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Industry Observations – June 30, 2019

Containers, Packaging and Paper Products Industries

Select Packaging, Container and Paper Products Public Company Industry Data As of June 30, 2019

(USD in millions, except per share data)

(USD in millions, except per share data)

Company Name	Ticker	Market Data					LTM Operating Data			Forward Estimates	
		Price at 06/30/19	% of 52 Week High	Equity Value	Enterprise Value	Debt / Total Capital	Total Assets	LTM Revenue	LTM EBITDA	CY 2019 Revenue Estimate	CY 2019 EBITDA Estimate
Plastic, Metal and Glass Containers											
AptarGroup, Inc.	ATR	\$124.34	99.7%	\$7,857.32	\$8,950.70	47.0%	\$3,415.63	\$2,805.87	\$563.38	\$2,952.85	\$627.06
Ball Corporation	BLL	\$69.99	99.4%	\$23,428.74	\$30,880.93	66.8%	\$16,923.00	\$11,635.00	\$1,797.00	\$11,899.57	\$1,949.37
Berry Global Group, Inc.	BERY	\$52.59	88.9%	\$6,920.84	\$12,514.93	79.0%	\$8,984.00	\$8,048.00	\$1,348.00	\$9,522.27	\$1,691.68
Crown Holdings, Inc.	CCK	\$61.10	99.5%	\$8,132.08	\$17,272.31	83.7%	\$15,572.00	\$11,698.00	\$1,653.00	\$11,763.73	\$1,708.67
Greif, Inc.	GEF	\$32.55	55.2%	\$1,571.34	\$4,842.94	72.1%	\$5,510.40	\$4,110.10	\$561.30	\$5,087.92	\$728.55
Myers Industries, Inc.	MYE	\$19.27	75.0%	\$683.35	\$637.70	34.3%	\$345.79	\$553.28	\$54.72	\$558.59	\$69.30
Newell Brands Inc.	NWL	\$15.42	55.1%	\$6,524.20	\$13,666.07	61.5%	\$18,106.10	\$8,531.50	\$961.40	\$8,371.70	\$1,018.83
Owens-Illinois, Inc.	OI	\$17.27	83.1%	\$2,680.83	\$8,641.16	85.8%	\$10,152.00	\$6,779.00	\$1,063.00	\$6,889.22	\$1,384.38
Silgan Holdings Inc.	SLGN	\$30.60	99.0%	\$3,400.96	\$6,073.67	74.5%	\$5,111.20	\$4,497.78	\$619.49	\$4,513.72	\$628.70
Tupperware Brands Corporation	TUP	\$19.03	44.4%	\$927.46	\$1,775.79	120.4%	\$1,432.40	\$1,954.30	\$338.30	\$1,968.38	\$361.59
Paper Packaging											
Graphic Packaging Holding Company	GPK	\$13.98	91.9%	\$4,128.02	\$8,186.43	56.8%	\$7,285.10	\$6,093.40	\$978.30	\$6,209.31	\$1,027.57
Packaging Corporation of America	PKG	\$95.32	80.2%	\$8,936.61	\$11,777.01	49.4%	\$6,928.60	\$7,057.70	\$1,548.50	\$7,080.45	\$1,479.18
Scaled Air Corporation	SEE	\$42.78	90.8%	\$6,661.00	\$10,082.81	108.9%	\$5,155.00	\$4,714.40	\$830.30	\$4,806.38	\$935.50
Sonoco Products Company	SON	\$65.34	98.7%	\$6,537.06	\$7,765.34	49.3%	\$4,945.56	\$5,431.80	\$735.65	\$5,485.67	\$779.89
UFP Technologies, Inc.	UFPT	\$41.61	97.1%	\$308.89	\$336.41	15.3%	\$192.66	\$194.85	\$30.23	\$202.23	\$0.00
Paper Products											
P. H. Glatfelter Company	GLT	\$16.88	82.3%	\$743.70	\$1,071.44	42.9%	\$1,297.87	\$884.21	\$87.08	\$1,026.09	\$115.59
Clearwater Paper Corporation	CLW	\$18.49	52.4%	\$305.37	\$1,275.29	69.6%	\$1,928.28	\$1,716.05	\$171.13	\$1,795.56	\$145.77
Schweitzer-Mauduit International, Inc.	SWM	\$33.18	74.2%	\$1,025.01	\$1,605.22	53.5%	\$1,485.70	\$1,037.40	\$190.50	\$1,055.85	\$203.15

