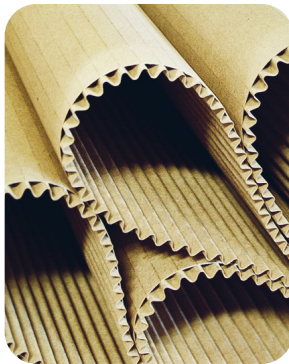


PACKAGING M&A PULSE

2020 Year in Review



2020

INSIDE THIS ISSUE

Packaging Market M&A Overview & Analysis	PAGE 3
M&A Activity in Rigid & Flexible Plastic, Paper, and Other Packaging Types	PAGES 4-7
Current Public Packaging Valuation Trends	PAGE 8
Private Equity M&A Activity	PAGE 9

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

Recent PMCF Plastics & Packaging Transactions



RECYCLING & FLEXIBLE
PACKAGING



THERMOFORMED
PACKAGING



SPECIALTY EXTRUSION &
INJECTION MOLDING



INJECTION-TO-BLOW
MOLDED PACKAGING

PMCF'S Plastics & Packaging Team



- Leads PMCF's Plastics & Packaging Group
- 20 years of M&A experience

JOHN HART
Managing Director



248.223.3468



John.Hart@pmcf.com

- Frequent speaker at industry events
- Authored more than 30 Plastics & Packaging reports

- Led successful completion of 25 Plastics & Packaging transactions over the past 7 years



STEPHEN FISHER
Vice President
248.603.5206
Stephen.Fisher@pmcf.com



JOEL KISH
Associate
312.980.2970
Joel.Kish@pmcf.com



COSMIN DORDEA
Analyst
248.603.5129
Cosmin.Dordea@pmcf.com

2020 Market Summary & Outlook

Global Packaging M&A activity was impacted significantly by COVID-19 in 2020 with only 234 total deals announced or completed, representing the lowest level of Packaging M&A activity in the last six years. Transaction activity decreased for all buyer types, with strategic acquirers experiencing the strongest decline at 26 deals, or 17%. Buyer mix remained mostly unchanged as strategic transactions increased by 1% of total buyer mix. Private equity buyers, including add-on and platform transactions, accounted for 45% of transaction activity collectively.

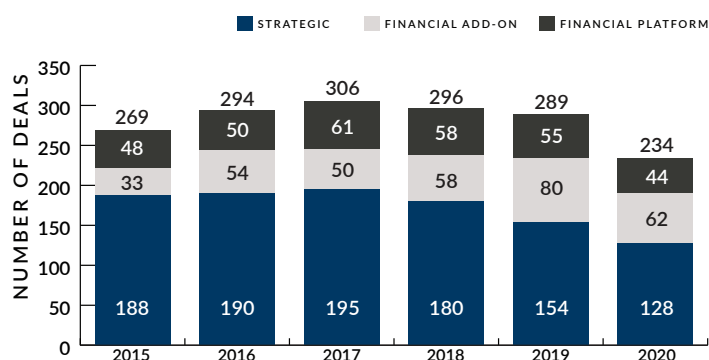
Despite COVID-19, strategic buyers, including private equity backed portfolio companies, continue to look for M&A opportunities to drive top-line growth, gain new technologies, and expand offerings. These growth initiatives along with transaction synergies have supported a continuation of elevated valuation multiples, which represented 9.1x EV/EBITDA through 2020. While the timing of a full recovery of M&A from COVID is still uncertain we believe the resilience of EBITDA multiples for high quality packaging businesses will continue to be helpful.

Other key trends in 2020 packaging M&A activity include:

- Publicly traded packaging companies experienced rapid declines in market valuations through Q1 2020 due to market uncertainty linked to the COVID-19 pandemic. Market valuations have since re-stabilized and all packaging indexes tracked by PMCF reached all-time highs at the end of 2020
- Private equity firms experienced lower deal volumes and aggregate values through 1H 2020 compared to the same period in 2019 due to uncertainties related to COVID-19 and private equity's reliance on new financing for successful closings. The number of announced deals was higher in 2H 2020 which signals the beginning of a recovery to pre-COVID levels by year-end
- Deal activity in Rigid Plastic Packaging is down by 20 deals compared to 2019 levels driven by declines in private equity platform and add-on transactions. Flexible Plastic Packaging was the most affected sector as deals were down 46% over 2019 levels due to depressed levels of both private equity and strategic transactions. Paper and Other Packaging sectors were the least affected from a volume perspective although they remain suppressed compared to historical transaction activity

2020 was a suppressed year for Packaging M&A activity although recent monthly trends in Q3 and Q4 are indicating a recovery from the low deal activity seen in Q2. The timing of a full recovery is still uncertain but we have been encouraged by the level of activity over the last few months including several notable transactions. Despite the general underperformance observed during the year, PMCF is optimistic heading into 2021 as both buyers and sellers have become more comfortable operating in the current deal environment. As indicated by overall valuation levels and buyer interest in achieving value-added growth through M&A, differentiated packaging companies remain attractive acquisition targets despite COVID-19 related challenges.

