



## PLASTICS & PACKAGING MONITOR

OCTOBER 2011

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### Top News in PLASTICS & PACKAGING

*August 25, 2011* – Despite relatively flat demand in the North American PET market, prices are up an average of 3 cents per pound due to increased pressure on raw material suppliers over the first half of 2011. Tight supplies of paraxylene feedstock has led in part to increased prices, which subsequently lifted prices for purified terephthalic acid feedstock.

*August 1, 2011* – The plastics and packaging market for medical companies continues to expand as companies are executing growth plans through acquisitions, and have achieved organic growth via the opening of new plants and introduction of new service offerings. Many of the top players in medical plastics publicly indicated plans to expand during the Medical Design & Manufacturing East show in early June. After feeling pressure to grow their international footprint to service large customers. Many companies have also announced plans to install state of the art clean rooms, noting the importance of technological advancement in their pursuit to remain competitive in the medical space.

*July 8, 2011* – In a recent issue of the Advanced Energy Materials journal, the United Kingdom's Science and Technology Facilities Council reported the development of a process to create solar cells using polymers. The method was developed by scientists from the Universities of Sheffield and Cambridge and provides an easier, more cost effective way to create solar energy. The polymer-based solution can be produced in larger quantities and is cheaper than silicon cells, which are typically used for solar panels. The findings support the possibility of mass production of polymer nano-scale films and has resulted in a new grant, which will further fund the study and innovative processes for high-volume manufacturing and commercialization.

*July 12, 2011* – According to a Wall Street survey, publicly traded flexible packaging companies are expected to outperform comparable companies in related sectors over the next two years, projecting 12 percent growth in EPS compared to 11 percent among rigid packagers and 10 percent among folding carton manufacturers. Earnings growth is expected to be driven by continued consolidation within the flexible packaging sector, which is experiencing increased activity due to the highly fragmented nature of the market. Technology is also expected to play a key role in earnings growth among flexible packagers, particularly for pouch manufacturers who typically lead technological advancement in the packaging industry.

*June 24, 2011* – Greenstar Recycling and Vadaxx Energy announced the formation of a joint venture tasked with converting recovered plastics into synthetic crude oil. The joint venture will be based in Ohio and is expected to begin production in the middle of 2012. Vadaxx's proprietary process for the conversion, called thermal depolymerization, uses raw material feedstock from petroleum-based plastics to manufacture crude oil and natural gas. Greenstar views the JV as an opportunity to create a market for scrap plastics and provide an alternative process for creating oil and gas.

*June 14, 2011* – Unveiled during the recent Chinaplas show, China's newest five-year plastics strategic plan suggests a positive outlook for resin suppliers. The plan expects to achieve significant growth in China with opportunities for plastics to expand further into applications for energy efficiency, water conservation, and infrastructure growth. Additionally, the automotive industry is expected to be a key driver of plastics growth as stricter standards for carbon dioxide emissions push auto manufacturers to seek lighter materials through engineered plastics. Additionally, the plan forecasts increased research and development from resin companies, citing investment among several key players in technological centers throughout the country.



**John Hart**  
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## About P&M Corporate Finance

P&M Corporate Finance (“PMCF”) is an investment banking firm, focused exclusively on middle market transactions, with professionals in Chicago, Detroit, and across the globe through Corporate Finance International affiliates. Our dedicated Plastics & Packaging Group has extensive industry knowledge and covers a wide range of processes including thermoforming, extrusion, blow molding, injection molding, resin, and color & compounding. Offering a depth of advisory services, the Plastics and Packaging Group has helped clients worldwide meet their sale, acquisition, financing, and strategic growth objectives.

### Investment Banking Services:

- Mergers and Acquisitions
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- Capital Raising
- Strategic Assessments
- Fairness Opinions



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## Feature: Consolidation Trends in Caps & Closures (Part I)




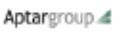







**At this year's 1st Annual Plastic Caps & Closures North American Conference, in Atlanta, GA, John Hart presented on consolidation trends in the caps & closures industry. A brief synopsis of Part 1 of his presentation is below.**

The plastic packaging industry has experienced significant consolidation via heightened levels of M&A activity throughout 2010 and 2011. Although the recent recession closed or restricted credit markets, and slowed non-distressed M&A activity in 2008 and 2009, caps and closures consolidation has increased every year since 2008. Caps and closures manufacturers M&A activity has been extensive, significantly altering the competitive landscape. To better understand these changes, PMCF studied consolidation trends among industry leaders and the rationale driving these developments.

PMCF reviewed 20 of the largest caps and closures suppliers as of 2006 and the M&A activity surrounding these companies. Over the past five years, four of the top 20 were consolidated by larger competitors and 11 of the leaders acquired 27 competitors within the caps and closures industry. Additionally, there has been a significant increase in private equity activity within the caps and closures space. In all, 16 of the top 20 leaders in caps and closures have been impacted by consolidation activity since 2006.