Notes: LTM (latest twelve months); Enterprise Value (market capitalization less total cash and short-term investments plus short-term borrowings and total long-term debt);

EBITDA (earnings before interest, taxes, depreciation and amortization)

Source: Capital IQ

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Publicly available information utilized in this publication has been obtained from sources deemed to be reliable. Houlihan does not guarantee the accuracy or completeness of the information provided within this publication. The material presented reflects information known to the authors at the time this publication was written and this information is subject to change.

Select Containers, Packaging and Paper Products Public Company Valuation Metrics As of June 30, 2019

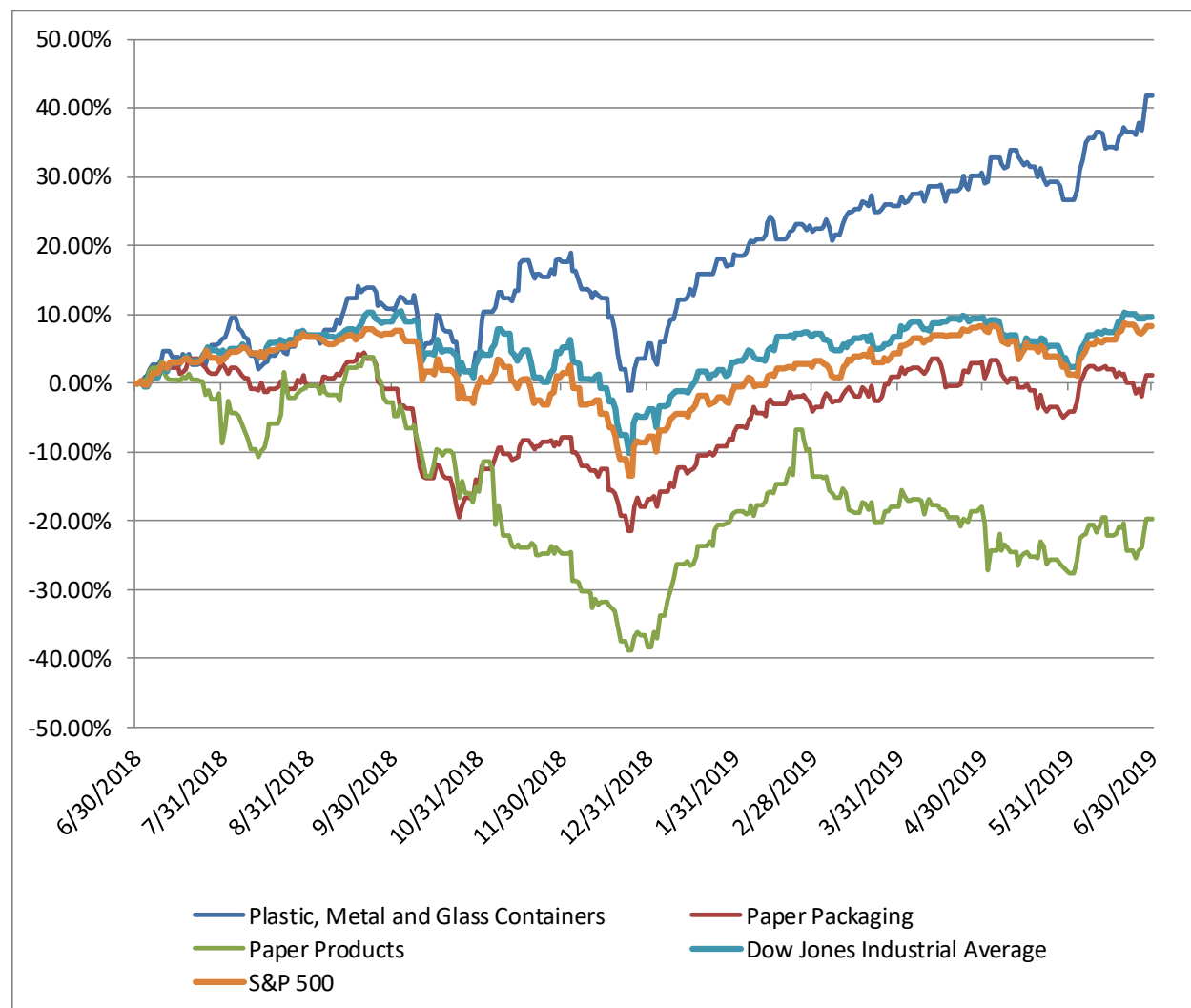
(USD in millions, except per share data)