TRANSACTIONS BY BUYER TYPE



TOTAL PACKAGING M&A BY QUARTER

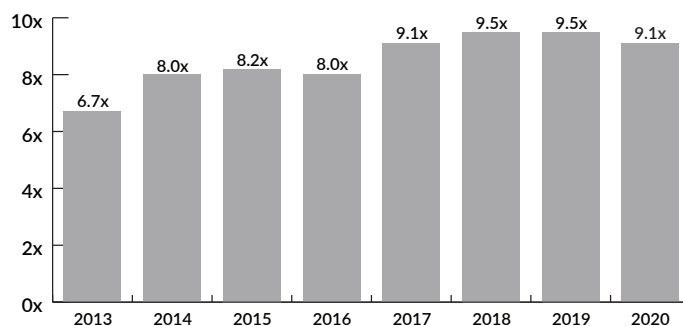
Q1 '20	Q2 '20	Q3 '20	Q4 '20
68	33	59	74
Q1 '19	Q2 '19	Q3 '19	Q4 '19
85	67	73	64
Q1 '18	Q2 '18	Q3 '18	Q4 '18
77	81	59	79

TOTAL PACKAGING DEALS BY TYPE

Type	2017	2018	2019	2020	'19 - '20 Change
Rigid Plastic	77	72	77	57	-20
Flexible Plastic	53	55	52	28	-24
Paper	123	113	114	105	-9
Other	53	56	46	44	-2
Total Packaging	306	296	289	234	-55

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

SELECT PACKAGING TRANSACTIONS: AVERAGE EV/EBITDA MULTIPLES



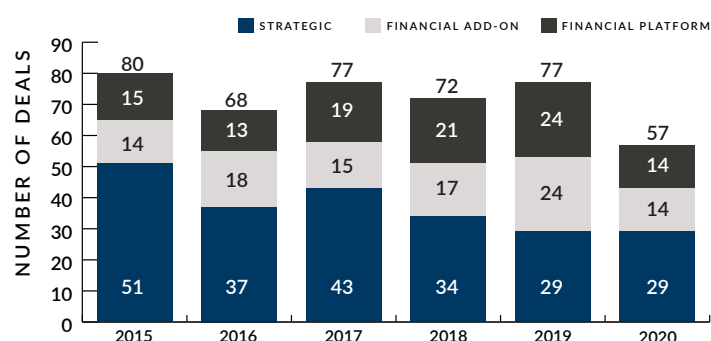
Multiple data in chart above is based on a proprietary collection of select transactions. Note that the majority of transactions do not disclose multiples

Rigid Plastic Packaging Transaction Activity

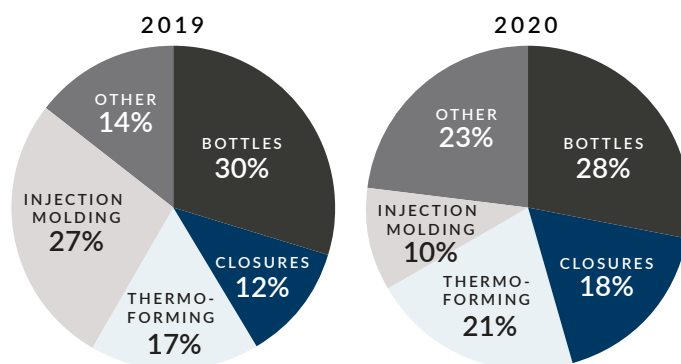
Trends in Rigid Plastic Packaging

- Rigid Plastic Packaging M&A activity fell by 26% to 57 deals in 2020, representing the lowest level of yearly transaction activity in the last 6 years
- The decline was primarily driven by COVID-related decreases in private equity platform and add-on transactions during the first few months of COVID-19 as credit markets made it challenging for private equity groups to close transactions at competitive valuations during this time period
- Transaction volume from Other Rigid Packaging, which includes Rotomolding, Blow Molding, Extrusion, and Foam, increased by 18% due to an uptick in deal activity by domestic private equity and foreign strategics
- Injection Molded packaging sub-sector deals experienced the largest decrease in transaction volume mix, down 17% year-over-year primarily due to a decline in private equity transactions

TRANSACTIONS BY BUYER TYPE



TRANSACTIONS BY PACKAGE TYPE



2020 SELECT TRANSACTIONS IN RIGID PLASTIC PACKAGING

Date	Target	Acquirer	Category	Enterprise Value (\$mm)	EV/ EBITDA
12/14/20	Færch Plast A/S	A.P. Møller Holding A/s	Thermoforming	2,306	
11/16/20	SFB Plastics, Inc.	Altium Packaging LLC	Bottles		
08/03/20	Polyfab LLC	DAIHO USA Corp.	Injection Molding		
07/29/20	IPL Plastics Inc.	Madison Dearborn Partners, LLC	Injection Molding	736	8.9x
07/09/20	Panoramic, Inc.	Anchor Packaging LLC	Thermoforming		Proprietary
06/25/20	Schoeneck Containers, Inc.	Mason Wells, Inc.	Bottles	85	
02/13/20	Fusion Packaging I, L.P.	AptarGroup, Inc. (NYSE:ATR)	Closures	165	
02/11/20	Pacur, LLC	Gryphon Investors Inc	Sheet	220	10.0x

