

# PACKAGING M&A PULSE

2023 YEAR IN REVIEW



# 2023

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# About PMCF's Plastics & Packaging Team

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.

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

## PMCF'S PLASTICS & PACKAGING TEAM



- Leads PMCF's Plastics & Packaging Group
- 20+ years of M&A experience
- Frequent speaker at industry events
- Authored more than 30 Plastics & Packaging reports
- Led successful completion of 35 Plastics & Packaging transactions since 2012

**JOHN HART**  
Managing Director



248.223.3468



John.Hart@pmcf.com



**KYLE DIEPHUIS**  
Vice President  
248.603.5052  
Kyle.Diephuis@pmcf.com



**PETER KONYNDYK**  
Associate  
616.643.4168  
Peter.Konyndyk@pmcf.com



**SOREN ROSSI**  
Associate  
312.344.2456  
Soren.Rossi@pmcf.com



**SAM SLIMMER**  
Analyst  
248.223.3339  
Sam.Slimmer@pmcf.com



**CARTER WRIGHT**  
Analyst  
248.356.8383  
Carter.Wright@pmcf.com

## SELECT PMCF PLASTICS & PACKAGING TRANSACTIONS



CORRUGATED PACKAGING



FLEXIBLE PACKAGING



THERMOFORMING,  
FOLDING CARTONS



CORRUGATED PACKAGING,  
PACKAGING MACHINERY

# 2023 Market Summary & Outlook

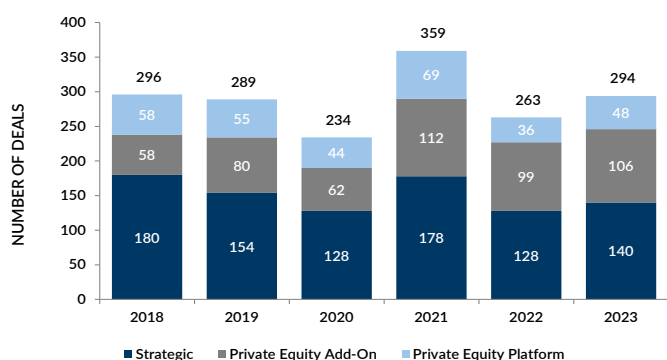
The Global Packaging M&A market improved in 2023 after a down year in 2022. 294 transactions were announced in the year which was an increase of 31 deals over 2022 levels and in line with pre-pandemic volumes. While transaction announcements increased year-over-year, the higher level of activity was mainly driven by deals involving foreign buyers and sellers. Domestically, transaction activity remained stagnant, and well below elevated levels experienced in 2021. Overall, deal activity picked up significantly in the second half of the year as negative market conditions such as inflation, rising interest rates, uncertain debt markets, and varied demand trends normalized. While improving market conditions likely played a role in the elevated levels of deal activity, transaction announcements in the latter half of the year were likely also the result of processes that were put on hold in Q1 closing later in the year.

Key trends in Global Packaging M&A in 2023 include:

- Packaging M&A activity was sluggish through the first six months of the year, with only 130 deals announced through the end of June. The monthly average of 22 deals in H1 2023 was in line with depressed Q4 2022 levels. Despite a slow H1, packaging M&A activity picked up significantly in the second half of the year with over 160 deals being recorded through this period
- Foreign buyers and sellers drove transaction activity in 2023, increasing by 31 deals year-over-year. Activity from foreign buyers also increased each quarter in 2023, helping to propel the year above 2022 levels. Domestic transactions, on the other hand, recorded only 47 deals in the second half of 2023 which was 10 deals below the first half
- Similar to 2022, packaging transaction activity was once again buoyed by financial buyers. Both platform and add-on investments increased year-over-year, with add-ons in particular being well above pre-pandemic levels. Private equity remains a strong asset class with dry powder at historic levels. After another strong year of fundraising in 2023, private equity firms appear positioned to sustain elevated levels of M&A activity in 2024
- Transaction multiples compressed in the packaging space which was likely the result of varied company performance and an increasing cost of debt. The average of PMCF's proprietary research on EV/EBITDA multiples has fallen to 8.7x, which is the lowest level recorded since 2016

From a transaction volume standpoint, Global Packaging M&A rebounded in 2023 after a subpar 2022. Much of the second half of 2022 was burdened by rising interest rates and inconsistent demand which appeared to have an effect on M&A that carried over into 2023. As these factors returned to normal, M&A activity increased. Domestically, packaging transaction activity remained in line with 2022 and well below 2021 levels. With that being said, businesses with strong fundamentals remain highly attractive to both financial and strategic buyers and the general buzz in the industry is that many transactions are in the process of being launched in Q1.