		LTM Operating Statistics						Trading Multiples			
		Return On Assets	Return On Equity	Return On Capital	Revenue Growth	EBITDA Growth	EBITDA Margin	TEV/ LTM Revenue	TEV/ CY 2019 Revenue	TEV/ LTM EBITDA	TEV/ CY 2019 EBITDA
Company Name	Ticker										
Plastic, Metal and Glass Containers											
AptarGroup, Inc.	ATR	7.2%	13.8%	8.8%	9.1%	13.6%	20.1%	3.2x	3.0x	15.9x	14.3x
Ball Corporation	BLL	4.0%	11.4%	6.1%	3.0%	-2.0%	15.4%	2.7x	2.6x	17.2x	15.8x
Berry Global Group, Inc.	BERY	5.5%	28.6%	6.8%	6.9%	0.9%	16.7%	1.6x	1.3x	9.3x	7.4x
Crown Holdings, Inc.	CCK	4.7%	40.3%	6.9%	18.4%	7.9%	14.1%	1.5x	1.5x	10.4x	10.1x
Greif, Inc.	GEF	5.8%	15.0%	8.0%	8.0%	21.3%	13.7%	1.2x	1.0x	8.6x	6.6x
Myers Industries, Inc.	MYE	5.4%	-2.2%	7.8%	-1.7%	-8.2%	9.9%	1.2x	1.1x	11.7x	9.2x
Newell Brands Inc.	NWL	1.5%	-71.1%	2.0%	-8.0%	29.7%	11.3%	1.6x	1.6x	14.2x	13.4x
Owens-Illinois, Inc.	OI	3.9%	14.1%	5.7%	-3.0%	8.1%	15.7%	1.3x	1.3x	8.1x	6.2x
Silgan Holdings Inc.	SLGN	5.2%	22.7%	7.1%	3.8%	2.7%	13.8%	1.4x	1.3x	9.8x	9.7x
Tupperware Brands Corporation	TUP	13.0%	N/A	24.1%	-11.4%	-16.0%	17.3%	0.9x	0.9x	5.2x	4.9x
	Mean	5.6%	8.1%	8.3%	2.5%	5.8%	14.8%	1.6x	1.6x	11.0x	9.8x
	Median	5.3%	14.1%	7.0%	3.4%	5.3%	14.8%	1.4x	1.3x	10.1x	9.4x
Paper Packaging											
Graphic Packaging Holding Company	GPK	4.7%	14.6%	6.3%	16.4%	20.6%	16.1%	1.3x	1.3x	8.4x	8.0x
Packaging Corporation of America	PKG	11.2%	31.0%	14.2%	7.0%	13.1%	21.9%	1.7x	1.7x	7.6x	8.0x
Scaled Air Corporation	SEE	8.6%	N/A	13.8%	3.4%	-0.8%	17.6%	2.1x	2.1x	12.1x	10.8x
Sonoco Products Company	SON	6.6%	16.8%	9.1%	2.6%	6.5%	13.5%	1.4x	1.4x	10.6x	10.0x
UFP Technologies, Inc.	UFPT	7.2%	12.0%	8.0%	26.8%	67.0%	15.5%	1.7x	1.7x	11.1x	N/A
	Mean	7.6%	18.6%	10.3%	11.2%	21.3%	16.9%	1.7x	1.6x	10.0x	9.2x
	Median	7.9%	15.7%	9.1%	7.0%	13.1%	16.1%	1.7x	1.7x	10.6x	9.0x
Paper Products											
P. H. Glatfelter Company	GLT	1.6%	0.3%	2.2%	42.7%	46.0%	9.8%	1.2x	1.0x	12.3x	9.3x
Clearwater Paper Corporation	CLW	2.3%	-28.1%	3.1%	-0.8%	-8.4%	10.0%	1.5x	1.5x	8.4x	7.9x
Schweitzer-Mauduit International, Inc.	SWM	5.4%	16.2%	6.7%	2.6%	-3.3%	18.4%	0.7x	0.7x	7.5x	8.7x
	Mean	3.1%	-3.9%	4.0%	14.8%	11.4%	12.7%	1.2x	1.1x	9.4x	8.6x
	Median	2.3%	0.3%	3.1%	2.6%	-3.3%	10.0%	1.2x	1.0x	8.4x	8.7x