Featured Sector Transactions

December 2020 – A.P. Møller Holding A/S (“A.P. Møller”) has signed an agreement to acquire Færch A/S (“Færch”) from funds managed by Advent International for approximately \$2.3 billion. Færch is a pan-European manufacturer of sustainable food packaging solutions and is a market leader of fully circular solutions, with its products made from up to 100% post-consumer recycled content. Færch also operates as an integrated recycler, allowing its customers to recycle used packaging back into new, similar food grade packaging products at industrial scale. Ranjan Sen, Managing Partner at Advent International, said: “We have found an ideal partner for Færch. Over the last three years, we have supported the management to build the company into a true leader renowned for its sustainable food packaging and recycling capabilities. With A.P. Møller Holding, the company will have a long-term oriented owner with strong roots in Denmark that is known to invest in and grow leading businesses with a positive impact on society.”

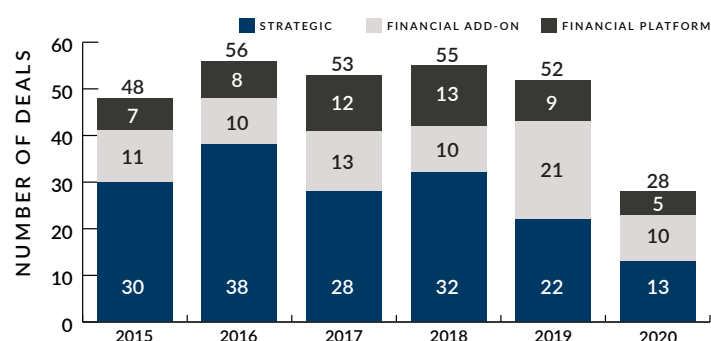
July 2020 – Wisconsin-based Panoramic Inc. (“Panoramic”) has been acquired by Anchor Packaging LLC (“Anchor Packaging”), a portfolio company of The Jordan Company. Panoramic is a manufacturer of thermoformed food packaging servicing the United States and Canada and is recognized for its customer-centric approach, custom designs, and speed to market capabilities. “This acquisition is strategically important to us for two reasons: It will significantly broaden our offering to attract bakery, produce, deli, and confectionery customers. Also, it expands our capabilities and speed to market across any size customer or project to support the growing needs of our customers.” commented Jeff Wolff, President, and CEO of Anchor Packaging. PMCF served as Panoramic’s financial advisor in the transaction.

Flexible Plastic (Film) Packaging Transaction Activity

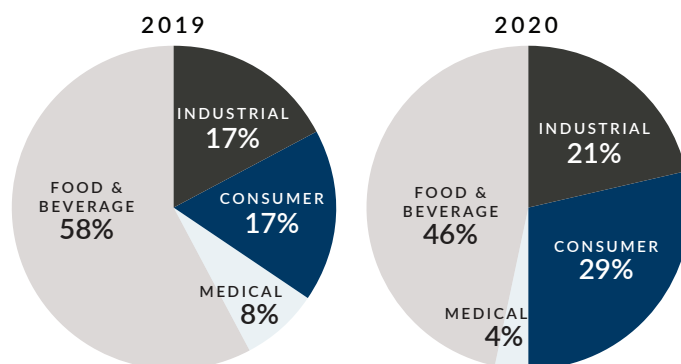
Trends in Flexible Plastic (Film) Packaging

- Flexible Plastic Packaging M&A was the most impacted segment in packaging in 2020, falling by approximately 46% over 2019 levels due to declines in both private equity and strategic transactions. This sector started off the year with lower activity before COVID-19 and 2020 represents the lowest deal volume levels since PMCF began tracking activity in the sector
- Food & Beverage remained the largest end market for transaction activity but declined from 58% to 46% of total flexible packaging transactions. Consumer and Industrial end markets both experienced increases while Medical dropped to 4% of total activity
- Buyer makeup remained relatively consistent with strategic, financial platform, and financial add-ons all showing considerable declines in 2020

TRANSACTIONS BY BUYER TYPE



TRANSACTIONS BY PACKAGE TYPE



2020 SELECT TRANSACTIONS IN FLEXIBLE PLASTIC (FILM) PACKAGING

Date	Target	Acquirer	Category	Enterprise Value (\$mm)	EV/ EBITDA
12/17/20	Packaging Horizons Corp.	Primary Packaging, Inc.	Consumer		
10/23/20	Polar Plastics, Inc.	Revolution	Industrial		
09/16/20	Precision Products Group Inc.	Auxo Investment Partners	Consumer		
06/19/20	Genpak Flexible	C-P Flexible Packaging, Inc.	Food & Beverage		
03/20/20	Irlplast S.p.A.	Cheyne Capital Management (UK) LLP	Food & Beverage	107	11.6x
02/19/20	Rapak, LLC	TriMas Corporation (NasdaqGS:TRS)	Food & Beverage	12	
02/18/20	Printable Plastics Business of Felix Schoeller Group	Coated Fabrics Co.	Consumer		
01/14/20	Plaspac Packaging Ltd.	Ferrari Packaging Ltd.	Industrial		

