

# ONLINE SHOPPING DRIVES PACKAGING DEMAND

PACKAGING INDUSTRY UPDATE | MAY 2021



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# Packaging Industry

## Online Shopping Drives Packaging Demand

### KEY INDUSTRY TAKEAWAYS

Capstone Partners' Industrials Investment Banking Group is pleased to share its Packaging report. Through our ongoing conversations with active industry players and analysis of trends during COVID-19, we have identified several key takeaways below, followed by an in-depth overview of industry dynamics on the following pages.

1. The Packaging industry has proven its resilience throughout the COVID-19 pandemic as consumers have continued to purchase nondiscretionary goods and increasingly adopted online shopping.
2. Positive consumption trends and the rise of e-commerce are expected to continue to fuel demand for Packaging companies in 2021 and beyond.
3. Increases in off-premise consumption have heightened demand for packaging solutions with applications in the Food & Beverage end market.
4. M&A activity in the Packaging industry increased 27.3% in 2020 YOY, compared to the broader middle market which recorded a 16% decline in 2020 volume, according to Capstone's [March Capital Markets Update](#).
5. Financial buyers comprised 53.9% of Q1 2021 transactions as private equity (PE) has displayed an appetite for companies serving defensible markets.
6. Labeling companies have attracted significant buyer interest from PE firms looking to augment the offerings of portfolio companies through add-on acquisitions.
7. Acquirers have increasingly pursued target companies with sustainable and customizable packaging solutions.

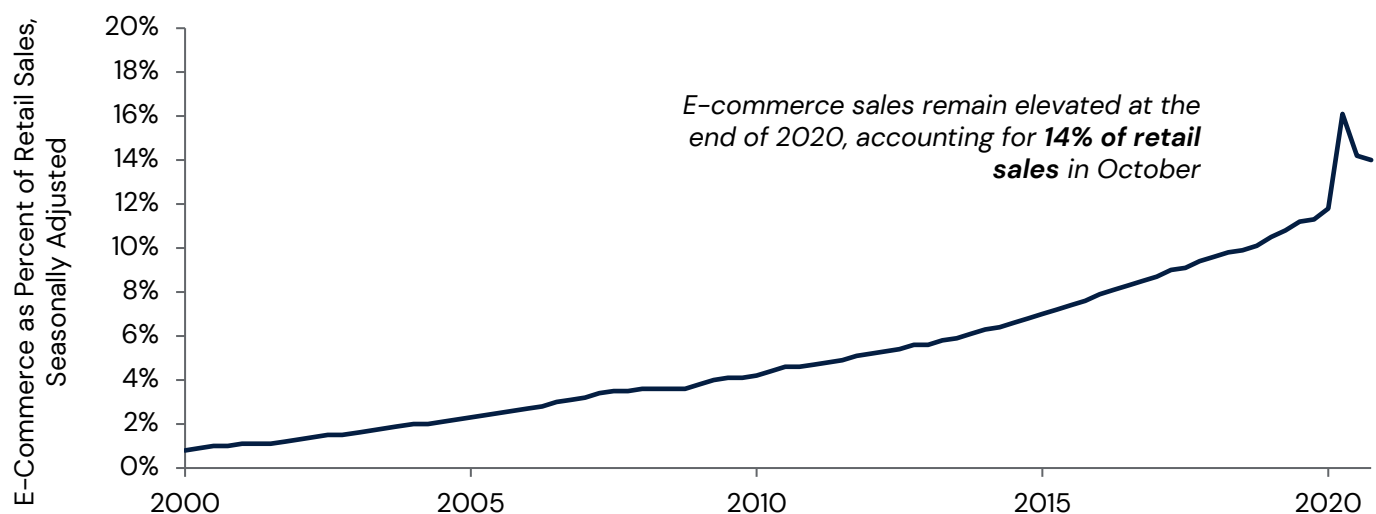
Capstone Partners has developed a full suite of corporate finance solutions, including M&A advisory, debt advisory, financial advisory, and equity capital financing to help privately owned businesses and private equity firms through each stage of the company's lifecycle, ranging from growth to an ultimate exit transaction.

To learn more about Capstone's wide breadth of advisory services and Packaging industry expertise, please contact Capstone Managing Director [David Bench](#).