## TRANSACTIONS BY BUYER TYPE



## TOTAL PACKAGING M&A BY QUARTER

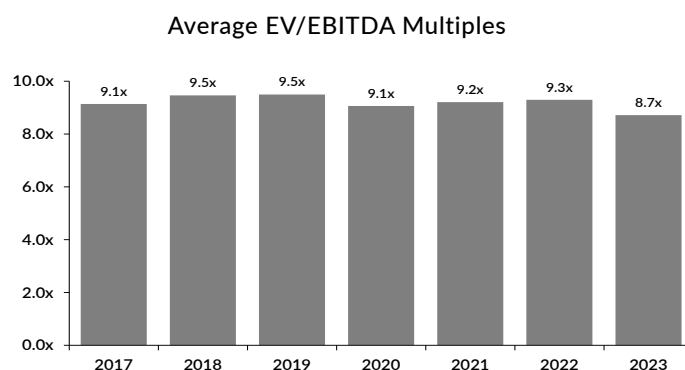
Q1 '23	Q2 '23	Q3 '23	Q4 '23
67	63	79	85
Q1 '22	Q2 '22	Q3 '22	Q4 '22
72	64	65	62
Q1 '21	Q2 '21	Q3 '21	Q4 '21
84	92	79	104

## TRANSACTIONS BY SUBSECTOR

Sector	2018	2019	2020	2021	2022	2023
Rigid Plastic	72	77	57	71	53	64
Flexible Plastic	55	52	28	64	49	42
Paper	113	114	105	164	125	129
Other	56	46	44	60	36	59
<b>Total Packaging</b>	<b>296</b>	<b>289</b>	<b>234</b>	<b>359</b>	<b>263</b>	<b>294</b>

Note: Other packaging includes machinery/equipment, distribution, glass, metal, and protective packaging

## SELECT PACKAGING TRANSACTIONS



Source: PMCF Estimates, Capital IQ, Thomson Reuters, PitchBook  
Dates throughout this report are presented as announced dates

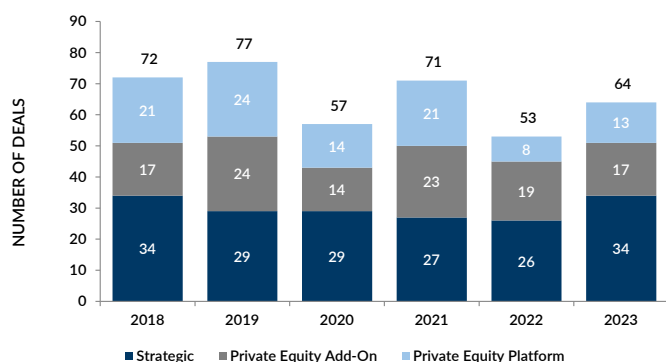
Multiple data in chart above is based on a proprietary collection of select transactions. Note that the majority of transactions do not disclose multiples

# Rigid Plastic Packaging Transaction Activity

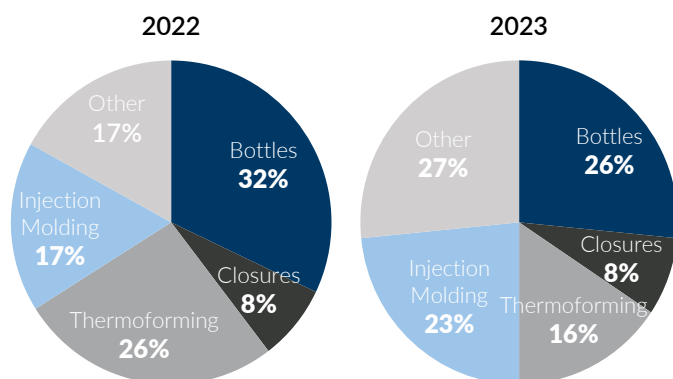
## TRENDS IN RIGID PLASTIC PACKAGING

- Rigid Plastic packaging M&A activity recorded 64 deals in 2023, an increase of 11 deals after reporting below-average activity levels in 2022. Despite the growth in activity, 2023 volumes still lag behind pre-pandemic levels
- Growth in transaction volume was attributed to both financial and strategic buyers, who accounted for three and eight more deals, respectively, than that of the prior year. After accounting for less than 50% of the transactions over the last two years, strategic buyers accounted for 53% of activity, which was the highest mark since 2017
- Rigid Plastic packaging transactions related to bottles recorded 17 deals in 2023 matching 2022 volume levels, but falling as an overall proportion of the total mix
- The Injection Molding segment reported a 67% increase in activity, up from nine deals in 2022 to 15 in 2023

### TRANSACTIONS BY BUYER TYPE



### TRANSACTIONS BY PACKAGE TYPE



## 2023 SELECT TRANSACTIONS IN GLOBAL RIGID PLASTIC PACKAGING

Date	Acquirer	Target	Category
01/05/23	Life Science Outsourcing, Inc.	J-Pac, LLC	Medical Packaging
01/09/23	Lacerta Group	Portage Plastics Corporation	Thermoforming
02/01/23	TriMas Corporation (NasdaqGS:TRS)	Aarts Packaging B.V.	Injection Molding
02/13/23	Shore Capital Partners, LLC	Container Services, Inc. (d/b/a FirmaPak)	Bottles
03/05/23	Blue Sage Capital & Insight Equity	Clearly Clean Products LLC	Thermoforming
07/14/23	TPG Inc. (NasdaqGS:TPG)	Samhwa P&T Co.,Ltd.	Injection Molding
07/17/23	Platinum Equity, LLC	The HC Companies Inc.	Injection Molding
10/31/23	Greif, Inc. (NYSE:GEF)	Ipakchem Group SAS	Bottles