Featured Sector Transactions

December 2020 – Graham Partners (“Graham”) has announced it has acquired the flexible converting business of Berry Global Group with estimated sales of more than \$200 million. The deal includes six printing and laminating flexible packaging facilities that had been part of Berry’s North American extrusion, converting and coating business. Pennsylvania-based Graham will combine the Berry business with Advanced Barrier Extrusions LLC, its own flexible packaging unit based in Charlotte, North Carolina. “Combined, the strong R&D cultures of these two businesses offer exciting possibilities for the future,” said William Timmerman, Managing Principal at Graham Partners. “We intend to sustain and accelerate their proven track record of developing innovative new products to better serve customers.” The combination holds significant synergy potential and creates a vertically integrated business spanning multiple extrusion technologies and printing, laminating, bagging, coating, finishing, and niche packaging operations.

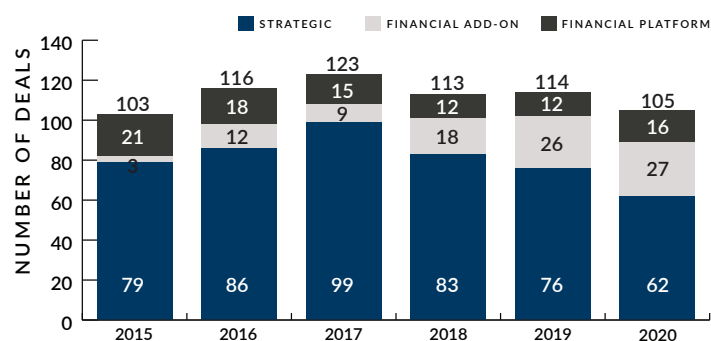
June 2020 – C-P Flexible Packaging, a portfolio company of First Atlantic Capital, announced the acquisition of Genpak Flexible from The Jim Pattison Group. Genpak Flexible is a North American supplier of compostable packaging and offers a wide range of patented flexible packaging solutions. With facilities in Aurora, Ontario and Lakeville, Minnesota, Genpak Flexible holds expertise in customized die-cut rollstock and pouches, as well as paper-based laminations. Following the acquisition, C-P Flexible Packaging’s North American footprint will consist of six locations with over 750 employees. “We are pleased to continue to support the expansion of C-P Flexible Packaging as it evolves into a leader in the high-growth flexible packaging sector. This acquisition unlocks additional value by substantially expanding the range of products and capabilities we bring to the marketplace,” said Roberto Buaron, Chairman of First Atlantic Capital.

Paper Packaging Transaction Activity

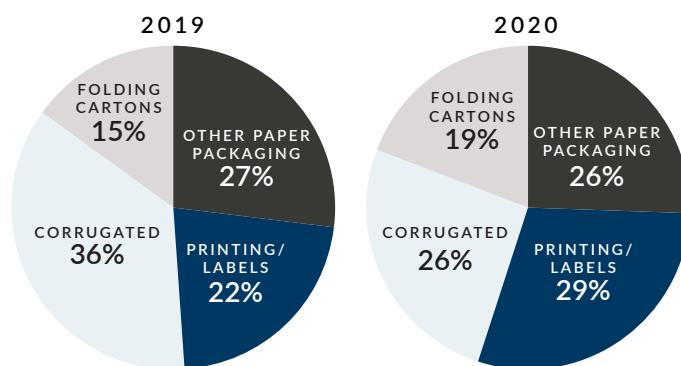
Trends in Paper Packaging

- Paper Packaging M&A activity was the most active sector in packaging in 2020 with 105 reported transactions, a decline of 8% year-over-year despite a challenging COVID-19 environment. Buyer mix shifted to favor private equity with strategic buyers accounting for only 59% of transaction activity, a 9% decline in total buyer mix year-over-year
- Private equity platform transactions increased by 4 deals compared to 2019 as private equity share of overall transactions continues to represent historical all-time highs, 15% higher than the last five-year historical average
- The sub-sector mix in Paper Packaging experienced notable shifts year-over-year. Folding Cartons and Printing/Labels experienced increases of 3 and 6 deals, or 18% and 24%, respectively. These increases were offset by declines in Corrugated and Other Paper Packaging, which experienced declines of 14 and 4 deals, or 34% and 13%, respectively