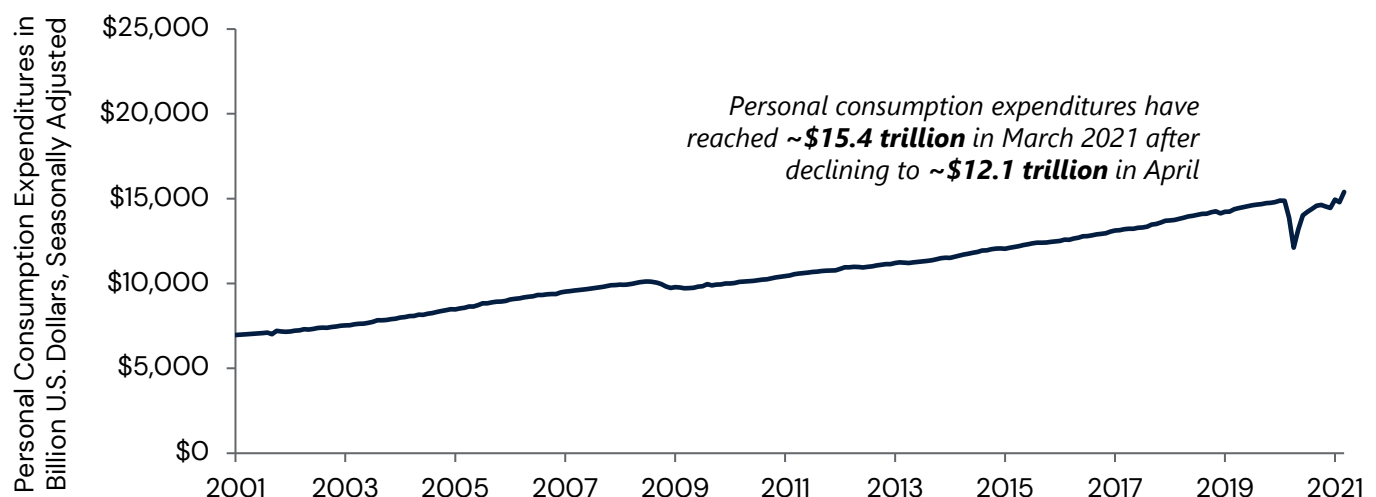
## INDUSTRY OUTLOOK

The Packaging industry has demonstrated defensibility throughout the pandemic with consumers continuing to purchase nondiscretionary goods and increasingly adopting online shopping. As consumers reduced spending amid pandemic-induced uncertainty, U.S. personal savings as a percentage of disposable personal income reached a record 33.7% in April 2020, according to the U.S. Bureau of Economic Analysis.<sup>1</sup> However, the personal savings rate has largely normalized, falling to 13.6% in February 2021. Personal consumption expenditures (PCE) have also returned to pre-pandemic levels, reaching \$15.4 trillion on March 1, 2021, after falling ~10% in Q2 2020 quarter-over-quarter. In addition, The Conference Board Consumer Confidence Index® reached its highest reading in a year in March, increasing to 109.7 from 90.4 in February, according to The Conference Board.<sup>2</sup> Positive consumption trends and the rise of e-commerce provide a favorable outlook for the Packaging industry in 2021.

### E-Commerce Sales Remain Elevated Through Q4 2020



### Personal Consumption Expenditures Normalize in Q1 2021



Source: U.S. Census Bureau, U.S. Bureau of Economic Analysis, and Capstone Research



## OUTLOOK BY SEGMENT

### Corrugated Packaging

The Corrugated Packaging market is expected to grow at a compound annual growth rate (CAGR) of 8.1% between 2021 and 2026, according to Mordor Intelligence.<sup>3</sup> This robust growth is primarily driven by the versatility of corrugated packaging amid the rise of e-commerce.

### Paperboard Packaging

The Paperboard Packaging market has attracted significant buyer attention due to the materials' ability to be customized and recycled. Of note, Mill Rock Packaging Partners acquired All Packaging Company, a provider of paperboard packaging and folding cartons to retailers and product manufacturers (February, undisclosed). The Paperboard Packaging market is projected to grow at a CAGR of 3.5% between 2020 and 2026, according to Global Market Insights.<sup>4</sup> Paperboard packaging providers have benefitted from the increase in packaged food consumption, particularly during the pandemic.

### Flexible Plastic Packaging

With many applications in the Food Packaging space, the Flexible Plastic Packaging market is forecasted to grow at a 4.5% CAGR between 2021 and 2026, according to Markets and Markets.<sup>5</sup>

### Rigid Plastic Packaging

The Rigid Plastic Packaging market is expected to grow at a 5.6% CAGR between 2020 and 2027, according to Verified Market Research.<sup>6</sup> Consumers have found rigid plastic solutions attractive due to reusability and durability. Plastic packaging providers have garnered interest from acquirers due to the attractive consumer end markets that they serve. Notably, Ares Management Corporation (NYSE:ARES) and Ontario Teachers' Pension Plan Board acquired TricorBraun, a provider of both rigid and flexible plastic packaging solutions (January, undisclosed).

