

PACKAGING M&A UPDATE

MARCH 2022

Packaging Industry M&A Activity Tracking

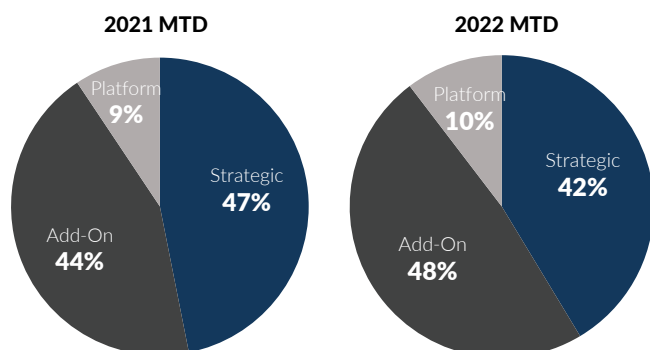
Global Packaging M&A rebounded after a slow month in February, posting 29 transactions in the month of March which was an increase of 11 transactions month-over-month. The increase in transaction activity could be attributed primarily to financial buyers, which accounted for 17 deals in March, after only accounting for 6 deals in February. 2022 packaging M&A activity has not met the levels seen through the first quarter of 2021, however, transaction activity remains strong and March closings validated this viewpoint.

PACKAGING M&A BY SUBSECTOR

Subsector	Month-to-Date			Year-to-Date		
	2021	2022	Change	2021	2022	Change
Rigid Plastic	5	5	0	15	17	2
Flexible Plastic	5	7	2	17	18	1
Paper	15	11	-4	32	29	-3
Other	7	6	-1	20	8	-12
Total Packaging	32	29	-3	84	72	-12
Strategic	47%	42%	-5%	49%	49%	0%
Financial Buyer - Add-on	44%	48%	4%	30%	43%	13%
Financial Buyer - Platform	9%	10%	1%	21%	8%	-13%

- Private equity add-on transactions contributed to high levels of deal volumes in March, accounting for 14 deals or 48% of the transaction volume
- Strategic buyer activity has remained constant through the first quarter of 2022, posting 12 deals in both February and March and 11 deals in January
- Paper packaging, which typically leads all packaging subsectors, accounted for 11 deals in the month which represented a 6 deal increase month-over-month
- Other packaging transactions which include specialty packaging, machinery, and distribution deals, accounted for 21% of the transaction volume in the month and increased by 5 transactions over February levels
- Consumer and Medical end-markets contributed 11 deals on the month, which was an increase of 7 deals month-over-month, and have posted 23 deals through the year-to-date

PACKAGING TRANSACTIONS BY BUYER TYPE



TOTAL PACKAGING M&A BY END MARKET

End Market	Month-to-Date		Year-to-Date	
	2022	%	2022	%
Food & Beverage	10	34.5%	26	36.1%
Industrial	8	27.6%	21	29.2%
Consumer	8	27.6%	16	22.2%
Medical	3	10.3%	7	9.7%
Automotive	0	0.0%	2	2.8%
Total	29	100%	72	100%

The Global Packaging M&A market experienced high levels of transactions through the first quarter of 2022 and looks poised to build on a strong March. Favorable market conditions that led to a record year in M&A in 2021 have continued with packaging buyers and sellers remaining highly active in 2022. If you are a packaging company considering a merger, acquisition, sale or recapitalization in the short or longer term, please consider leveraging PMCF's transaction planning and execution expertise to best position your company in a transaction.

Packaging M&A Update – March 2022

Public Entity Performance

Consistent with the S&P 500, packaging stock market performance has declined through the first three months of the year. While Rigid Plastic and Paper Packaging indices posted positive growth in March, all Packaging subsectors are down through the first quarter of the year.