TRANSACTIONS BY BUYER TYPE



TRANSACTIONS BY PACKAGE TYPE



2020 SELECT TRANSACTIONS IN PAPER PACKAGING

Date	Target	Acquirer	Category	Enterprise Value (\$mm)	EV/ EBITDA
12/18/20	Advanced Web Technologies	Morgan Stanley Capital Partners	Printing/Labels		
09/17/20	3C Packaging, Inc.	Essentra plc (LSE:ESNT)	Folding Cartons	65	8.9x
08/10/20	Graphic West International ApS	CCL Industries Inc. (TSX:CCL.B)	Folding Cartons	36	6.0x
07/15/20	Consolidated Label Co. Inc.	Tenex Capital Management, L.P.	Printing/Labels		
04/17/20	Shoreline Container Inc.	New-Indy Containerboard LLC	Corrugated		
02/27/20	Consumer Packaging Group Business of Greif, Inc.	Graphic Packaging International, LLC	Folding Cartons	85	4.3x
02/17/20	Coastal Corrugated, Inc.	Atlantic Corporation	Corrugated		
01/31/20	Eti-Textil	CCL Industries Inc. (TSX:CCL.B)	Printing/Labels	20	5.7x

Featured Sector Transactions

February 2020 – Atlantic Corporation has announced the acquisition of Coastal Corrugated, a 35 year-old family-owned corrugated box company located in North Charleston, SC. Coastal Corrugated manufactures large format corrugated boxes and custom protective packaging components for various manufacturing segments including the automotive industry. “We are excited about the opportunities this move brings to our already diverse company,” said Wes Carter, President of Atlantic Corporation. “Coastal’s products are consistent with our marketplace focus, especially as it broadens our value proposition to the evolving automotive market. We have looked at corrugated sheet plants before as they are very allied to our converted products offering. This one seemed the right one at the right time.”

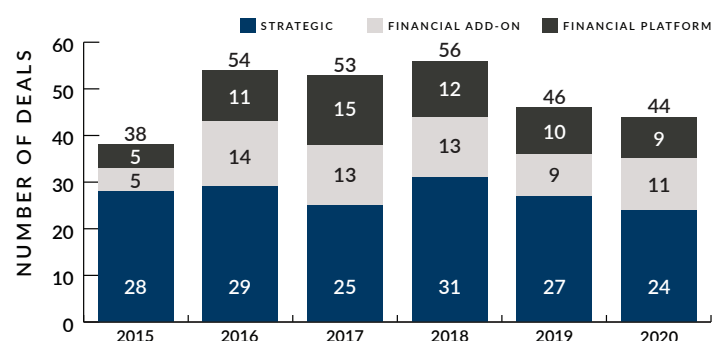
July 2020 – Tenex Capital Management (“Tenex”) has acquired and merged sister companies Consolidated Label and Online Labels (together “Consolidated”) in partnership with their founders, Joel and Dave Carmany. Headquartered in Sanford, Florida, Consolidated provides a full-suite of custom printed pressure sensitive, shrink sleeve, flexible packaging, and blank labels on sheets and rolls to small businesses, consumers, and middle market brands via enterprise relationships and a direct-to-consumer e-commerce platform. Consolidated will continue to be led by Dave and Joel Carmany as CEO and President, respectively. Tenex Managing Director Perrin Monroe commented, “Tenex is equally as excited to partner with Dave, Joel, and the impressive organization they’ve created. Through its solution-based offering, the Company has established itself as one of the premier middle market label manufacturers and is well-positioned for further scale. We look forward to supporting the Company through this next chapter.”

Other Packaging Transaction Activity

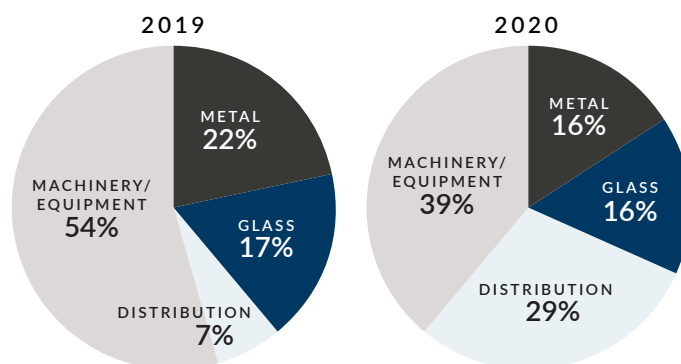
Trends in Other Packaging

- Other Packaging M&A activity, which includes Machinery/Equipment, Metal, Distribution, and Glass Packaging, represented the most resilient sector in packaging in 2020 with a decline of only 2 deals
- Private equity add-on transactions increased by 2 while private equity platforms and strategic transactions reported modest decreases
- The Distribution sub-sector recorded 13 transactions in 2020, a substantial increase year-over-year primarily due to an increase in private equity add-on transactions
- The Machinery/Equipment Packaging sub-sector declined by 8 deals year-over-year, the largest sub-sector decline in Other Packaging observed in 2020. Share of total transaction volume for the sub-sector dropped to 39%, which is flat compared to the last five-year historical average