### Metal Packaging

Metal packaging providers have capitalized on an increase in at-home beverage consumption. In addition, aluminum cans have a high degree of circularity, according to a report by Metabolic.<sup>7</sup> The Metal Packaging market is projected to grow at a 4% CAGR from 2020 to 2026, according to Mordor Intelligence.<sup>8</sup>

### Glass Packaging

Also driven by the rise in at-home beverage consumption, the Glass Packaging market is expected to grow at a 3.7% CAGR from 2021 to 2024, according to Technavio.<sup>9</sup>



**David Bench,**  
Managing Director

*"The pandemic has generated tailwinds in the Packaging industry, particularly for companies exposed to e-commerce, labeling, and consumer goods. These favorable dynamics are producing significant interest for high-quality, resilient packaging assets in the M&A market, with valuations elevated above the historically-high levels experienced pre-pandemic. In particular, we are seeing strong competition for packaging companies from the private equity deal market."*

## KEY TRENDS & DRIVERS

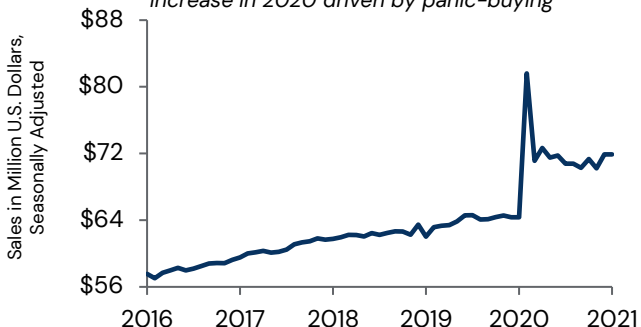
### Off-Premise Food and Beverage Consumption Drives Packaging Demand

Social distancing protocols have forced consumers to prepare more meals at home, which led to a 11.2% year-over-year (YOY) increase in grocery store sales, according to Statista.<sup>10</sup> Similarly, the temporary closure of bars and restaurants has resulted in a shift to at-home beverage consumption. Notably, off-premise alcohol sales reached \$19 billion from March 2, 2020, through May 16, 2020, according to bakertilly.<sup>11</sup> E-commerce has played a critical role in the shift toward at-home food and beverage consumption throughout the pandemic, providing safe and convenient shopping solutions through delivery and curbside pickup.

Packaging providers serving the Food & Beverage industry have benefitted from strong demand for groceries amid the pandemic. For example, Ball Corporation (NYSE:BLL), a provider of aluminum packaging, recorded a YOY sales volume increase of 11% in its North American Beverage market in 2020, according to the company's Q4 earnings call.<sup>12</sup> Similarly, WestRock (NYSE:WRK), a U.S.-based corrugated packaging company, has shifted production toward its Food and Beverage segment in order to capitalize on strong volume, according to its Q1 2021 earnings call.<sup>13</sup> With the rollout of COVID-19 vaccines, Capstone expects that the performance of packaging companies serving retail Food and Beverage end markets in 2021 will be dependent upon the ability of grocery stores to retain demand as restaurants and bars reopen and begin to resume operations at full capacity.

#### Advance Retail Sales: Food and Beverage

*Food and beverage retail sales remain elevated in 2021 after experiencing a steep increase in 2020 driven by panic-buying*



Source: U.S. Census Bureau, Capital IQ, and Capstone Research

### Prioritization of Sustainability Shifts Demand Towards Eco-Friendly Packaging Solutions

Although COVID-19 headwinds fostered waste buildups driven by increased volumes of single-use plastic packaging, heightened consumer awareness and the resumption of sustainability efforts from large public companies are expected to drive the Packaging industry towards an environmentally-friendly supply chain. For example, Berry Global Group, Inc. (NYSE:BERY) has established a sustainability initiative which aims to: expand and modernize waste infrastructure to increase recovery and prevent loss of plastic into the environment, achieve 10% recycled content across fast-moving consumer goods packaging, and design 100% of packaging to be reusable, recyclable, or compostable, according to the company website.<sup>14</sup> With sustainable packaging solutions becoming increasingly popular, companies will need to continue to pivot investment towards the development of environmentally-friendly products. In addition to internal investments, companies have utilized mergers and acquisitions (M&A) to augment eco-friendly packaging offerings. For example, Jabil Inc. (NYSE:JBL) acquired Ecologic Brands Inc., a packaging solutions provider that manufactures bottles using waste materials (January 2021, undisclosed). Jabil, which offers manufacturing solutions across a variety of industries, has increased its exposure to the growing Sustainable Packaging market through the acquisition.

### Online Orders Fuel Demand for Corrugated Cardboard Boxes

In 2020, U.S. packaging companies produced nearly 407 billion square feet of corrugated product, a 3.4% increase YOY, according to the Fibre Box Association.<sup>15</sup> Increased consumption in corrugated cardboard has corresponded with the rollout of stimulus checks, the rapid adoption of e-commerce, and shifts in consumption behavior from services to goods. Producers are adding millions of tons of manufacturing capacity with the expectation that demand will continue to grow in 2021, albeit at a slower pace, according to the *Wall Street Journal*.<sup>16</sup> Packaging companies specializing in corrugated cardboard box production are expected to continue to see high demand in 2021 driven by online shopping.

