

Global Packaging Sector



AREAS OF FOCUS

Flexibles

Bags
Films
Pouches
Rollstock

Rigid

Bottles
Cans
Caps & Closures
Cups
Pumps

Paperboard

Container Board
Corrugated Boxes
Folding Cartons
Point-of-Purchase Displays
Tube & Core

Labels

Cut and Stack
Glue Applied
Heat Transfer
In-Mold
Pressure Sensitive
Shrink Sleeve
Specialty

Contract Packaging & Filling

Aerosol
Formulation Development
Liquid
Semi-Solid
Solid

COLLABORATION AND INSPIRED THINKING DELIVER RESULTS

The packaging industry is in the midst of transformation, continually evolving to meet consumer demands and keeping pace with technological advancements. Our team is dedicated to helping clients grow and prosper in this time of change. We stay ahead of the trends through our global network of professionals and strong relationships with industry innovators, sharing market intelligence and perspectives. This collaboration ensures that we are investigating every potential solution, customizing our process and delivering outstanding outcomes for the unique dynamics of each individual client.

CONNECT WITH US

To learn more about Lincoln's Packaging Expertise please contact

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ABOUT LINCOLN INTERNATIONAL

We are trusted investment banking advisors to business owners and senior executives of leading private equity firms; and public and privately held companies around the world. Our advisory services include mergers and acquisitions and capital markets advisory for the mid-market. We also provide valuations and fairness opinions and joint ventures advisory services. As one tightly integrated team of more than 500 professionals across 16 countries, we offer an unobstructed perspective, backed by superb execution and a deep commitment to client success. With extensive industry knowledge and relationships, timely market intelligence and strategic insights, we forge deep, productive client relationships that endure for decades. Connect with us to learn more at www.lincolninternational.com.

Mergers & Acquisitions | Capital Advisory | Joint Ventures & Partnering | Valuations & Opinions

REAL CONNECTION. TRUE PERSPECTIVE.

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 **LINCOLN**
INTERNATIONAL

Selected Packaging Transactions

  have acquired  Healthcare Packaging Europe from  Buy-Side 	 has sold  to   Sell-Side 	 has sold  to  a portfolio company of  Sell-Side 	 has sold  to  Sell-Side 	 has sold  to  Sell-Side 	 has sold  to  Sell-Side 
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Positioned for a Premium Outcome

Growth	Market Leader	Management	Technology	Financial Characteristics
Demonstrated Success in Achieving Organic Growth Platform for Acquisitions; Proven Ability to Identify, Execute and Integrate Targets	Value-Added Solutions Provider Attractive, Growing and Diverse End Markets Strong Market Share Diversified, Blue-Chip Customer Base Significant Scale	Proven Experience Unique Combination of Operational Expertise and Strategic Focus Deep Bench Strength	Innovative Products that Meet Customers' Complex Requirements Unique R&D Capabilities Benefits to the End User Relative to Available Alternatives Address Demands for Convenience, Functionality and Sustainability	Strong EBITDA Margins (15%+) Compelling Payback on Growth Capex; Moderate Maintenance Capex (~3%) Clear Revenue and EBITDA Visibility High Capacity Utilization Demonstrated Performance Through Cycles