## FEATURED SECTOR TRANSACTIONS

**February 2023** – Shore Capital Partners, a Chicago-based private equity firm focused on microcap investing within the food and beverage, healthcare, and business services industries, is pleased to announce it has completed a partnership with Container Services, Inc., a custom blow molder of rigid plastic containers based in Hillsboro, Kansas, with a second location in New Castle, Pennsylvania. The Company specializes in the production of PET and HDPE blow-molded plastic containers and has expertise working with post-consumer recycled plastic resins. CSI CEO Brent Driggers said, “I am extremely proud of what our team has accomplished at CSI. Our partnership with Shore Capital will enable us to invest further in our team and continue improving our production capabilities. Most importantly, this partnership with Shore ultimately enables us to better serve our customers.”

**July 2023** – TPG Inc., a Texas-based private equity firm, to announce the acquisition of Samhwa Co., a South Korean cosmetic packaging supplier to companies L’Oréal, Estee Lauder, and Chanel. This transaction is valued in the mid-\$230 million range, and Samhwa is expected to partner with other cosmetics companies in TPG’s portfolio, such as Anastasia Beverly Hills. Samhwa CEO Cho Seong-hwan will have the option to purchase a minority share in the company again as it generates steady cash flows.

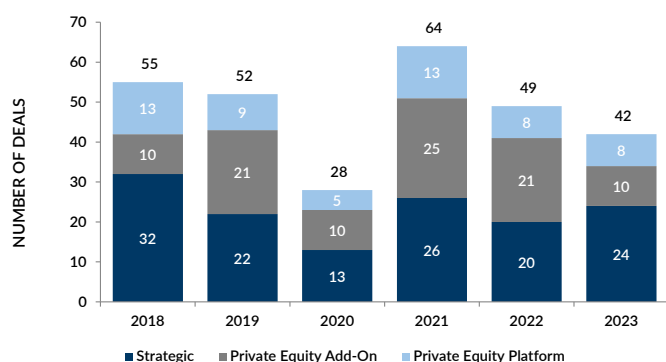
Sources: Capital IQ, PitchBook, Thomson Reuters, Company Reports, PMCF

# Flexible Plastic Packaging Transaction Activity

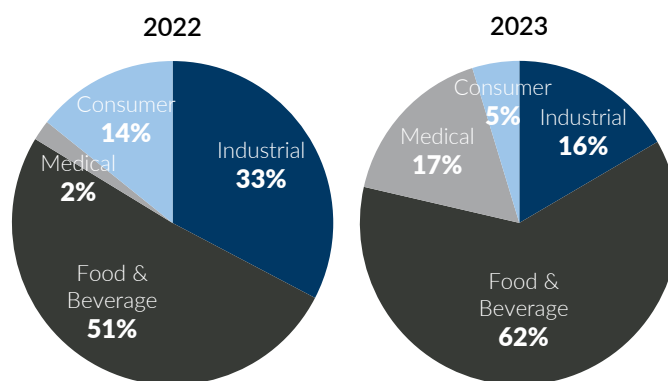
## TRENDS IN FLEXIBLE PLASTIC PACKAGING

- Flexible Plastic packaging M&A posted 42 transactions in 2023, a decrease of seven deals from the prior year. Activity in the space remained below pre-pandemic levels and pulled back for the second consecutive year
- The drop in M&A activity year-over-year was driven by lagging add-on activity, which accounted for 10 deals, down from 21 in 2022. Despite sluggish add-on activity, platform activity matched that of the previous year
- Strategic buyers showed an uptick in demand, outpacing prior year activity by four deals and recording 24 transactions, or 57% of the overall activity. Strategic buyers accounted for over 50% of the subsector's deals for the first time since 2018
- The Medical end market displayed the strongest growth of any end market, increasing by six deals from one in 2022 to seven in 2023, marking its most active year since PMCF began tracking the subsector

### TRANSACTIONS BY BUYER TYPE



### TRANSACTIONS BY PACKAGE TYPE



## 2023 SELECT TRANSACTIONS IN GLOBAL FLEXIBLE PLASTIC PACKAGING

Date	Acquirer	Target
01/19/23	Summit Plastics, Inc.	Fredman Bag Company
02/01/23	PPC Flexible Packaging LLC	StePac L.A. Ltd.
06/16/23	CCL Industries Inc. (TSX:CCL.B)	Pouch Partners
06/29/23	Oliver Healthcare Packaging	Ek-Pack Folien
07/31/23	One Rock Capital Partners, LLC	Constantia Flexibles Group GmbH
08/11/23	Amtcor	Phoenix Flexibles Pvt. Ltd.
09/06/23	The Jordan Company	Soteria Flexibles Corp
10/30/23	Boyne Capital	Profusion Industries

## FEATURED SECTOR TRANSACTIONS

**July 2023** – One Rock Capital Partners announced that it has successfully completed the acquisition of Constantia Flexibles from Wendel (Euronext: MF.FP), Maxburg Capital Partners, and other shareholders. Constantia Flexibles is a leading global packaging manufacturer and is the partner of choice for over 4,000 customers worldwide across the pharmaceutical, food, and consumer goods sectors. “We are thrilled that Constantia is officially a part of the One Rock portfolio,” said Telmo Valido, Partner at One Rock. “This is a business already distinguished by a dedicated focus on its customers, and we look forward to contributing One Rock’s industry and operational expertise to further support the Company’s ongoing growth initiatives.”