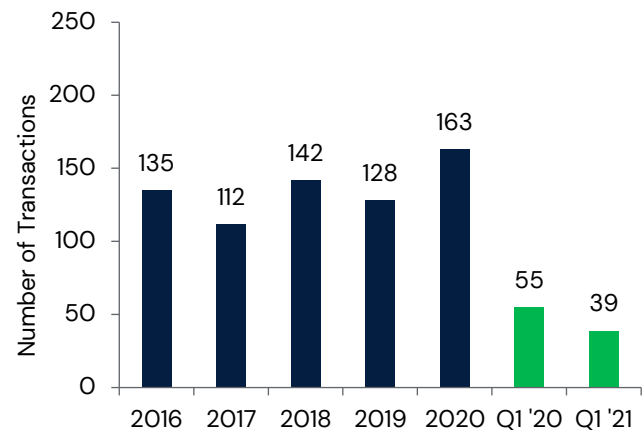
## M&A OVERVIEW

M&A activity in the Packaging industry increased 27.3% in 2020 YOY, compared to the broader middle market which recorded a 16% decline in 2020 volume, according to Capstone's [March Capital Markets Update](#). The Packaging industry has demonstrated resilience throughout the pandemic, benefitting largely from the rapid adoption of e-commerce, and continuing to attract buyer interest despite an unfavorable deal environment. M&A volume in the Packaging industry accelerated in Q4 after experiencing declines in Q2 and Q3 brought on by pandemic-induced uncertainty. Deal volume has continued its recovery through Q1 2021 recording 39 deals announced or completed, slightly outpacing Q1 2019 volume but decreasing 29.1% from Q1 2020.

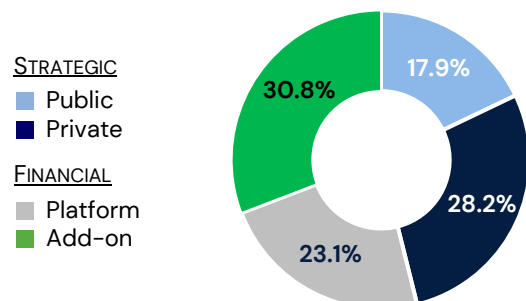
Financial buyers comprised 53.9% of Q1 2021 transactions as private equity (PE) has displayed an appetite for companies serving defensible markets. Add-on acquisitions accounted for 30.8% of Q1 2021 M&A with PE firms seeking to expand the market share and offerings of platform companies. This is evidenced by Action Point's acquisition of Signature Flexible Packaging (January 2021, undisclosed). Through the transaction, H.I.G. Capital-backed Action Point bolstered its geographic reach and service capabilities. Financial direct acquisitions made up 23.1% of Q1 2021 transactions driven by PE firms seeking market penetration through platform investments. Strategic buyers composed 46.1% of Q1 2021 M&A volume as both public and private companies looked to consolidate competitors in opportunistic end markets.

Of note, 14 of the 25 companies acquired in the Packaging Products segment in Q1 2021 served consumer end markets. With the rise of e-commerce, buyers have utilized M&A to capitalize on growth in Consumer Packaging markets. For example, an investor consortium composed of Charlesbank Capital Partners, Oaktree Capital Management, and Blue Ribbon Partners has agreed to acquire City Brewing Company, a subsidiary of Heileman Holding Company that produces and packages beverages for U.S. companies (March 2021, undisclosed). The acquisition will provide the consortium exposure to the Beverage Packaging market which has experienced significant growth during the pandemic driven by increases in at-home consumption.

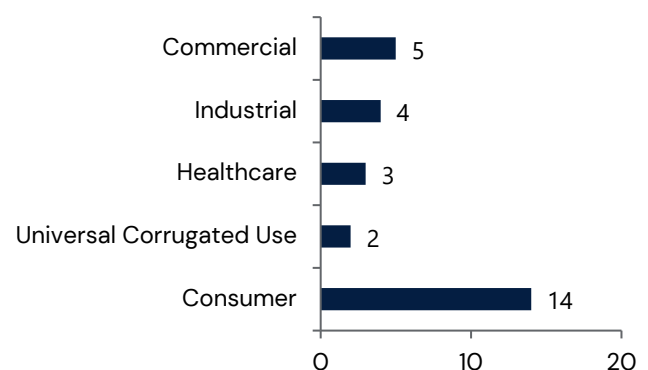
**Transaction Volume**



**Q1 2021 Buyer Breakdown**



**Q1 Packaging Products M&A by End Market**



*Note: Breakdown includes target companies with multiple end markets  
Source: Capital IQ, PitchBook, FactSet, and Capstone Research*



