

PACKAGING M&A UPDATE

NOVEMBER 2024

Packaging Industry M&A Activity Tracking

Global Packaging M&A tallied 27 deals in November, which was below October levels but was in line with 2024 monthly averages. Financial buyer activity was elevated during the month, while strategic buyer activity slightly lagged 2024 averages. Foreign transactions helped to drive deal volume in the month and have supported elevated volumes throughout the year. Looking at the year-to-date, 297 deals in the first 11 months of the year represents a 21-deal increase from the same point last year. Overall, 2024 has been strong from an M&A volume standpoint when compared to last year and pre-COVID levels, but these values have been bolstered by smaller deals and cross border transactions.

PACKAGING M&A BY SUBSECTOR

Subsector	Month-to-Date			Year-to-Date		
	2023	2024	Change	2023	2024	Change
Rigid Packaging	9	5	-4	62	64	2
Flexible Plastic	3	4	1	39	43	4
Paper	8	8	0	77	69	-8
Printing/Labels	3	6	3	37	34	-3
Protective Packaging	3	1	-2	16	25	9
Machinery & Distribution	6	3	-3	45	62	17
Total	32	27	-5	276	297	21

PACKAGING M&A BY BUYER TYPE

Type	MTD	% of Total	YTD	% of Total
Strategic	12	44%	157	53%
Add-On (PE)	9	33%	94	32%
Platform (PE)	6	22%	46	15%

PACKAGING M&A BY GEOGRAPHY

Type	MTD	% of Total	YTD	% of Total
US-to-US	8	30%	102	34%
US-to-Foreign	2	7%	30	10%
Foreign-to-US	2	7%	10	3%
Foreign	15	56%	155	52%

PACKAGING M&A BY END MARKET

End Market	MTD	%	YTD	%
Food & Beverage	9	33%	84	28%
Industrial	10	37%	125	42%
Consumer	5	19%	68	23%
Medical	3	11%	20	7%

- Following heightened activity in October, the Rigid Packaging, Flexible Plastic, Protective Equipment, and Distribution subsectors saw modest declines from prior month activity. To counteract this, Printing/Labels, Paper, and Machinery/Equipment experienced an uptick in activity
- Strategic buyer activity, while less than October levels by more than 10 deals, exceeded August and September volumes and continued a strong Q4 for this buyer type
- November was a strong month for platform acquisitions with 6 deals posted. Financial buyers were generally more active in November, accounting for a higher share of total activity compared to the year-to-date average
- Foreign M&A drove over half of the deal volume during the month accounting for 15 deals, or 56% of the volume. Deals involving two domestic parties was just shy of 2024 averages with 8 deals closed in the month
- The Medical end market posted another strong month in November with 3 deals. Over the past three months, 11 of 2024's 20 Medical deals have been recorded



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Packaging M&A Update – November 2024

Industry Multiples and Trends

Rigid Packaging, Flexible Packaging, and Paper Packaging subsectors all experienced slight contractions in average EV/EBITDA multiples month-over-month with all three subsectors declining less than 0.1x from October. Other Packaging median EV/EBITDA multiples expanded more than 0.5x during the month

Public Stock Performance

Rigid Plastic, Flexible Plastic, and Other Packaging subsectors were largely flat on the month with no subsector mean value moving more than 2% up or down. Paper Packaging, however, saw substantial growth during November with all eight PMCF-tracked public entities growing more than 5% during the month