TRANSACTIONS BY BUYER TYPE



TRANSACTIONS BY PACKAGE TYPE



2020 SELECT TRANSACTIONS IN OTHER PACKAGING

Date	Target	Acquirer	Category	Enterprise Value (\$mm)	EV/ EBITDA
12/23/20	Inmark, LLC	Kelso & Company, L.P.	Distribution		
12/11/20	Piramal Glass Limited	The Blackstone Group Inc. (NYSE:BX)	Glass	1,000	
08/27/20	Price Container And Packaging	TricorBraun, Inc.	Distribution		
08/24/20	Abco Kovex Limited	Bunzl plc (LSE:BNZL)	Distribution		
04/14/20	Aleris Corporation	Novelis Inc.	Metal	2,800	7.2x
04/09/20	CITO-SYSTEM GmbH	Bobst Group SA (SWX:BOBNN)	Machinery/Equipment		
02/10/20	Nortech Packaging	Intertape Polymer Group Inc. (TSX:ITP)	Machinery/Equipment	37	6.6x
01/06/20	Allied Glass Containers Ltd.	Sun European Partners LLP	Glass		

Featured Sector Transactions

February 2020 – Intertape Polymer Group Inc. (TSX:ITP) (“IPG”) announced it has entered into a definitive agreement to acquire substantially all of the operating assets of Nortech Packaging (“Nortech”) for cash consideration of approximately \$36.5 million or 6.6x EBITDA. Nortech manufactures, assembles and services automated packaging machines under the Nortech Packaging and Tishma Technologies brands. Its custom-infeed and robotic solutions for packaging applications are designed for cartoning, case-packing, case-erecting, pouch-packaging and palletizing. “Packaging automation and system design are playing an increasingly important role in our customer’s competitive positioning, especially in the e-commerce market. We believe this acquisition will provide us with the opportunity to move upstream in our target customer’s production process with an expanded product bundle and a continuous supply of consumables,” said Greg Yull, President and CEO of IPG.

August 2020 – TricorBraun announced that it has entered into an agreement to acquire Utah-based Price Container and Packaging Corporation (“Price Container”), a family-owned rigid packaging distributor with long-standing customer and supplier relationships in the industrial and food markets. “Our acquisition of Price Container will significantly add to our robust range of packaging solutions by expanding our industrial presence,” said Court Carruthers, President and CEO of TricorBraun. A portfolio company of global private investment firm AEA Investors, TricorBraun has acquired and successfully integrated more than 20 companies over the last 25 years. Price Container will mark the company’s eighth acquisition in the last three years.

Packaging Stock Market Valuations

Key Takeaways and Analysis

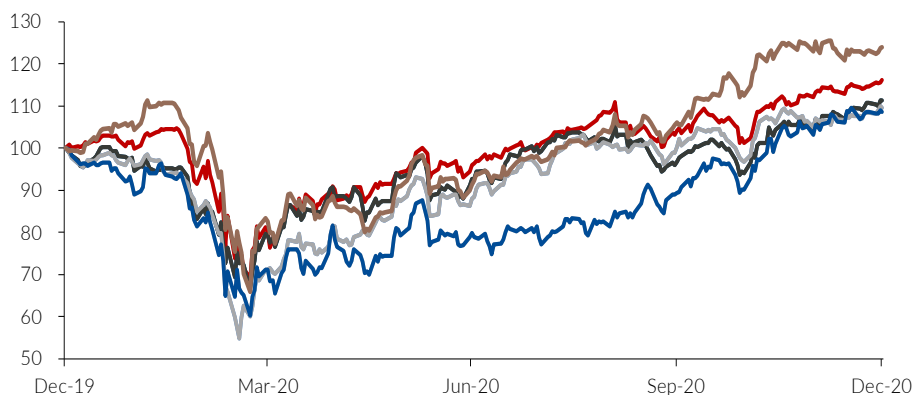
- Publicly traded packaging companies experienced rapid declines in market valuations though Q1 2020 due to market uncertainty linked to the COVID-19 pandemic. Market valuations have since re-stabilized and all packaging indexes have reached all time highs by the end of 2020
- PMCF's Rigid, Paper, and Other Packaging indices each experienced higher EV/EBITDA multiples compared to 2019 and the 3-year historical average; Flexible Packaging was the only sector which experienced lower EV/EBITDA multiples than the two comparison periods
- The Other Packaging index registered a 24% increase year-over-year and was the only packaging index tracked by PMCF that outperformed the S&P 500 in 2020. The broader stock market was boosted by stimulus aid packages as well as optimism regarding the development and roll-out of the COVID-19 vaccine