## NOTABLE TRANSACTIONS



Acquires



Jabil Inc. (NYSE: JBL), a provider of manufacturing services and solutions based in St. Petersburg, Florida has acquired Ecologic Brands, Inc., a leading provider of sustainable packaging specializing in paper bottle and paper-based packaging solutions. Terms of the January transaction were not disclosed. As a result of the transaction, Ecologic Brands will benefit from Jabil's end-market experience, technical and design capabilities, manufacturing know-how, supply chain insights, and global product management expertise, according to a press release.<sup>17</sup>

The acquisition expands Jabil's sustainable packaging product set, advancing its goal to improve circularity and reduce plastic waste. "By fueling Ecologic's unique paper bottle technology with Jabil's advanced manufacturing solutions and global scale, we aim to help all consumer brands dramatically reduce plastics in packaging worldwide. We're thrilled to be adding a talented team plus unique and innovative products that directly support our customer demands and Jabil's enterprise sustainability goals," said Jason Paladino, Senior Vice President and CEO of Jabil in the press release.



Acquires



In January, SK Capital Partners acquired Lacerta Group, Inc., a Massachusetts-based manufacturer of thermoforming and packaging solutions for an undisclosed sum. Since 2013, Lacerta has experienced top-line annual growth of 25%, according to a press release.<sup>18</sup> Sustainability and circularity are embedded in Lacerta's manufacturing process as a majority of the company's packaging solutions are 100% recyclable.

SK Capital Partners is a New York City-based private equity firm. Through its acquisition of Lacerta, SK Capital has gained exposure to the growing Food Packaging market. "We view Lacerta as a platform that can be grown in a multitude of ways to serve a wider range of its customers' requirements. We're especially excited about the opportunity Lacerta has to enable its customers to meet their internal sustainability targets by utilizing packaging that's fully recyclable and incorporating recycled content at increasingly higher levels," said Jack Norris, Managing Director of SK Capital, in the press release.



Acquires



Avery Dennison Corporation (NYSE:AVY) acquired apco, Ltd. in January, for an enterprise value of \$87.6 million, equivalent to 1.5x revenue. Headquartered in Oak Harbor, Ohio, apco is a manufacturer of self-wound pressure-sensitive roll label films for Label Printing and Flexible Packaging industries.

Avery Dennison is a California-based manufacturer of pressure-sensitive materials. The company's Label and Graphic Materials segment provides pressure-sensitive label and packaging products. As a result of the transaction, Avery Dennison has added apco's overlaminates to its product portfolio, further strengthening its leadership in the Core Label Materials segments, according to a press release.<sup>19</sup> In addition, Avery Dennison has acquired apco's coating, finishing, and distribution operations in Oak Harbor, Ohio, and three finishing and distribution sites in Atlanta, Georgia; Oak Creek, Wisconsin; and Vancouver, Washington.

## ACTIVE BUYER SPOTLIGHT

**Founded:** 1998**Chief Executive Officer:** Mark Anderson**Ownership:** Private, PE-backed**Headquartered:** Covington, KY**Employees:** ~2,464**Company Description**

ProMach Inc. is a platform company of Leonard Green & Partners, L.P. and one of North America's largest packaging and processing machinery manufacturers and integrated systems providers, with 42 product brands sold throughout the world, according to its website.<sup>20</sup> Since inception, ProMach has been an active consolidator in the Packaging industry, using private equity capital to fund its aggressive acquisition strategy. The company currently operates 54 manufacturing facilities with over 300 product models.

Through its 42 product brands, ProMach serves manufacturers of all sizes and geographies in the Food, Beverage, Pharmaceutical, Personal Care, Household, and Industrial Goods industries. ProMach brands provide services across every facet of the production line, including filling, bottling and capping, decorative labeling, flexibles and trays, pharmaceuticals, handling and sterilizing, labeling and coding, robotics, and end of line. In addition, ProMach provides systems and integration including turnkey solutions, design/build, engineering services, and productivity software to optimize production line design and deliver maximum uptime. The company's ability to be a single source provider for such a wide range of complementary products and integrated systems makes it unique in the Packaging industry.