**September 2023** – The Jordan Company (“TJC”) has announced the acquisition of Soteria Flexibles Corp, a North American leader in short-run, custom flexible packaging manufacturing serving the healthcare, food, industrial, janitorial, and commercial markets, from Ardian, a world-leading private investment house. Soteria has experienced substantial growth over the past 4 years under Ardian’s guidance and looks to continue its growth with TJC. Soteria CEO Brad Herbolsheimer noted, “It has been a privilege partnering with Ardian since the creation of Soteria in 2019. Ardian’s support, insights, and resources have been instrumental in Soteria’s ability to innovate and accelerate growth in a segment of the flexible packaging industry that has historically been segmented and underrepresented. We look forward to continuing our successful journey and cementing our position as a national leader in high-performance films and flexible package manufacturing.”

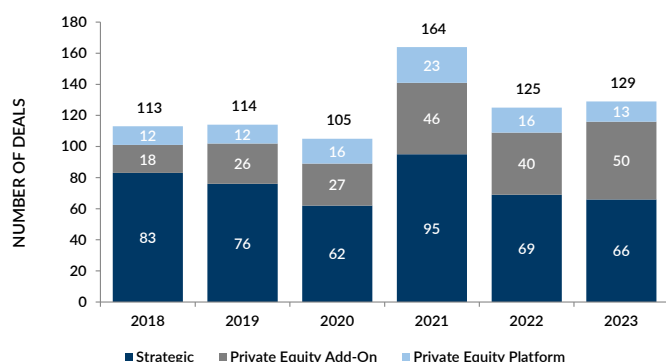
Sources: Capital IQ, PitchBook, Thomson Reuters, Company Reports, PMCF

# Paper Packaging Transaction Activity

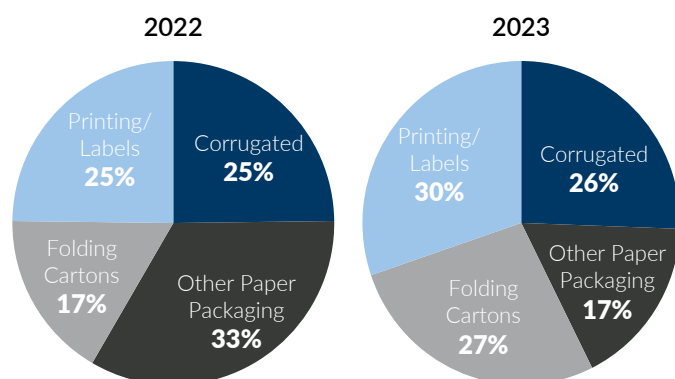
## TRENDS IN PAPER PACKAGING

- Paper packaging M&A displayed above-average transaction volumes in 2023, recording 129 deals and eclipsing activity from the prior year by four deals
- The 129 deals recorded in 2023 represented the second most active year for this subsector on record, only falling below the elevated Paper packaging M&A activity observed in 2021
- Growth in transaction volume was the result of a double-digit increase in add-on activity, which represented 50 deals in 2023. Both platform private equity and strategic buyers decreased in volume by three deals from the prior year
- Activity across the packaging types within this subsector was fairly split, but Folding Carton transactions displayed the largest growth year-over-year, recording 35 deals, an uptick of 14 over 2022 volumes

### TRANSACTIONS BY BUYER TYPE



### TRANSACTIONS BY PACKAGE TYPE



### 2023 SELECT TRANSACTIONS IN GLOBAL PAPER PACKAGING

Date	Acquirer	Target	Category
01/18/23	Oliver Inc.	Tap Packaging + Design	Folding Cartons
01/25/23	Welch Packaging Group, Inc.	Knoxville Box and Container Inc.	Corrugated
02/06/23	Inovar Packaging Group	Cimarron Label	Labels
04/04/23	OMNI Systems Inc.	ITW Labels	Printing / Labels
08/01/23	Graphic Packaging	Bell Incorporated	Folding Cartons
09/12/23	Smurfit Kappa Group Plc (ISE:SK3)	WestRock Company (NYSE:WRK)	Corrugated
10/13/23	Unicorr Packaging Group	TriState Container Corporation	Corrugated
11/08/23	CORE Industrial Partners	General Converting & Century Box	Folding Cartons

### FEATURED SECTOR TRANSACTIONS

**August 2023** – Graphic Packaging completed its acquisition of Bell Incorporated, one of the largest independent folding carton companies in North America, serving the packaging needs of the food, foodservice, and consumer industries. The transaction was finalized at \$262.5M, with an estimated \$10M in synergies expected from the acquisition. Graphic described the acquisition as a means to increase sales, profitability, paperboard integration, and other important metrics. Included in the transaction are three converting facilities that will be paramount to Graphic Packaging’s growth.