Notes: LTM (latest twelve months); NTM (next twelve months); EBITDA (earnings before interest, taxes, depreciation and amortization); TEV (total enterprise value)

Source: Capital IQ

Containers, Packaging and Paper Products Public Company LTM Equity Performance As of June 30, 2019



Note: The indices are derived from the equity performance of the previously listed companies. Source: Capital IQ

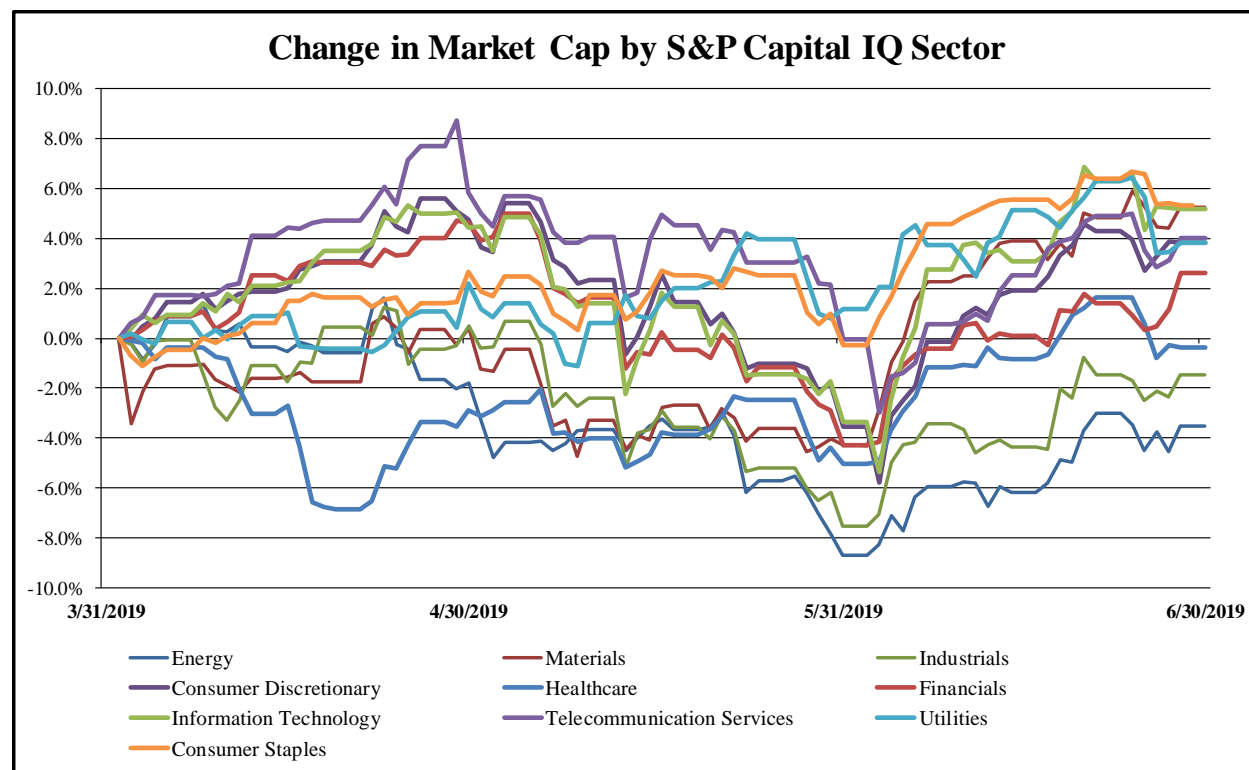
Recent M&A Activity in the Containers, Packaging and Paper Products Industries June 30, 2018 to June 30, 2019

