | 96.1%             | 7,387      | 13,041           | 6,832   | 1,223   | 12.6%              | 17.9%         | 1.9x                   | 10.7x  |
| Huhtamäki Oyj                            | 36.55       | 81.1%             | 4,202      | 5,157            | 3,379   | 439     | 6.5%               | 13.0%         | 1.5x                   | 11.3x  |
| Sealed Air Corporation                   | 42.72       | 84.4%             | 8,118      | 12,321           | 6,836   | 1,065   | 23.9%              | 15.6%         | 1.8x                   | 11.6x  |
| Wipak Ltd.                               | 41.08       | 83.6%             | 2,670      | 2,434            | 866     | 196     | 6.6%               | 22.7%         | 2.7x                   | 11.9x  |
| Mean                                     |             | 87.2%             |            |                  |         |         | 7.9%               | 16.4%         | 1.9x                   | 11.3x  |
| Median                                   |             | 86.0%             |            |                  |         |         | 6.5%               | 15.4%         | 1.9x                   | 11.4x  |
| Labels                                   |             |                   |            |                  |         |         |                    |               |                        |        |
| Avery Dennison Corporation               | \$98.34     | 98.2%             | \$8,692    | \$10,181         | \$6,259 | \$793   | 5.2%               | 12.7%         | 1.6x                   | 12.8x  |
| Brady Corporation                        | 37.95       | 93.7%             | 1,950      | 1,924            | 1,113   | 158     | (0.7%)             | 14.2%         | 1.7x                   | 12.2x  |
| CCL Industries Inc.                      | 48.31       | 84.7%             | 8,480      | 10,195           | 3,433   | 644     | 21.3%              | 18.8%         | 2.9x                   | 15.1x  |
| Cenveo, Inc.                             | 3.45        | 40.6%             | 30         | 1,062            | 1,546   | 126     | (11.6%)            | 8.2%          | 0.7x                   | 8.4x   |
| Multi-Color Corporation                  | 81.95       | 92.9%             | 1,397      | 1,851            | 929     | 158     | 3.0%               | 17.0%         | 2.0x                   | 11.7x  |
| Mean                                     |             | 82.0%             |            |                  |         |         | 3.5%               | 14.2%         | 1.8x                   | 12.1x  |
| Median                                   |             | 92.9%             |            |                  |         |         | 3.0%               | 14.2%         | 1.7x                   | 12.2x  |
| Paperboard                               |             |                   |            |                  |         |         |                    |               |                        |        |
| Cascades Inc.                            | \$11.97     | 82.2%             | \$1,134    | \$2,681          | \$3,182 | \$269   | 4.5%               | 8.5%          | 0.8x                   | 8.4x   |
| DS Smith Plc                             | 6.61        | 96.3%             | 7,040      | 8,571            | 6,187   | 744     | 9.2%               | 12.0%         | 1.3x                   | 11.1x  |
| Graphic Packaging Holding Company        | 13.95       | 98.4%             | 4,323      | 6,524            | 4,317   | 690     | 1.2%               | 16.0%         | 1.5x                   | 9.4x   |
| International Paper Company              | 56.82       | 96.4%             | 23,462     | 33,657           | 21,930  | 3,215   | 3.7%               | 14.7%         | 1.5x                   | 10.0x  |
| KapStone Paper and Packaging Corporation | 21.49       | 86.0%             | 2,083      | 3,666            | 3,143   | 347     | 2.6%               | 11.0%         | 1.2x                   | 10.5x  |
| Mondi plc                                | 26.88       | 94.0%             | 13,005     | 15,096           | 7,909   | 1,469   | 5.5%               | 18.6%         | 1.8x                   | 9.9x   |
| Packaging Corporation of America         | 114.68      | 96.0%             | 10,734     | 13,048           | 6,081   | 1,217   | 6.8%               | 20.0%         | 2.1x                   | 10.7x  |
| Sonoco Products Company                  | 50.45       | 90.8%             | 5,015      | 6,139            | 4,764   | 590     | (3.6%)             | 12.4%         | 1.3x                   | 10.2x  |
| WestRock Company                         | 56.73       | 94.0%             | 14,237     | 20,595           | 14,411  | 2,118   | 1.7%               | 14.7%         | 1.4x                   | 9.5x   |
| Mean                                     |             | 92.7%             |            |                  |         |         | 3.5%               | 14.2%         | 1.5x                   | 10.0x  |
| Median                                   |             | 94.0%             |            |                  |         |         | 3.7%               | 14.7%         | 1.4x                   | 10.0x  |
| Rigid                                    |             |                   |            |                  |         |         |                    |               |                        |        |
| Amcor Limited                            | \$11.93     | 90.6%             | \$13,781   | \$17,992         | \$9,101 | \$1,387 | (3.0%)             | 15.2%         | 1.9x                   | 12.6x  |
| AptarGroup, Inc.                         | 86.31       | 95.1%             | 5,414      | 5,856            | 2,348   | 463     | 0.4%               | 19.7%         | 2.5x                   | 12.6x  |
| Ball Corporation                         | 41.30       | 95.9%             | 14,529     | 21,750           | 10,604  | 1,589   | 26.2%              | 15.0%         | 2.1x                   | 13.4x  |
| Berry Global Group, Inc.                 | 56.65       | 96.1%             | 7,387      | 13,041           | 6,832   | 1,223   | 12.6%              | 17.9%         | 1.9x                   | 10.7x  |
| Crown Holdings, Inc.                     | 59.72       | 97.3%             | 8,063      | 13,434           | 8,311   | 1,322   | (0.9%)             | 15.9%         | 1.6x                   | 10.2x  |
| Greif, Inc.                              | 58.54       | 92.9%             | 2,926      | 3,983            | 3,538   | 460     | 6.4%               | 13.0%         | 1.1x                   | 8.7x   |
| Nampak Limited                           | 1.30        | 74.5%             | 804        | 1,219            | 1,420   | 162     | 2.0%               | 11.4%         | 0.9x                   | 7.6x   |
| Owens-Illinois, Inc.                     | 25.16       | 99.6%             | 4,098      | 9,614            | 6,720   | 1,060   | 0.5%               | 15.8%         | 1.4x                   | 8.6x   |
| RPC Group Plc                            | 13.28       | 89.6%             | 5,471      | 6,928            | 3,440   | 483     | 27.7%              | 14.1%         | 1.9x                   | 13.4x  |
| Silgan Holdings Inc.                     | 29.43       | 90.6%             | 3,247      | 6,198            | 3,773   | 516     | 3.7%               | 13.7%         | 1.6x                   | 12.0x  |
| Sonoco Products Company                  | 50.45       | 90.8%             | 5,015      | 6,139            | 4,764   | 590     | (3.6%)             | 12.4%         | 1.3x                   | 10.2x  |
| Mean                                     |             | 92.1%             |            |                  |         |         | 6.5%               | 14.9%         | 1.7x                   | 10.9x  |
| Median                                   |             | 92.9%             |            |                  |         |         | 2.0%               | 15.0%         | 1.6x                   | 10.7x  |

Source: Bloomberg, Capital IQ and company filings, as of September 30, 2017

**Global Industry Groups**

Aerospace & Defense  
 Automotive & Truck  
 Building & Infrastructure  
 Business Services  
 Chemicals  
 Consumer  
 Distribution  
 Electronics  
 Energy & Power  
 Financial Institutions  
 Food & Beverage  
 Healthcare  
 Industrials  
 Packaging  
 Technology, Media & Telecom

**Global Locations**

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

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