

AWA
Alexander Watson Associates



AWA Packaging Mergers & Acquisitions Executive Forum

OCTOBER 15 **2018**
UNIVERSITY CLUB OF CHICAGO
CHICAGO, IL, USA

[Register Here](#)

FOR THE RESIN AND FIBER BASED
PACKAGING, COATING, AND
CONVERTING INDUSTRY

About the Forum

The **AWA Packaging Mergers & Acquisitions Executive Forum 2018** for the resin and fiber based packaging, coating, and converting sector is the premier international mergers and acquisitions event for all those involved or interested in the sector.

The forum is designed to join C-level executives, private equity firms, investment bankers, and suppliers together to create an industry focused platform for all those involved or interested in the sector. The forum program will feature a selection of presentations and panel discussions focused on M&A drivers, trends and industry insights; it will provide a snapshot of the major themes in the M&A packaging marketplace.

About AWA



AWA Alexander Watson Associates is a global business-to-business market research, publishing, events and advisory services company with a unique focus on the specialty paper, film, packaging, coating, and converting industries. AWA provides a complement of market research, events, business development and advisory services. We have been providing clients with expert knowledge since 1971.

About Townsend Solutions



Townsend Solutions is a global leader in plastics-focused market research, strategic consulting and advisory services. With over 40 years of accumulated knowledge and a deep bench of industry experience, Townsend's reputation is built on providing highly detailed and specific information, keen analysis & insight. From oil price scenarios to end-use application level data, to granular details on over 60,000 plastic conversion plants, Townsend leverages its depth and expertise to provide knowledge, context and clarity to the industry.

Program

Monday October 15th, 2018

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8:00 AM - 10:00 AM

Registration & Welcome Coffee

10:00 AM - 10:30 AM

Welcome & Opening Comments

Corey Reardon, President & CEO, AWA Alexander Watson Associates

10:30 AM - 11:15 AM

Plastic Industry M&A Trends, Drivers, Implications & Opportunities

Roberto Ribeiro, *President*, Townsend Solutions

This presentation will provide an overview of the current state of the plastic industry, assessment of the latest key M&A activities and deep-dive into trends, drivers, implications & opportunities for downstream consolidation .

Townsend Solutions is a global leader in plastics-focused market research, strategic consulting and advisory services. With over 40 years of accumulated knowledge and a deep bench of industry experience, Townsend is known for highly detailed and specific information, keen analysis & insight.

11:15 AM - 11:45 AM

Global Consolidation in Flexible Packaging: Lead, Follow or Get Out of the Way

Thomas Blaige, *Chairman & Chief Executive Officer*, Blaige & Company

Tom established Blaige & Company, an international investment banking firm dedicated exclusively to the plastics, packaging and chemicals industries a decade ago. He has 30 years of transaction experience; he and his team of transaction and operations experts have completed over 200 transactions and visited over 400 plastics, packaging, and chemicals operations in over 40 countries. Blaige & Company's proprietary research department tracks and analyzes over 400 plastics industry M&A transactions annually on a worldwide basis.

11:45 AM - 12:45 PM

Lunch

12:45 PM - 1:45 PM

Panel Discussion: M & A as a Tool for Expanding Markets & Technology

Moderator:

Jonathan White, *Managing Director*, Mazzone & Associates

Panelists:

Jack Knott, *Owner*, Epac

Matthew Seidner *Senior Vice President*, Orora Limited

Scott May, *Vice President*, Inland Packaging

Program

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1:45 PM - 2:15 PM

Trends in Industry Consolidation

Mark Hahn, *Managing Director*, Graphic Arts Advisors, LLC

In recent years, the packaging and converting industry has seen strong consolidation activity, as family-owned printing and packaging companies have acquired smaller competitors, while major private and public consolidators roll-up into multi-billion-dollar global packaging suppliers manufacturing multiple product types and bridging across several vertical market segments. Mark Hahn, Managing Director of Graphic Arts Advisors and author of The Target Report will provide insight and cover ongoing trends.