(USD in millions)

Close Date	Target	Acquirer	Target Company Primary Industry	Implied Enterprise Value
6/11/2019	Bemis Company, Inc.	Amcor Limited (nka:Amcor plc)	Paper Packaging	\$6,777.95
11/2/2018	KapStone Paper and Packaging Corporation	WestRock Company	Paper Products	\$5,035.90
2/11/2019	Caraustar Industries, Inc.	Greif Packaging LLC	Paper Packaging	\$1,800.00
7/6/2018	Crown Pine Timber 1, L.P.	British Columbia Investment Management Corporation; Highland Capital Management, L.P.; Catchmark Timber Operating Partnership, L.P.; Medley Capital LLC; BTG Pactual Timberland Investment Group LLC	Forest Products	\$1,389.50
8/24/2018	Industrial Container Services, Inc.	BWAY Parent Company, Inc.	Metal and Glass Containers	\$1,000.00
7/31/2018	Ball Metalpack, LLC	Platinum Equity, LLC	Metal and Glass Containers	\$675.00
10/10/2018	Expera Specialty Solutions, LLC	Ahlstrom Munksjo Oyj	Paper Products	\$615.00
8/27/2018	CSP Technologies, Inc.	AptarGroup, Inc.	Paper Packaging	\$529.41
10/31/2018	Specialty Papers Business Unit of P. H. Glatfelter Company	Spartan Paper LLC (nka:Pixelle Specialty Solutions	Paper Products	\$360.00
12/31/2018	Catawba, South Carolina Paper and Pulp Mill of Resolute Forest	New-Indy Containerboard LLC	Paper Products	\$300.00
8/27/2018	Laddawn, Inc.	Berry Global Group, Inc.	Paper Packaging	\$242.00
6/28/2019	CIPA Lumber Co. Ltd./ Pacific Woodtech Corporation	Daiken Corporation	Forest Products	\$229.81
7/9/2018	Suwannee Lumber Holding Company LLC/Suwannee Timber	Conifex Timber Inc.	Forest Products	\$200.04
2/13/2019	El Dorado Medium Density Fiberboard Business of Del-Tin Fiber LLC	Roseburg Forest Products Company, Inc.	Forest Products	\$92.11
1/31/2019	Foothills Forest Products Inc./Edgewood Forest Products Inc.	Dunkley Lumber Ltd.	Forest Products	\$77.14
9/3/2018	Impact Innovations, Inc.	IG Design Group Americas Inc.	Paper Products	\$72.80
8/21/2018	Ladysmith, Wisconsin Facility Of Clearwater Paper Corporation	Dunn Paper, Inc.	Paper Products	\$72.00
8/1/2018	Austin Foam Plastics, Inc.	Sealed Air Corporation	Paper Packaging	\$71.20
11/1/2018	Recycled Pulp Mill of Fibrek Recycling U.S. Inc.	ND Paper LLC	Paper Products	\$62.00
2/1/2019	Assets of Columbia Vista Corporation and Certain Related Entities	Western Forest Products Inc.	Forest Products	\$30.50
8/31/2018	Bronco Packaging Corporation	Orora Limited	Paper Packaging	\$24.00
9/30/2018	Verso Wickliffe LLC	Global Win Wickliffe LLC	Paper Products	\$16.00
10/22/2018	Substantially All of the Operating Assets of Pak-Rite, Ltd.	Universal Forest Products, Inc.	Metal and Glass Containers	\$15.12