**September 2023** – Smurfit Kappa Group and WestRock Company have signed a definitive agreement to create Smurfit Westrock, a global leader in sustainable packaging. Both the board of Smurfit Kappa and Westrock see a compelling rationale for the combination. Smurfit Kappa’s operational expertise and European influence, combined with WestRock’s US leadership and footprint in Mexico and Brazil, hopes to create the “Go-To” partner of choice globally. The combined entity’s trailing twelve-month revenue and EBITDA are \$34B and \$5.5B, respectively. WestRock CEO commented, “We look forward to working with Smurfit Kappa to build a leading global platform that harnesses the strength of WestRock’s consumer portfolio, presents a truly comprehensive offering of packaging solutions for customers, and delivers meaningful value to our shareholders today and into the future. Smurfit Kappa shares our deep commitment to innovation across the packaging lifecycle, and we are confident that Smurfit WestRock will continue to lead the industry forward.”

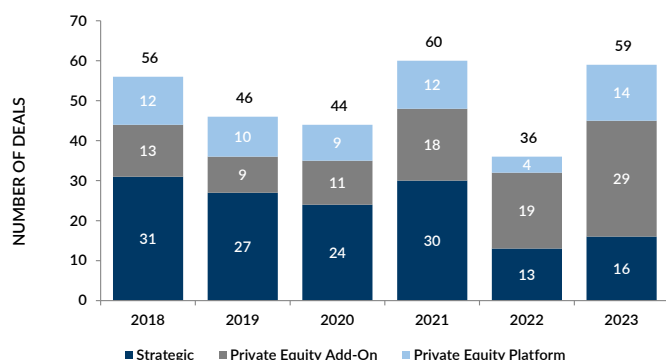
Sources: Capital IQ, PitchBook, Thomson Reuters, Company Reports, PMCF

# Other Packaging Transaction Activity

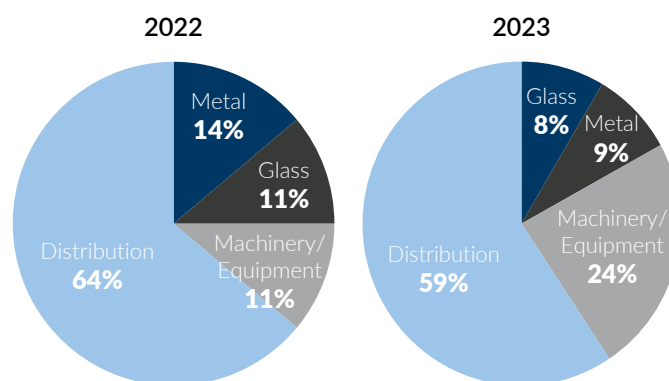
## TRENDS IN OTHER PACKAGING

- Other Packaging M&A activity, which includes Machinery/Equipment, Protective Packaging, Metal, Distribution, and Glass Packaging, increased to 59 transactions in 2023 after recording 36 deals in 2022
- Financial buyers drove increased deal volumes, representing 73% of transaction activity in this subsector. Both add-on and platform acquisitions posted 10 more deals than that of the prior year
- Deals involving distribution companies accounted for 35 transactions, an increase of 12 deals over 2022 levels, and led all Other Packaging categories
- After falling to only four transactions in 2022, activity involving machinery and packaging equipment companies rose by 10 deals to 14 in 2023

TRANSACTIONS BY BUYER TYPE



TRANSACTIONS BY PACKAGE TYPE



2023 SELECT TRANSACTIONS IN GLOBAL OTHER PACKAGING

Date	Acquirer	Target	Category
01/24/23	CIC Partners	Packline USA	Machinery/Equipment
02/06/23	Flexpak	Preferred Packaging Products, Inc.	Distribution
05/08/23	Bobst Group	Dücker Robotics	Machinery/Equipment
05/31/23	Novvia Group	Darco Enterprises, Inc.	Distribution
06/26/23	Piedmont Plastics Inc.	Diversified Display Products	Distribution
08/07/23	Clayton, Dubilier & Rice	Veritiv	Distribution
09/04/23	Orora (ASX: ORA)	Saverglass	Glass
11/07/23	Specialized Packaging Group	Complete Packaging	Protective Packaging

## FEATURED SECTOR TRANSACTIONS

**August 2023** – Clayton, Dubilier, & Rice announced it entered a definitive agreement to purchase the shares of Veritiv for \$170.00/share with an implied valuation of \$2.6B. Veritiv is a leading distributor of packaging, facility solutions, and print products headquartered in Atlanta. The Company has distribution centers in both the United States and Mexico and ships its products globally. Sal Abbate, CEO of Veritiv, said, “CD&R’s significant investment in Veritiv is a testament to our company’s strong positioning as a leading specialty distribution solutions company and to our team’s hard work and commitment. We are confident that this partnership, along with the financial and operational flexibility we will now have as a private company, will enable us to continue enhancing the innovative and sustainable solutions we deliver to our customers today – and into the future.”