Included:

- *An overview of M&A transactions occurring during the prior 12 months, highlighting most active segments, presented in clear graphic format, with comparison to prior TTM.*
- *Highlights of some sample transactions, ranging from simple tuck-in to complex strategic moves.*
- *What are the current market multiples – examples from real transactions.*

2:15 PM - 3:15 PM

Coffee & Networkingbreak

3:15 PM - 3:45 PM

M&A Defined: Multifaceted Tool for Value Creation

Timothy P. Burns, *Senior Advisor*, Cranial Capital, Inc.

Historical Review of Packaging Industry M&A - 2007-2018 YTD:

By Volume / Valuation

A review of the most notable recent transactions

Case studies highlighting strategies for select acquisitions

Doing acquisitions versus doing acquisitions well

Summary comments

3:45 PM - 4:15 PM

Labeling & Product Decoration Market

Corey Reardon, *President & CEO*, AWA Alexander Watson Associates

One of the verticals AWA specializes, in its focus on the Specialty Paper, Film, Packaging, Coating and Converting Sector, is the Labeling & Product Decoration Market. The labeling segment, across the value chain, is a hotbed of activity around M&A. In many ways the labeling segment has similar characteristics of the entire packaging industry, but is the most fragmented, being ripe for consolidation, across the value chain of any category. Highlighting the Global and Regional characteristics of the Labeling & Product Decoration Market, and the challenges & opportunities facing the segment also provides insights to the entire packaging market.

4:15 PM - 4:30 PM

Closing Remarks

4:30 PM - 6:00 PM

Cocktail Reception

Registration

	Early Bird <i>Until September 15, 2018</i>	Regular <i>As of September 16, 2018</i>
Regular Fee	595€	695€
Group Rate p.p <i>*3 or more delegates from the same company</i>	475€	475€
AWAccess™ Member	Complimentary	Complimentary

Register Here!

Registration Fee Includes:

- Full conference attendance
- Lunch, coffee & light refreshments
- Access to the Cocktail reception
- Post-event digital proceedings

Venue & Accommodation

The University Club of Chicago
75 East Monroe Street
Chicago | IL 60603 | USA

TEL: +1 312-726-2840
FAX: +1 312-696-2282

<http://www.ucco.com/>

AWA has arranged a special room rate with the University Club of Chicago at limited availability:

Hotel reservation information

Court Room	\$ 189 (Full bed) \$ 199 (Queen bed)
Monroe Room	\$ 229
Michigan Room	\$ 299

** Please note that these rates are only available from the 14th to the 15th of October 2018.*

The special rate is available until 31 of August 2018, for a limited number of rooms based on a first come, first served basis. After this time the hotel will accept reservations based on availability and best available rate.

Information on how to book your accommodation will be provided with your registration confirmation.

In order to make a hotel reservation:

- Call The University Club of Chicago at (312) 726 -2840, ask for Guest Room Reservations and mention you are coming for the AWA/ M&A group.
- Click on the following link: <http://www.ucco.com/>. At the bottom of the page you will find their reservation launcher and you will need to enter the group code: 6666. If you wish to arrive on an earlier date, or stay additional nights, please have call The University Club of Chicago at (312) 726 -2840 directly.

About AWA

Head Office

AWA Alexander Watson Associates
PO Box 69035
1060 CA Amsterdam

+31 20 676 2069
www.awa-bv.com

Reports

reports@awa-bv.com

Events

conferences@awa-bv.com

General

info@awa-bv.com

Related AWA Market Research



AWA Labeling & Product Decoration Annual Review 2018 provides an overview of the global and regional label markets. The Annual Review provides the current status of key aspects of the industry, including global volumes; market structures; market characteristics by region; and growth rates. Raw material trends and M&A activity are also assessed. The report is a practical tool for producers, material suppliers, and all companies involved in the value chain.