Index		% Change March MTD		% Change March YTD
S&P 500 Index	↑	3.6%	↓	-5.0%
PMCF Packaging Index ⁽¹⁾	↑	0.5%	↓	-5.0%
Rigid Plastic Packaging ⁽²⁾	↑	0.8%	↓	-4.2%
Flexible Plastic Packaging ⁽³⁾	↓	-1.9%	↓	-8.7%
Other Packaging ⁽⁴⁾	↓	-1.0%	↓	-6.7%
Paper Packaging ⁽⁵⁾	↑	3.2%	↓	-1.8%

(1) ATR, BERY, NPK, SLGN, SON, ESNT, AMC, HUH1V, SEE, TCLA, WPK, PTVE, CAS, SMDS, GPK, GEF, IP, PKG, SK3, WRK, KRT, AVY, BLL, CCLB, CCK, GXI, OI, 5901 (2) ATR, BERY, NPK, SLGN, SON, ESNT (3) AMC, HUH1V, SEE, TCLA, WPK, PTVE (4) AVY, BLL, CCLB, CCK, GXI, OI, 5901 (5) CAS, SMDS, GPK, GEF, IP, PKG, SK3, WRK, KRT

Major News

- Resin Prices on the Rise (Plastics News)
- Numbers That Matter: Interest Rates, Energy Costs, Uncertainty All on the Rise (Plastics News)
- U.S. March Jobs Report Shows Strong Hiring Momentum (Wall Street Journal)
- 'Test and Learn' will Improve Packaging Sustainability (Packaging Digest)
- SEC Floats Mandatory Disclosure of Climate-Change Risks, Emissions (Wall Street Journal)

Notable M&A Activity

Date	Acquirer	Target	Category
03/24/22	Western Shield Acquisitions, LLC	All American Label Co.	Labels
03/17/22	TricorBraun, Inc.	Neville and More Limited	Distribution
03/17/22	Imperial Dade	Veritiv Canada, Inc.	Distribution
03/11/22	A&M Capital Europe	Carton Pack Srl	Rigid Packaging
03/09/22	Action Point, Inc. & Signature Flexible Packaging, Inc.	Techflex Packaging, LLC	Flexible Packaging
03/08/22	Medica Packaging Limited.	F.G. Curtis Plc	Folding Cartons
03/08/22	Clearlake Capital Group, L.P.	Intertape Polymer Group Inc. (TSX:ITP)	Flexible Packaging
03/04/22	Berlin Packaging L.L.C.	United Bottles and Packaging	Distribution
03/04/22	C-P Flexible Packaging, Inc.	Bass Flexible Packaging, Inc.	Flexible Packaging

Sources: Capital IQ, PitchBook, Thomson Reuters, Company Reports, PMCF

Use Our Expertise to Maximize Shareholder Value

Since our inception over 25 years ago, PMCF has offered robust transaction planning and preparation services to help business owners achieve the best possible outcome in a transaction whether it be in the short or long term. Our long track record of successful transactions is directly attributable to our focus on preparation and being proactive throughout the transaction process.

STRATEGIC ASSESSMENT

- PMCF is frequently requested to complete an analysis of a company's strategic positioning within the plastics and packaging marketplace
- Our review may consider your operations, products, end markets, financial trends, growth opportunities, and management team
- We are available to brief your management team, ownership, or board with our thoughts on your current value in today's market
- PMCF can provide a benchmark comparison of your organization's strengths, weaknesses, and anticipated buyer viewpoints

WORKING WITH PMCF

- PMCF is a licensed and FINRA-registered investment banking organization
- Confidentiality is of the highest importance and we welcome the execution of appropriate agreements prior to the exchange of data
- PMCF's senior bankers will respond to any inquiries and will be directly involved in all discussions
- If engaged, the majority of PMCF's costs are contingent on a successful transaction
- We insist on potential clients contacting our long list of references

PMCF's Plastics & Packaging Group

PMCF's Plastics and Packaging investment bankers are dedicated solely to serving the needs of middle-market transactions within the plastics and packaging industries. Our exclusive focus on plastics and packaging sale, merger, and acquisition advisory provides significant advantages to our clients and the opportunity to maximize value in a transaction. PMCF's extensive coverage of these industries has provided us with specialized, in-depth knowledge of the sector dynamics and relationships with key strategic and financial industry players. Our firm has been serving the plastics and packaging industries for over 20 years and has a long track record of successful transactions involving specialty, niche players in these industries.