**November 2023** – Specialized Packaging Group announced it acquired a majority stake in Michigan-based Complete Packaging, a portfolio company of Spell Capital, for an undisclosed amount. Complete Packaging provides custom-designed packaging solutions for a diverse array of end markets, including automotive, heavy truck, energy, aerospace, and defense. The transaction will expand Specialized Packaging Group’s capabilities by growing its packaging offerings and geographic reach. Paul Budsworth, CEO of Specialized Packaging Group, commented, “The addition of Complete Packaging to our rapidly expanding team means we will be adding industry-leading custom engineered packaging capabilities to an operation that is already world-class. Complete has been a go-to provider of protective packaging solutions for over 40 years.”

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

# Packaging Stock Market Valuations

## KEY TAKEAWAYS AND ANALYSIS

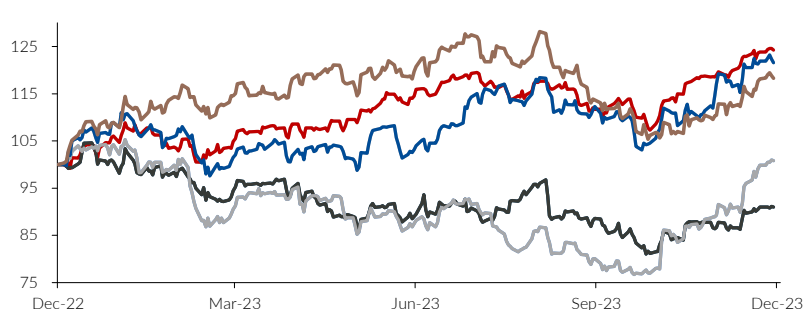
- Following a contraction in 2022, publicly traded packaging companies saw varied performance in 2023. Packaging indices ranged from a 9.0% decline to a 21.6% increase during the year. Notably, all packaging indices underperformed the S&P 500, which was propelled by public tech companies
- Despite rising market multiples in the Paper Packaging space year-over-year, EV/EBITDA multiples remain below the three-year average
- Excluding Other Packaging companies, all other packaging indices experienced EV/EBITDA multiple expansion when compared to 2022, but still lagged the three-year averages
- The Rigid Plastic Packaging index experienced the largest level of multiple expansion, with multiples in 2023 rising 1.2x higher than 2022 levels

## PACKAGING STOCK MARKET VALUATIONS

Company Name	Headquarters Location	Financials / Metrics (\$USD) (12/31/2023)				EV / EBITDA Multiples		
		LTM Revenue	LTM EBITDA	Market Cap	Price/Earnings	2023	2022	3 Year Average
AptarGroup, Inc.	United States	\$ 3,487	\$ 699	\$ 8,132	29.4x	13.0x	12.7x	14.0x
Berry Global Group, Inc.	United States	12,457	1,962	7,784	13.6x	8.2x	7.6x	8.0x
Nampak Limited	South Africa	882	38	85	NM	9.5x	4.4x	6.5x
Silgan Holdings Inc.	United States	5,988	867	4,819	17.4x	8.9x	8.9x	8.9x
Sonoco Products Company	United States	6,781	1,039	5,473	11.3x	7.8x	8.1x	14.4x
<b>Rigid Plastic Packaging Average</b>					<b>17.9x</b>	<b>9.5x</b>	<b>8.3x</b>	<b>10.3x</b>
Amcor plc	Switzerland	\$ 14,034	\$ 1,808	\$ 13,923	0.0x	10.2x	11.0x	10.9x
Huhtamäki Oyj	Finland	4,608	577	4,244	22.0x	11.0x	8.1x	10.2x
Sealed Air Corporation	United States	5,489	1,056	5,275	17.2x	8.9x	8.7x	10.2x
Transcontinental Inc.	Canada	2,122	285	902	13.8x	5.2x	5.8x	5.7x
Winpak Ltd.	Canada	1,141	227	2,013	13.6x	6.6x	7.5x	8.2x
<b>Flexible Plastic Packaging Average</b>					<b>13.3x</b>	<b>8.4x</b>	<b>8.2x</b>	<b>9.0x</b>
Cascades Inc.	Canada	\$ 3,512	\$ 351	\$ 971	NM	6.1x	9.2x	6.8x
DS Smith Plc	United Kingdom	9,017	1,242	5,388	9.2x	5.7x	5.5x	7.1x
Graphic Packaging Holding Co.	United States	9,428	1,870	7,544	11.2x	6.7x	7.9x	8.4x
Greif, Inc.	United States	5,219	834	3,079	8.7x	6.2x	5.5x	6.4x
International Paper Company	United States	18,916	2,149	12,509	16.8x	6.7x	5.1x	6.7x
Mondi plc	United Kingdom	8,102	1,319	9,498	11.2x	7.5x	5.1x	7.4x
Packaging Corporation of America	United States	7,802	1,623	14,491	18.7x	9.3x	6.5x	8.6x
Smurfit Kappa Group Plc	Ireland	12,459	2,095	10,261	11.1x	5.9x	6.2x	7.5x
WestRock Company	United States	20,007	2,710	10,650	NM	6.3x	4.6x	6.1x
<b>Paper Packaging Average</b>					<b>12.4x</b>	<b>6.7x</b>	<b>6.2x</b>	<b>7.2x</b>
Avery Dennison Corporation	United States	\$ 8,364	\$ 1,271	\$ 16,280	34.1x	15.7x	12.2x	14.0x
Ball Corporation	United States	14,029	2,112	18,136	NM	12.8x	11.0x	14.5x
CCL Industries Inc.	Canada	5,035	961	8,021	16.7x	9.5x	9.8x	10.7x
Crown Holdings, Inc.	United States	12,010	1,820	11,024	21.8x	9.9x	43.3x	21.9x
Gerresheimer AG	Germany	2,171	420	3,602	NM	10.6x	9.6x	11.6x
O-I Glass, Inc.	United States	7,105	1,263	2,534	6.8x	4.9x	5.6x	5.9x
Toyo Seikan Group Holdings, Ltd.	Japan	6,692	571	2,743	32.6x	7.4x	4.8x	5.0x
<b>Other Packaging Average</b>					<b>22.4x</b>	<b>10.1x</b>	<b>13.8x</b>	<b>11.9x</b>