Company Name	Stock Performance Year-to-Date	Stock Performance Month-to-Date	Enterprise Value / LTM ¹	
			Revenue	EBITDA
Rigid Plastic				
AptarGroup, Inc.	39.9%	3.0%	3.46x	15.42x
Berry Global Group, Inc.	7.3%	2.6%	1.33x	7.65x
Essentra plc	-14.6%	-2.4%	1.64x	11.12x
Nampak Limited	133.3%	-4.6%	0.55x	6.05x
Silgan Holdings Inc.	27.1%	11.2%	1.66x	10.15x
Sonoco Products Company	-7.1%	-1.2%	1.26x	7.39x
Mean	31.0%	1.4%	1.65x	9.63x
Median	17.2%	0.7%	1.49x	8.90x
Flexible Plastic				
Amcor plc	10.4%	-4.4%	1.68x	11.13x
Huhtamaki Oyj	-7.0%	-5.2%	1.20x	8.13x
Pactiv Evergreen Inc.	-1.0%	19.7%	1.16x	6.94x
Sealed Air Corporation	0.2%	1.2%	1.78x	8.72x
Transcontinental Inc.	24.5%	-0.9%	0.84x	5.40x
Winpak Ltd.	18.6%	-2.2%	1.60x	7.62x
Mean	7.6%	1.4%	1.38x	7.99x
Median	5.3%	-1.5%	1.40x	7.88x
Paper Packaging				
Cascades Inc.	-4.8%	15.5%	0.71x	7.18x
DS Smith Plc	89.6%	6.8%	1.51x	10.20x
Graphic Packaging Holding Co.	22.1%	6.5%	1.60x	7.62x
Greif, Inc.	8.3%	13.8%	1.25x	8.62x
International Paper Company	62.7%	5.9%	1.36x	11.32x
Karat Packaging Inc.	24.3%	15.7%	1.58x	11.07x
Packaging Corporation of America	52.8%	8.7%	2.95x	13.65x
Smurfit Westrock Plc	NM	6.8%	2.59x	15.86x
Mean	36.4%	10.0%	1.69x	10.69x
Median	24.3%	7.8%	1.55x	10.64x
Other Packaging				
Avery Dennison Corporation	1.9%	-0.5%	2.24x	13.06x
Ball Corporation	8.1%	4.9%	1.69x	10.34x
CCL Industries Inc.	30.2%	-4.4%	2.18x	10.44x
Crown Holdings	0.0%	-1.6%	1.48x	9.15x
Gerresheimer AG	-20.8%	-3.6%	1.87x	9.37x
O-I Glass, Inc.	-23.1%	13.4%	0.97x	5.83x
Toyo Seikan Group Holdings, Ltd.	3.8%	3.6%	0.56x	5.53x
Mean	0.0%	1.7%	1.57x	9.10x
Median	1.9%	-0.5%	1.69x	9.37x

¹LTM as of latest available financials

Sources: S&P Capital IQ, Company Websites, Pitchbook, Company Reports, PMCF

Notable M&A Activity

Date	Acquirer	Target	Category
11/22/2024	PAG	Manjushree Technopack	Rigid Packaging
11/19/2024	Arcor (NYSE: AMCR)	Berry Global (NYSE: BERY)	Rigid Packaging
11/15/2024	Hilco Capital	Good Natured Products	Rigid Packaging
11/14/2024	Packaging Design & Supply	True North Packaging	Paper Packaging
11/05/2024	Aterian Investment Partners, LLC	Outlook Group LLC	Flexible Packaging
11/04/2024	Monomoy Capital Partners	Oliver Packaging and Equipment Company	Machinery
11/04/2024	Veritiv	PAX Holdings	Distribution
11/01/2024	Fortis Solutions Group	Groupe Lelys	Labels

Sources: S&P Capital IQ, Company Websites, Pitchbook, Company Reports, PMCF

Major News & Insights

- Amcor Acquiring Berry in \$8.4B Deal to Create Global Plastics and Healthcare Packaging Giant (Packaging Dive)
- International Paper, Georgia-Pacific Try for 2025 Fiber Price Increases (Packaging Dive)
- Stories from Pack Expo International 2024 (Packaging Dive)
- Trump's Win Means Changes in Plastics Environmental, Trade Policies (Plastics News)
- Hiring Bounced Back With 227,000 Jobs Added Last Month (The Wall Street Journal)
- Powell Says Solid Economy Allows Fed to Consider Rate Cuts 'Carefully' (The Wall Street Journal)

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