Rigid Packaging	Flexible Packaging	Engineered Products	Corrugated & Paper Packaging
Blow Molding	Injection Molding	Extrusion	Specialty Film
Color & Compounding	Printing & Labeling	Thermoforming	Packaging Machinery

Please let us know if you would like to set up a confidential call or meeting to discuss transaction planning and execution. You can reach John Hart, who leads PMCF's Plastics & Packaging Group at:
(248) 223-3468 or john.hart@pmcf.com

Recent PMCF Plastics & Packaging Transactions

 has been acquired by 	 a portfolio company of  has been acquired by  BELIEVE IN BETTER PLASTICS a portfolio company of 	 has been acquired by  a portfolio company of THE JORDAN COMPANY	 has completed a recapitalization with 
PACKAGING DISTRIBUTION & BLOW MOLDED PACKAGING	RECYCLING & FLEXIBLE PACKAGING	THERMOFORMED PACKAGING	SPECIALTY EXTRUSION & FLEXIBLE PACKAGING
 MANUFACTURER OF PLASTIC JARS & CLOSURES has been acquired by  PACKAGING IDEAS INTO YOUR SOLUTIONS a portfolio company of 	 has been acquired by  a portfolio company of ATLAS HOLDINGS 	 has been acquired by  a portfolio company of 	 has been acquired by 
INJECTION & BLOW MOLDED PACKAGING	SPECIALTY PAPER & LUXURY PACKAGING	THERMOFORMED PACKAGING, FOLDING CARTONS	CORRUGATED PACKAGING



Two-time winner, Boutique Investment Banking Firm of the Year by M&A Advisor

Awarded, Cross Border Corporate and Strategic Acquisition of the Year by M&A Advisor

Awarded, Cross Border M&A Deal of the Year by M&A Advisor

Awarded, Deal of the Year by ACG Detroit

Awarded, Manufacturing Deal of the Year by MiBiz

Awarded, Plastic and Packaging Deal of the Year in 2020 and 2021 by the Global M&A Network

Awarded, Industrials M&A Investment Bank of the Year by the Global M&A Network

Experienced Professionals. Trusted Advisors. Proven Results.

This Plastics & Packaging M&A Update is not an offer to sell or a solicitation of an offer to buy any security. It is not intended to be directed to investors as a basis for making an investment decision. This Plastics & Packaging M&A Update does not rate or recommend securities of individual companies, nor does it contain sufficient information upon which to make an investment decision.

P&M Corporate Finance, LLC will seek to provide investment banking and/or other services to one or more of the companies mentioned in this Plastics & Packaging M&A Update.

P&M Corporate Finance, LLC, and/or the analysts who prepared this Plastics & Packaging M&A Update, may own securities of one or more of the companies mentioned in this Plastics & Packaging M&A Update.

The information provided in this Plastics & Packaging M&A Update was obtained from sources believed to be reliable, but its accuracy cannot be guaranteed. It is not to be construed as legal, accounting, financial, or investment advice. Information, opinions, and estimates reflect P&M

Corporate Finance, LLC's judgment as of the date of publication and are subject to change without notice. P&M Corporate Finance, LLC undertakes no obligation to notify any recipient of this Plastics & Packaging M&A Update of any such change.

The charts and graphs used in this Plastics & Packaging M&A Update have been compiled by P&M Corporate Finance, LLC solely for illustrative purposes. All charts are as of the date of issuance of this Plastics & Packaging M&A Update, unless otherwise noted.

The PMCF Plastics and Packaging Indices may not be inclusive of all companies in the Plastics and Packaging industries and is not a composite index of the Plastic and Packaging industry sector returns. Index and sector returns are past performance which is not an indicator of future results.

This Plastics & Packaging M&A Update is not directed to, or intended for distribution to, any person in any jurisdiction where such distribution would be contrary to law or regulation, or which would subject P&M Corporate Finance, LLC to licensing or registration requirements in such jurisdiction.

For more information, check out our new website, where you can access the electronic version of this report, sign up for future emails, read our latest industry reports, and more!