Note: Multiples reflect data from last reported financial filings

## PERFORMANCE OF PMCF PACKAGING INDICES VS. S&P 500



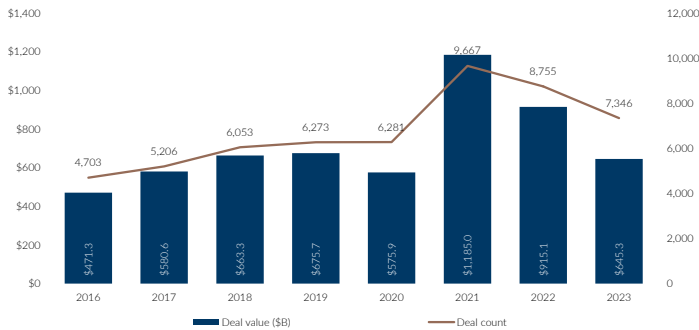
Index	Dec-23 TTM % Change
S&P 500	↑ 24.2%
Rigid Plastic Packaging	↓ -9.0%
Flexible Plastic Packaging	↑ 0.8%
Paper Packaging	↑ 21.6%
Other Packaging	↑ 18.3%

Source: Capital IQ

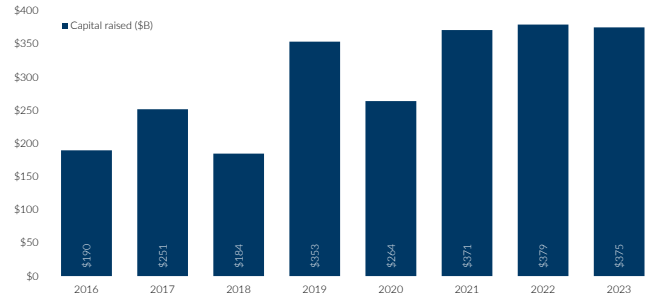


# Private Equity M&A Trends

## U.S. PRIVATE EQUITY ACQUISITIONS: DEAL COUNT AND AMOUNT INVESTED



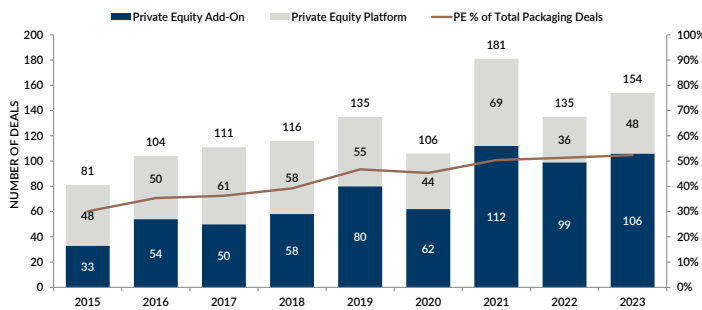
## U.S. PRIVATE EQUITY FUNDRAISING: CAPITAL RAISED



## OVERALL U.S. PRIVATE EQUITY

- M&A activity from U.S. private equity firms experienced a significant decrease in both aggregate deal value and deal volume in 2023 compared to 2022. However, 2023 deal volumes remained well above historical and pre-pandemic levels. The pullback in private equity deal-making is attributable to challenges in securing acquisition financing for large and/or platform acquisitions and a volatile macroeconomic environment
- Deal volumes remained below 2021 and 2022 levels as rising interest rates, macroeconomic uncertainty, and inflation continued to weigh on the market. The fourth quarter of the year saw an increase in deal flow as macroeconomic factors improved
- Record levels of dry powder, flat interest rates, and increased sentiment in the markets could be a positive sign for deal activity as private equity deal flow looks to rebound in 2024
- Despite the decline in deal volume, 2023 still marked one of the highest fundraising years on record, with nearly \$375 billion in capital raised

## GLOBAL PRIVATE EQUITY M&A ACTIVITY IN PACKAGING



Type	2022	2023
Rigid Plastic	27	30
Flexible Plastic	29	18
Paper	56	63
Other	23	43
<b>Total Packaging</b>	<b>135</b>	<b>154</b>