11/2/2018	Two Lumber Mills and Particleboard Operations of Boise Cascade	Woodgrain Millwork, INC.	Forest Products	\$15.00
10/25/2018	Carthage Specialty Paperboard, Inc. (nka:Ox Specialty Papers, LLC)	Ox Industries, Inc.	Paper Products	\$9.95
1/14/2019	Pollen Gear LLC	Greenlane Holdings, Inc.	Metal and Glass Containers	\$6.66
4/12/2019	Western Millwork in Phoenix	AIC Ventures L.P.	Forest Products	\$4.40
12/31/2018	Two Additional Mills in U.S.	Conifex Timber Inc.	Forest Products	\$1.64
6/25/2019	U.S. Corrugated Holdings, Inc.	Durango McKinley Paper Company	Paper Packaging	NA
6/17/2019	Tri State Distribution, Inc.	Consolidated Container Company LLC	Metal and Glass Containers	NA
6/17/2019	Three Manufacturing Facilities of Amcor Limited	Tekni-Plex, Inc.	Paper Packaging	NA
6/13/2019	Pivot Packaging, LLC	Zume, Inc.	Metal and Glass Containers	NA
6/6/2019	Barrel Builders Inc.	Nadalié USA	Forest Products	NA
6/3/2019	Ranpak Corp.	One Madison Corporation (nka:Ranpak Holdings Corp.)	Paper Packaging	NA
5/31/2019	Union Packaging, LLC	LBP Manufacturing, Inc.	Paper Packaging	NA
5/30/2019	Colorado Packing Facility	MountainKing Potatoes	Paper Packaging	NA
5/24/2019	Assets of Sonic Plastics, Inc.	Consolidated Container Company LLC	Metal and Glass Containers	NA
5/8/2019	Assets of Radva Corp.	Huntington Foam LLC	Paper Packaging	NA
5/2/2019	Three Rivers Packaging, Inc.	The Cary Company	Metal and Glass Containers	NA
5/1/2019	Proactive Packaging & Display, Inc.	New-Indy Containerboard LLC	Paper Packaging	NA
5/1/2019	Christensen Lumber, Inc.	Kodiak Building Partners	Forest Products	NA
5/1/2019	Operating Assets of Wolverine Wood Products, Inc	Universal Forest Products, Inc.	Forest Products	NA
4/16/2019	Olcott Plastics Inc.	Pretium Packaging, LLC	Metal and Glass Containers	NA
4/15/2019	Butler Merchandising Solutions, Inc.	PFI Holding Company, LLC	Paper Products	NA
4/5/2019	James L. Villa, Inc.	EasyPak, LLC	Paper Packaging	NA
3/29/2019	NuTrend Disposables	Adenna Inc.	Paper Products	NA
3/26/2019	Tank Holdings Corp.	Olympus Partners	Metal and Glass Containers	NA
3/20/2019	Consolidated Container Company, LLC	QualaWash Holdings, LLC	Metal and Glass Containers	NA
3/14/2019	Flexo Transparent, LLC	C-P Flexible Packaging, Inc.	Paper Packaging	NA
3/13/2019	Judd Lumber Company	N/A	Forest Products	NA
3/6/2019	Allpak Container, LLC	Golden West Packaging Group LLC	Paper Packaging	NA
3/5/2019	Wabash Container Corporation	Opus Packaging Group Inc.	Paper Packaging	NA
3/1/2019	Pure-Stat Engineered Technologies, Inc.	Transcendia Inc.	Paper Packaging	NA