**ProMach's Recent Packaging Acquisitions**

Announce Date	Target Company	Description / Investment Rationale
02/02/21		Serpa Packaging Solutions is a provider of cartoning and end of line packaging systems serving the Pharmaceutical, Medical Device, Nutraceutical, Food, Cosmetics and Personal Care markets. Through the acquisition ProMach has added automated cartoning systems to its portfolio and expanded its pharmaceutical exposure.
01/22/21		KHS Bartelt provides packaging systems to Food and Confectionary, Beverage, Home and Personal Care, Pharmaceutical, Chemical, and Tobacco industries. By acquiring Bartelt, ProMach has expanded its cartoning, shrink wrapping, shrink bundling, case packaging, and tray packing systems.
09/18/20		Panther Industries is a provider of automated labeling equipment serving businesses of all sizes in North America. The acquisition of Panther Industries expanded ProMach's labeling capabilities in E-Commerce, Distribution, Manufacturing, Warehouse, Fulfillment, Third-Party Logistics, and other industries.
07/09/20		Modern Packaging is a manufacturer of filling and sealing solutions for the Food and Dairy industries. The transaction complemented ProMach's existing solutions in free-flowing liquids, semi-viscous products, and viscous products by expanding its capabilities into the filling of cups and trays.
03/09/20		Pharmaworks provides blister packaging technology for the Pharmaceutical, Consumer Goods, and Contract Packaging industries. Through the acquisition, ProMach has expanded its pharmaceutical solutions portfolio and improved its integrated solutions capabilities.

## SELECT TRANSACTIONS

Date	Target	Acquirer	Target Business Description	Buyer Type
03/31/21	Label Graphics Manufacturing	Premium Label & Packaging Solutions	Manufactures custom pressure sensitive labels and shrink sleeves.	PE Add-On
03/30/21	Stradis Healthcare	Henry Schein (Nasdaq:HSIC)	Manufactures standard and custom surgical products and provides contract packaging services.	Public Strategic
03/19/21	Quality Container	The Cary Company	Supplies industrial type containers, including drums, pails, cans, bottles, and totes.	Private Strategic
03/16/21	Applied Products	Arsenal Capital Partners	Manufactures adhesives and dispensing equipment technology.	Platform Investment
03/16/21	City Brewing Company	Charlesbank; Oaktree; Blue Ribbon	Produces and packages beverages	Platform Investment
03/15/21	Rohrer	Wellspring Capital Management	Manufactures and markets metal, paper, and poly-steel containers.	Platform Investment
03/09/21	Roda Packaging	TricorBraun	Manufactures plastic packaging components, containers and closures, and fiber cartridges.	PE Add-On
03/09/21	Vista Graphic Communications	Supremex (TSX:SXP)	Provides printing and packaging solutions.	Public Strategic
03/08/21	New England Label	Resource Label Group	Offers label design and printing services.	PE Add-On
03/05/21	TT&L	Do-It Corporation	Manufactures hang tab for packaging and merchandising display industries.	Private Strategic
03/01/21	Hammer Packaging	Fort Dearborn Company	Produces and supplies printed labels and package decorations.	PE Add-On
02/24/21	Westcott Displays	Landaal Packaging Systems	Manufactures packaging and point of purchase displays.	Private Strategic
02/22/21	All Packaging Company	Mill Rock Packaging Partners	Manufactures custom paperboard folding cartons for multiple consumer end markets.	PE Add-On
02/12/21	Corex US	Ox Industries	Offers paper cores, edge protectors, consumer packaging applications, and board solutions.	Private Strategic
02/05/21	Rubin Industrial	B2B Industrial Packaging	Distributes industrial packaging, safety, and maintenance supplies.	PE Add-On
02/02/21	Serpa Packaging	ProMach	Manufactures and sells packaging machine systems.	PE Add-On
02/02/21	Villaume Industries	US LBM Holdings	Manufactures custom wood products and custom packaging services.	PE Add-On
01/31/21	Berkley MF	International Paper Company (NYSE:IP)	Manufactures and distributes molded fiber packaging products.	Public Strategic
01/26/21	Leaktite	Intelligent Packaging HoldCo Issuer	Manufactures and markets metal, paper and poly-steel containers.	Private Strategic
01/28/21	Assets of Garlock Printing	Astara Capital Partners	Provides solutions for a wide variety of food, consumer, and industrial applications.	Platform Investment
01/22/21	Timber Creek Resource	FCA	Manufactures custom wood packaging products.	PE Add-On
01/22/21	Assets of KHS Bartelt	ProMach	Manufactures packaging systems.	PE Add-On
01/18/21	William Frick and Company	Presco Polymers	Manufactures specialty labeling and marking products.	PE Add-On