PACKAGING STOCK MARKET VALUATIONS

Company Name	Headquarters Location	Financials / Metrics (\$USD) (12/31/2020)				EV / EBITDA Multiples		
		LTM Revenue	LTM EBITDA	Market Cap	Price/Earnings	2020	2019	3 Year Average
AptarGroup, Inc.	United States	\$ 2,851	\$ 569	\$ 8,860	43.5x	16.5x	13.2x	13.6x
Berry Global Group, Inc.	United States	11,709	2,118	7,501	13.6x	8.0x	11.6x	9.1x
Nampak Limited	South Africa	676	40	88	NM	9.2x	4.7x	5.5x
Silgan Holdings Inc.	United States	4,922	752	4,101	14.6x	10.1x	8.9x	9.4x
Sonoco Products Company	United States	5,237	743	5,950	22.7x	8.8x	9.2x	9.0x
Rigid Plastic Packaging Average					23.6x	10.5x	9.5x	9.3x
Amcor plc	Switzerland	\$ 12,484	\$ 1,944	\$ 18,420	23.5x	11.9x	15.1x	12.9x
Huhtamäki Oyj	Finland	3,950	522	5,394	22.7x	11.5x	13.1x	11.1x
Sealed Air Corporation	United States	4,903	973	7,104	15.2x	10.4x	11.2x	11.2x
Transcontinental Inc.	Canada	1,958	357	1,402	13.6x	5.6x	5.3x	5.3x
Wipac Ltd.	Canada	858	193	2,184	19.6x	8.5x	9.7x	9.6x
Flexible Plastic Packaging Average					18.9x	9.6x	10.9x	10.0x
Cascades Inc.	Canada	\$ 3,828	\$ 450	\$ 1,170	14.4x	5.6x	6.5x	6.4x
DS Smith Plc	United Kingdom	7,442	996	7,016	25.8x	8.6x	8.1x	8.8x
Graphic Packaging Holding Co.	United States	6,560	905	4,587	36.1x	10.1x	8.2x	8.9x
Greif, Inc.	United States	4,515	640	2,304	20.9x	7.0x	7.7x	7.2x
International Paper Company	United States	20,580	3,118	19,545	39.8x	6.6x	6.8x	7.1x
Mondi plc	United Kingdom	7,820	1,603	11,378	13.2x	8.0x	6.9x	7.6x
Packaging Corporation of America	United States	6,658	1,206	12,986	27.8x	10.6x	7.8x	8.2x
Smurfit Kappa Group Plc	Ireland	10,434	1,691	11,930	21.5x	9.1x	7.2x	7.3x
WestRock Company	United States	17,557	2,732	11,452	NM	7.0x	7.1x	7.0x
Paper Packaging Average					24.9x	8.1x	7.4x	7.6x
Avery Dennison Corporation	United States	\$ 6,754	\$ 973	\$ 12,939	24.8x	15.2x	12.4x	11.9x
Ball Corporation	United States	11,781	1,933	30,480	NM	19.1x	15.0x	14.4x
CCL Industries Inc.	Canada	3,880	777	8,129	21.2x	11.1x	11.1x	11.7x
Crown Holdings, Inc.	United States	11,575	1,799	13,289	26.2x	12.8x	10.7x	10.1x
Gerresheimer AG	Germany	1,655	342	3,370	NM	13.2x	9.5x	11.1x
O-I Glass, Inc.	United States	6,091	908	1,870	6.0x	7.4x	6.7x	7.1x
Toyo Seikan Group Holdings, Ltd.	Japan	7,288	722	2,054	37.3x	3.8x	6.3x	5.5x
Ardagh Group S.A.	Luxembourg	6,609	1,112	4,068	NM	8.5x	8.2x	7.8x
Other Packaging Average					23.1x	11.4x	10.0x	10.0x

Note: Multiples reflect data from last reported financial filings

PERFORMANCE OF PMCF PACKAGING INDICIES VS. S&P 500

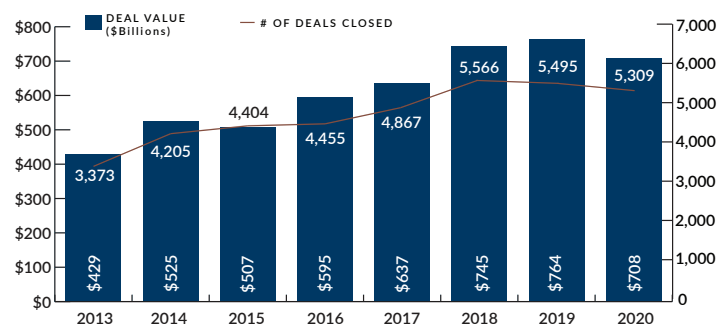


Source: Capital IQ

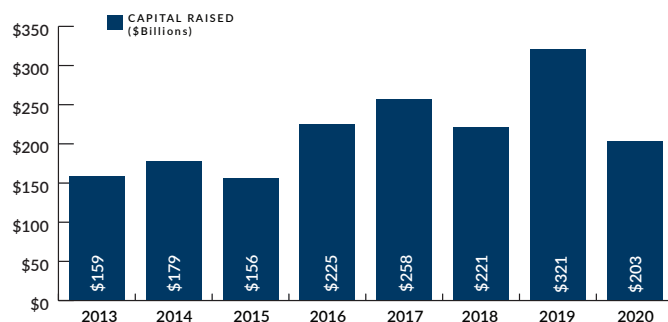
Index	Dec-20 TTM % Change	
S&P 500	↑	16.3%
Rigid Plastic Packaging	↑	11.4%
Flexible Plastic Packaging	↑	9.6%
Paper Packaging	↑	8.6%
Other Packaging	↑	23.9%