Source: Capital IQ

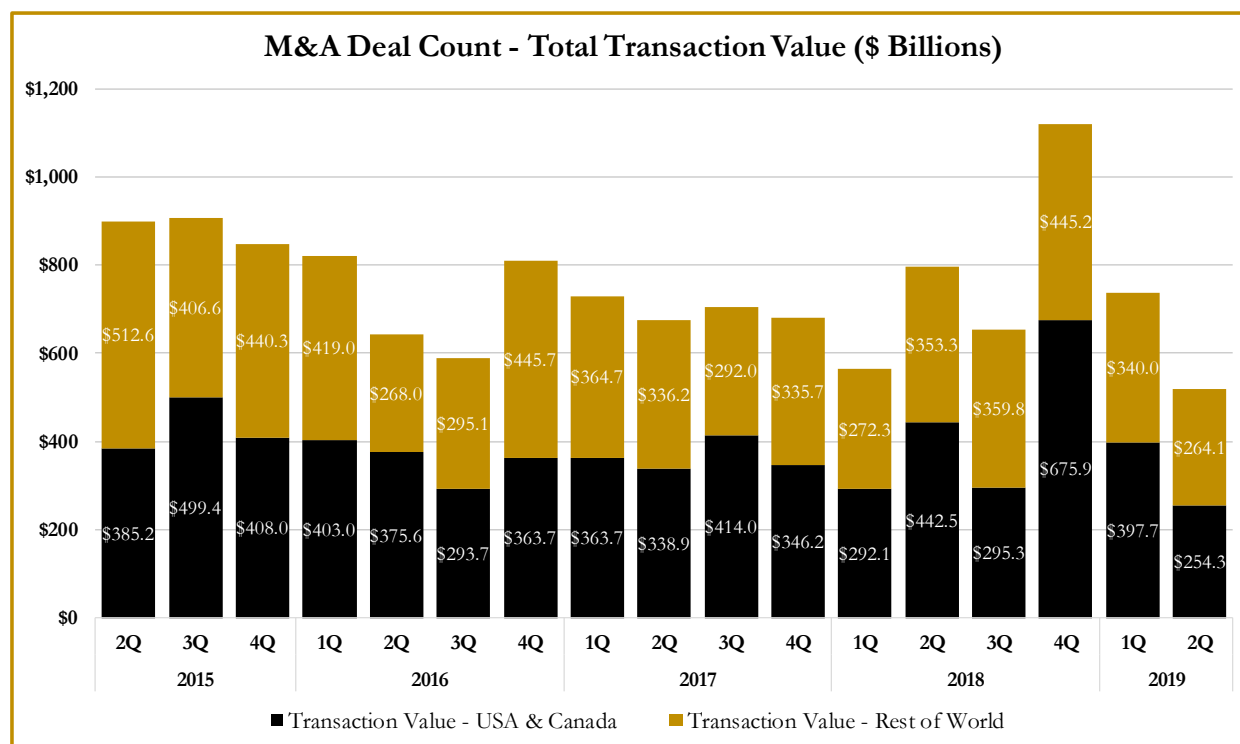
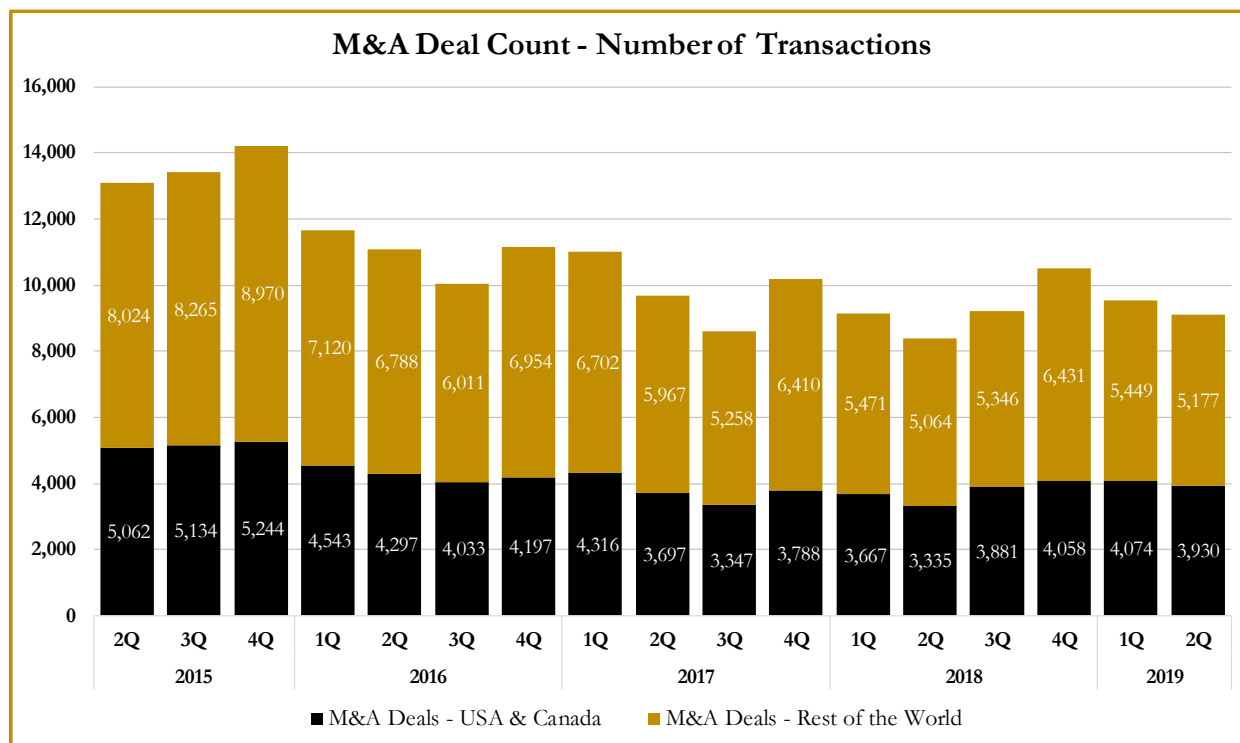
S&P Capital IQ - Sector Last 3 Month Equity Performance As of June 30, 2019