## GLOBAL PACKAGING PRIVATE EQUITY

- Private Equity buyers accounted for 154 packaging deals in 2023, which represented an uptick of 19 deals from 2022 levels. Increased participation amongst both platform and add-on buyers led financial buyers to account for 52% of overall Packaging M&A deal activity
- Platform and add-on acquisitions increased by 12 and seven deals, respectively. The surge in Platform activity was a welcome sign after a record-low amount of Platform transactions were recorded in 2022. Platform activity levels remain below pre-pandemic volumes
- Transaction mix in 2023 continued to shift as private equity buyers accounted for a larger portion of the total deal volume; for the third year in a row, private equity buyers accounted for over 50% of the deal volume
- Private equity participation consistently drove Packaging M&A activity throughout the course of the year; Private equity buyers averaged 13 transactions per month and accounted for 50% or more of monthly transactions in eight out of twelve months
- Private equity deal-making increased across all packaging subsectors except flexible plastic. Increased deal activity can be attributed mainly to platform acquisitions, which increased or remained consistent in all subsectors, aside from paper

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

# PMCF's Unique Approach to M&A Advisory

PMCF's M&A advisory and investment banking services are designed to provide company shareholders with a trusted advisor to oversee all transaction related aspects of a company sale or strategic acquisition. Our service levels, industry expertise in packaging, and approach to managing transactions goes well beyond a typical investment banker. See below for some examples of our differentiation:

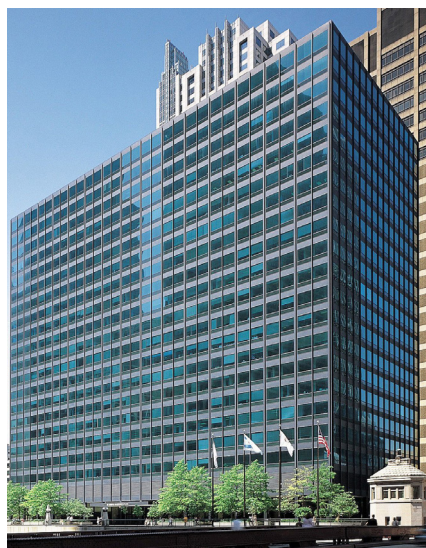
- Proven track record with >90% closing rate on all packaging sale transactions since 2010
- Differentiated approach via senior banker leadership and direct involvement through every step of the transaction providing a consistent and highly experienced point of contact
- Proven positioning and marketing processes to obtain premium valuations in company sales
- Tailored sale process provides for extensive upfront preparation including a detailed company review, identification of any potential issues in advance, and buyer evaluation/diligence ensuring the right fit
- Direct access and credibility with most of the packaging strategic consolidators and private equity groups
- Unique sale planning approach that helps shareholders best prepare for a future sale whether its six months or several years
- Long-term and client-first approach allows PMCF to provide unbiased feedback

## OUR U.S. LOCATIONS



### **DETROIT**

Two Towne Square  
Suite 425  
Southfield, MI 48076  
Phone: 248.223.3300



### **CHICAGO**

120 S Riverside  
Suite 2100  
Chicago, IL 60606  
Phone: 312.602.3600



### **DENVER**

8181 E Tuffs Avenue  
Suite 600  
Denver, CO 80237  
Phone: 720.370.8181

# Recent PMCF Awards & Accolades

## PMCF ACCOLADES



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

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, Industrials M&A Investment Bank of the Year in 2021 by the Global M&A Network

## RECENT PMCF PACKAGING TRANSACTIONS



## SELECT CLIENT FEEDBACK

“John and the PMCF team were critical to the success of this once-in-a-lifetime transaction for my family. They spent considerable time with us prior to launching a transaction and guided us through every step of the transaction process. I am very pleased with the outcome and would highly recommend John and the PMCF team to other corrugated packaging companies considering a transaction.”

**Jim Johnson Jr.**  
*President*  
*Progress Container & Display*

“John and his team were instrumental to the success of this transaction. Their strong understanding of the corrugated packaging space was apparent; they helped find the best partner for our company and efficiently navigate each step of the transaction process. I would highly recommend PMCF to other packaging companies considering a transaction.”

**Jack Skoog**  
*Owner*  
*Kentwood Packaging*

“I am so thankful that we had John and the PMCF team as our financial advisor; they were first class in every way. John was very knowledgeable on M&A in the packaging industry and made sure every aspect of this once-in-a-lifetime transaction was handled effectively. I would highly recommend John and the PMCF team to packaging business owners considering a transaction in the short or long-term.”

**Nancy Smith**  
*Owner*  
*C.L. Smith*

“We were fortunate to have John Hart and the PMCF team represent us in this major event in our company’s history. John spent countless hours with us over the last three years, helping us with a multi-year planning process and guidance throughout transaction process. PMCF’s experience in packaging was also very helpful; they know all the key players, understand our industry dynamics, and knew how to best position our unique and special company. We are very pleased with the transaction outcome and PMCF’s guidance throughout the process.”

**RICK HOLZNECHT**  
*President*  
*Panoramic*

## Experienced Professionals. Trusted Advisors. Proven Results.

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