Source: Capital IQ, PitchBook, FactSet, and Capstone Research



## SELECT TRANSACTIONS (CONTINUED)

Date	Target	Acquirer	Target Business Description	Buyer Type
01/18/21	Tech II	IPL Plastics	Manufactures plastic overcaps and related container and packaging products.	PE Add-On
01/14/21	Signature Flexible Packaging	Action Point	Operates as a flexible packaging converter in the U.S..	PE Add-On
01/14/21	Ecologic Brands	Jabil (NYSE:JBL)	Designs and manufactures bottles made using waste cardboard, old newspapers, and plastic.	Public Strategic
01/11/21	Lacerta Group	SK Capital Partners	Manufactures thermoforming and packaging solutions in the U.S..	Platform Investment
01/10/21	Ska Fabricating	Centerfield Capital; Hanover Partners	Manufactures and distributes packaging machinery equipment.	Platform Investment
01/07/21	Envoy Packaging	Morrison Industries	Manufactures fabricated returnable and expandable plastic, foam, and steel-based packaging products.	PE Add-On
01/06/21	The Specialized Packaging Group	Altamont Capital Partners	Manufactures customized packaging solutions.	Platform Investment
01/04/21	acpo	Avery Dennison (NYSE:AVY)	Manufactures roll label films for label printing and flexible packaging industries.	Public Strategic
12/24/20	Frontier Packaging	Gen Cap America	Manufactures packaging materials.	Platform Investment
12/23/20	Inmark	Kelso & Company	Offers packaging products and services.	Platform Investment
12/23/20	Huntington Solutions	Wynnchurch Capital	Manufactures and sells packaging products.	Platform Investment
12/21/20	Paper Chemical Supply	Imperial Dade	Distributes paper, packaging, and janitorial supplies.	PE Add-On
12/17/20	Packaging Horizons	Primary Packaging	Manufactures polyethylene alert security bags.	PE Add-On
12/10/20	Labels West	Resource Label Group	Provides label solutions for food and beverages.	PE Add-On
12/10/20	Kala Packaging	Fortis Solutions Group	Prints labels and flexible packaging.	PE Add-On
12/08/20	Pressed Paperboard Technologies	May River Capital	Manufactures paperboard packaging products for the frozen food industry and foodservice markets.	Platform Investment
12/08/20	Wild Goose Engineering	Middleby (Nasdaq:MIDD)	Manufactures, and services liquid filling systems and food and beverage packaging equipment.	Public Strategic
12/03/20	Tufpak	Spartech Polycom	Manufactures films designed for biohazard bags, medical devices and biopharma packaging.	PE Add-On
12/02/20	Coridian Technologies	Supply Chain Services	Provides labeling and barcode solutions.	PE Add-On
12/01/20	Custom Poly Bag	PPC Flexible Packaging	Manufactures and supplies polyethylene and polypropylene plastics, bags, and films.	PE Add-On
12/01/20	IPF Holdings	good natured (TSXV:GDNF)	Develops thermoformable sheets and conductive packaging films for handling of electronic components.	Public Strategic
12/01/20	PeelMaster Medical Packaging	Spectrum Plastics Group	Manufactures medical device packaging solutions.	PE Add-On
11/30/20	Assets of Berry Global (NYSE:BERY)	Advanced Barrier Extrusions	Manufactures non-woven, flexible, and rigid products in consumer and industrial end markets.	PE Add-On

Source: Capital IQ, PitchBook, FactSet, and Capstone Research

## BUYER UNIVERSE

Over the past five years, Capstone has followed buyers that have been highly acquisitive in the space as well as those that have completed notable Packaging transactions. Capstone's industry expertise and network provides us with unique insights into this buyer universe such as the companies' industry and growth perspectives.

### Leading Strategic Buyers



### Leading Financial Buyers



Source: Capital IQ, PitchBook, FactSet, and Capstone Research



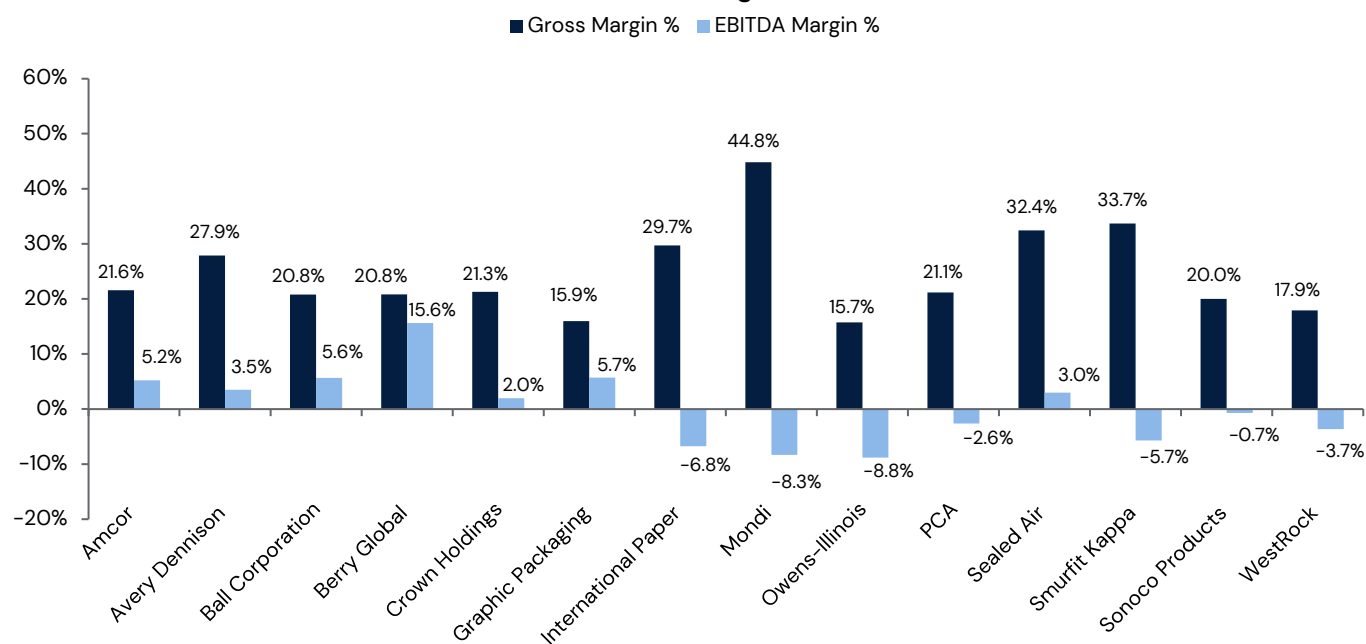
## PUBLIC COMPANY TRADING & OPERATING DATA