Private Equity M&A Trends

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



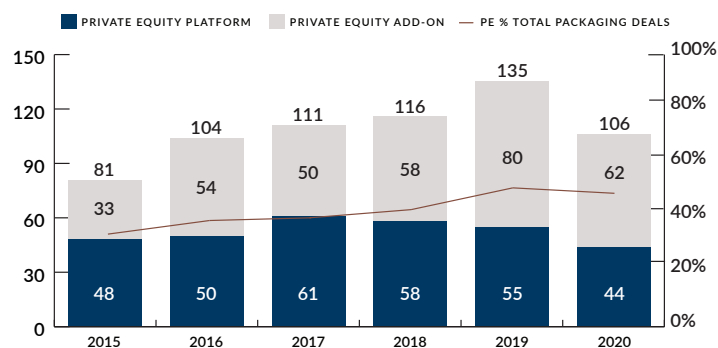
U.S. PRIVATE EQUITY FUNDRAISING: CAPITAL RAISED



OVERALL U.S. PRIVATE EQUITY:

- M&A activity from U.S.-based firms experienced a decrease in both deal volume and aggregate deal value in 2020 compared to the same period in 2019 due to uncertainties related to COVID-19. Private equity deal activity declined by 3% while deal value declined by 7% year-over-year
- Despite Q2 2020 registering the lowest deal values since 2013, Q3 and Q4 2020 deal values and number of announced deals were higher, likely signaling the beginning of a recovery in private equity acquisition activity
- Future private equity deal activity is poised to be supported by an overall healthy credit market fueled by Federal Reserve liquidity injections, a prolonged low interest rate environment, as well as strong levels of dry powder in direct lending funds
- Private equity funds in the U.S. raised a total of \$203 billion in 2020, a 37% decline compared to 2019. The decline was partly expected as U.S. funds were coming off all-time records set for commitments as several mega-funds closed in 2019. While fundraising was down in 2020 in part due to a lack of mega-funds and COVID related issues, U.S. private equity firms closed on a healthy amount of capital, all things considered

GLOBAL PRIVATE EQUITY M&A ACTIVITY IN PACKAGING



Type	2019	2020
Rigid Plastic	48	28
Flexible Plastic	30	15
Paper	38	43
Other	19	20
Total Packaging	135	106

GLOBAL PACKAGING PRIVATE EQUITY:

- Private equity participation in Packaging M&A experienced a significant decrease in 2020. Total packaging private equity activity decreased by 29 deals, or 21%, over 2019 levels
- The decrease was primarily driven by reduced domestic and foreign activity for both platform and add-on deals in Q2 2020 due the immediate economic impact of COVID-19 on the credit markets and overall market sentiment
- The transaction mix in 2020 has remained consistent compared to 2019 levels, with private equity add-on and platform transactions accounting for 58% and 42% of private equity deals, respectively
- Private equity packaging deal activity ticked up in 2H 2020, registering 70 transactions after only 9 deals were observed in Q2. The recent increase in deal activity signals a return to historical levels and is largely in-line with trends observed in the broader private equity market
- Rigid and Flexible Plastic Packaging sub-sectors experienced declines of 20 and 15 deals, or 42% and 50%, respectively
- Paper and Other Packaging experienced increases of 5 and 1 deal, or 13% and 5%, respectively. These increases are notable on a relative basis given the observed declines in other packaging sub-sectors, and is representative of the continued appetite for industry consolidation in select packaging sub-sectors

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 100% 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
- One of the largest, most active investment banking boutiques with a focus on specialty niche businesses
- Proven positioning and marketing processes to obtain premium valuations in company sales
- Tailored sale process provides for extensive upfront preparation, detailed company review and 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 Tufts 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, 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

SELECT PMCF PACKAGING TRANSACTIONS



SELECT CLIENT FEEDBACK

“ John Hart and the PMCF team were instrumental in making this a highly successful transaction. Their packaging industry knowledge, hands-on approach, and assistance with transaction planning over a multi-year time period were particularly valuable in helping us achieve our goals with this transaction. We would highly recommend PMCF to other packaging companies considering a transaction. ”

JOSEPH AND JOHN BRODNER

*Co-Owners
Olcott Plastics*

“ We couldn't be happier with our decision to select PMCF as our M&A advisor. John and his team were instrumental in the successful outcome of this transaction and their packaging expertise proved to be very valuable. We would undoubtedly recommend PMCF to any other packaging businesses considering a transaction. ”

MIKE CHERESKIN

*Vice President
Grand Traverse Container, Inc.*

“ John and his team played a critical role in helping us evaluate strategic options and guide the Company through a transaction process with Rohrer. We consider ourselves fortunate to have PMCF on our advisory team and do not believe we would have achieved as successful of an outcome without their involvement. We would highly recommend PMCF to other packaging companies considering a transaction. ”

SCOTT GREIWE

*Shareholder
Transparent Container*

“ 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*

P&M Corporate Finance

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Southfield, MI 48076

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