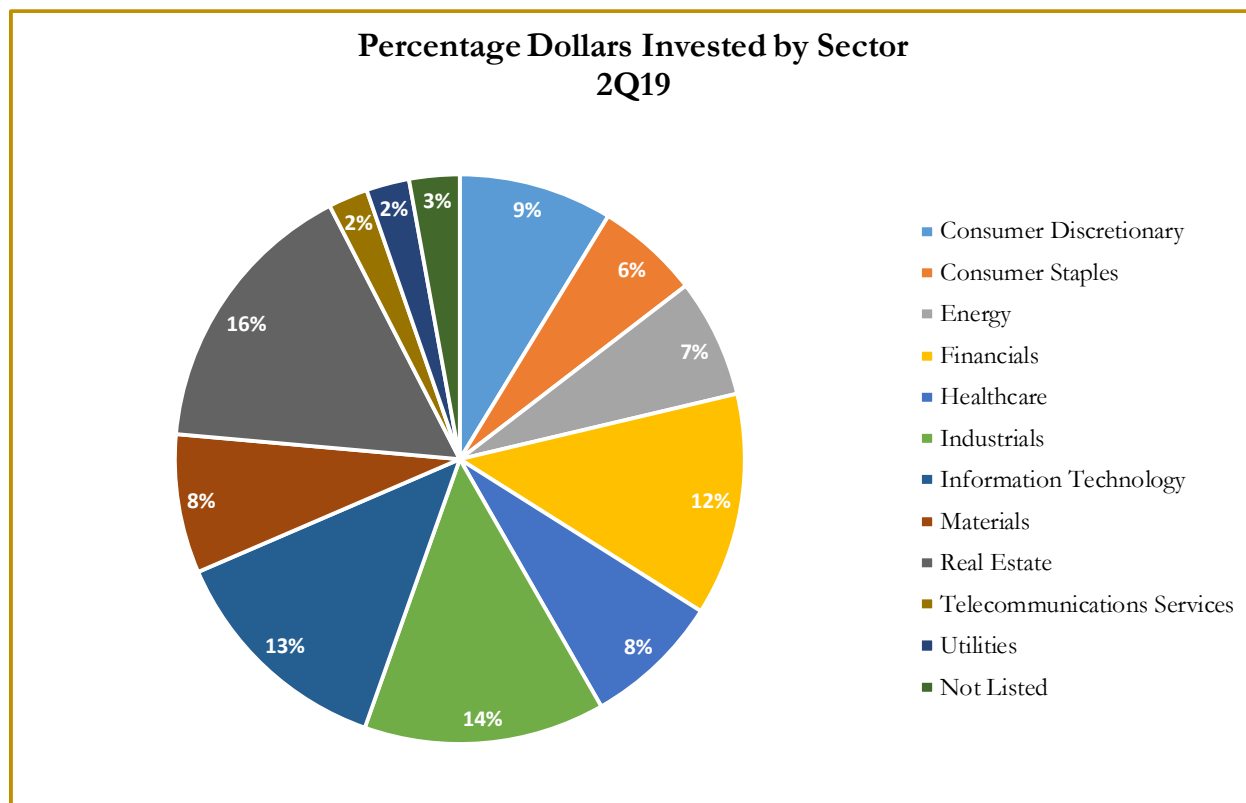
Note: The indices are derived from the equity performance of the S&P Capital IQ Sectors. Source: Capital IQ

M&A Deal Flow Statistics by S&P Capital IQ Sector

As of June 30, 2019



M&A Deal Flow Statistics by S&P Capital IQ Sector As of June 30, 2019





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Through our Special Situations desk, we provide services that fit outside the archetypal verticals, including liquidity solutions, transactional advisory, and secondary market advisory and trading.

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