Company	Price	% 52 Wk	Market	Enterprise	LTM			EV / LTM	
	05/07/21	High	Cap	Value	Revenue	EBITDA	Margin	Revenue	EBITDA
Amcort plc	\$12.60	97.3%	\$19,296.1	\$25,913.6	\$12,549.5	\$1,967.9	15.7%	2.1x	13.2x
Avery Dennison Corporation	\$221.46	99.4%	\$18,382.9	\$20,196.4	\$7,299.8	\$1,195.9	16.4%	2.8x	16.9x
Ball Corporation	\$90.70	88.3%	\$29,772.7	\$37,018.7	\$12,121.0	\$1,969.0	16.2%	3.1x	18.8x
Berry Global Group, Inc.	\$68.03	99.9%	\$9,177.2	\$19,360.2	\$12,424.0	\$2,426.5	19.5%	1.6x	8.0x
Crown Holdings, Inc.	\$113.54	99.1%	\$15,109.1	\$23,197.1	\$11,896.0	\$1,972.0	16.6%	1.9x	11.8x
Graphic Packaging Holding Company	\$19.36	99.5%	\$5,502.1	\$9,434.1	\$6,609.9	\$1,109.5	16.8%	1.4x	8.5x
International Paper Company	\$61.64	99.8%	\$24,146.8	\$31,776.8	\$20,591.0	\$3,415.0	16.6%	1.5x	9.3x
Mondi plc	\$27.47	97.4%	\$13,321.3	\$16,047.1	\$8,150.5	\$1,320.0	16.2%	2.0x	12.2x
O-I Glass, Inc.	\$18.36	99.9%	\$2,899.3	\$7,611.3	\$6,030.0	\$846.0	14.0%	1.3x	9.0x
Packaging Corporation of America	\$153.16	99.7%	\$14,422.0	\$16,024.1	\$6,756.7	\$1,288.8	19.1%	2.4x	12.4x
Sealed Air Corporation	\$57.06	99.6%	\$8,672.5	\$12,112.1	\$4,996.4	\$1,033.0	20.7%	2.4x	11.7x
Smurfit Kappa Group Plc	\$53.50	98.1%	\$13,765.1	\$16,679.6	\$10,434.3	\$1,367.0	13.1%	1.6x	12.2x
Sonoco Products Company	\$68.37	98.5%	\$6,879.0	\$8,292.4	\$5,287.5	\$743.7	14.1%	1.6x	11.1x
WestRock Company	\$59.74	99.0%	\$15,897.8	\$25,281.8	\$17,547.1	\$2,655.3	15.1%	1.4x	9.5x

EV = enterprise value; LTM = last twelve months	Mean	16.4%	1.9x	11.8x
\$ in millions, except per share data	Median	16.3%	1.8x	11.7x
NM = Not Meaningful	Harmonic Mean	16.2%	1.8x	11.1x
Bold indicates trading above 90% of 52wk high				

### Last Twelve Month Margin Performance



Source: Capital IQ as of May 7, 2021





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## FIRM TRACK RECORD

Capstone Partners professionals have represented clients across various packaging and end-market specialties. This focus allows Capstone Partners to provide packaging clients with real-time transaction feedback and immediate access to key decision makers among the industry's most active acquirers and investors. A sampling of Capstone Partners' closed transactions is shown below.





## ENDNOTES

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With a long-established U.S. footprint, together with an international partner platform, we provide clients with broad expertise and access to key market relationships on a global basis. Our presence is backed by ~200 professionals in the U.S. with 450+ professionals across 43 countries.