Acquired by Larger Competitors		
	Jun-06	• Amcor's white cap closures business was acquired by Silgan Holdings for \$273m
	Aug-07	• OI's Plastic Products Division was acquired by Rexam plc for \$1.8bn
	Nov-08	• Assets of Erie Plastics were acquired by Berry Plastics for \$6.5m
	Jun-11	• Rexam's beverage and specialty closures business was acquired by Berry Plastics for \$360m

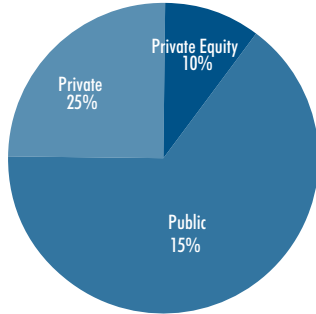
Changed Ownership or Capital Structure		
	Apr-07	• Apollo Management and Graham Partners acquired Berry Plastics
	Mar-06	• Private equity firm NPM Capital acquired Plasticum Innovative Packaging Solutions
	Sep-08	• DLJ Merchant Banking private equity acquired Guala Closures for \$447m
	Nov-08	• Portola Packaging was acquired from Chapter 11 bankruptcy by Wayzata Investment Partners
	Feb-08	• Rank Group acquired Alcoa's Closure Systems International
	Aug-10	• Irving Place Capital acquired Mold Rite Plastics

Acquired Competitors or Complimentary Entities		
	Aug-07	• Rexam acquired Owens Illinois' plastic packaging business
	Dec-07 to Sep-11	• Berry acquired Captive Plastics, MAC Closures, Erie Plastics, and Rexam's closures unit
	Feb-06 to Nov-10	• Silgan acquired Amcor's White Cap closures unit and IPEC Global
	Feb-06 to Aug-06	• Aptar Group acquired CCL Dispensing Systems and H. Englemann
	Jul-06 to Apr-07	• Plasticum acquired Audus Noble PP business and Berry Plastics UK
	Apr-06 to Nov-10	• MeadWestVaco acquired Saint-Gobain Calmar, Spray Plast SpA, Hays Products, and Keltec Dispensing Systems B.V
	Jun-10	• Greiner Packaging acquired Expan Company Group
	Oct-06 to Jun-07	• RPC Group acquired Barplas Limited, two Crown Risdon facilities, and DM Plast s.r.o
	Apr-06 to Jan-11	• Guala Closures acquired Supertap S.A., CSJC Tecnologia, Pharma Trade Srl, Danik AD, Plastivit SA, and Handlowe DGS
	Jul-11	• Rieke Packaging (TriMas) acquired Innovative Molding
	Mar-11	• Portola Packaging acquired Integra-Seal

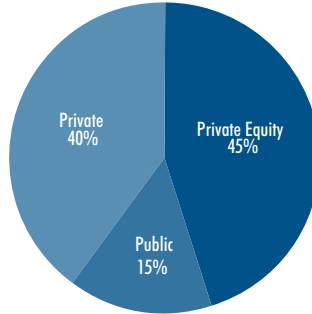
## Feature: Consolidation Trends in Caps & Closures (Part I)

### Consolidation Driving Significant Shifts In The Industry's Leadership

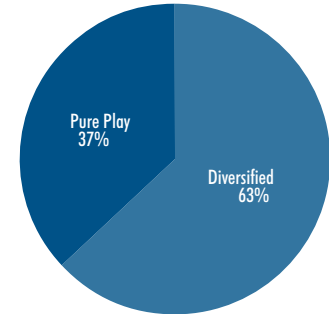
2006: Leaders by Ownership



2011: Leaders by Ownership



Strategic Acquisitions Among Industry Leaders: 2006–2011



27 Deals

Ownership type within the industry has been significantly impacted over the past 5 years as private equity investors have made an aggressive push into the caps and closures space. Illustrating this trend, in 2006 strategic ownership controlled 90% of caps and closures leaders. However, after five years of M&A, there has been a clear shift toward financial-based shareholders who now control 45% of industry leaders. As these financial leaders complete control investments, they have implemented new strategies and focused on creative approaches to grow in a consolidated space.

The impact of financial-based shareholders on consolidation activity has been made clear in changing the type of acquirer involved in caps and closures transactions. Historically, plastic packaging segments have generally been consolidated by strategic specialists focused on similar products and processes. Reviewing deals from 2006 to 2011, PMCF has observed a shift in the type of acquirers driving a significant amount of industry M&A. Diversified packaging organizations (those with multiple types of plastic processing technologies) are playing a more active role in M&A to capitalize on synergies between complementary processes and product offerings to customers. These diversified packaging consolidators were responsible for 63% of deals by caps and closures industry leaders in the last 5 years. Specifically, one emerging strategic path has been the combination of blow molded bottling and injection molded closures processes to create a full service, integrated suite of customer solutions.

## Key Caps & Closures Private Equity Transactions & Analysis

Transaction	Commentary/Results
Rank Group/Closure Systems International	<ul style="list-style-type: none"> <li>Financial/strategic hybrid that has been aggressively acquiring rigid packaging holdings over the past 5-6 years</li> <li>Diversified packaging play through acquisitions of CSI, Reynolds, and Pactiv</li> <li>Addition of Graham Packaging in June 2011 adds world class blow molding to complement caps &amp; closures, making them a global leader in diversified packaging</li> </ul>
Apollo Management & Graham Partners/Berry Plastics	<ul style="list-style-type: none"> <li>Highly acquisitive within caps &amp; closures including 4 major acquisitions within the past 5 years</li> <li>Caps &amp; closures-focused acquisitions through the Berry platform has created a one-stop, total packaging solutions provider offering every type of plastic packaging</li> </ul>
Irving Place Capital/Mold-Rite Plastics	<ul style="list-style-type: none"> <li>Acquisition of Mold Rite Plastics signals the private equity firm's advancement as an up and comer in the caps and closures packaging space</li> <li>Followed with acquisition of Progressive Plastics shortly after the purchase of Alpha as a separate platform that is complementary to Mold Rite caps &amp; closures capabilities</li> <li>Potential for combination of rigid plastic packaging manufacturers to create a single diversified platform with a variety of packaging products and vast manufacturing expertise</li> </ul>

Multiple drivers have attracted financial investors to plastic packaging. These factors include the potential for consolidation in a specific processing type (i.e.; a closures roll up strategy), stable and non-cyclical demand trends, and the potential for build and grow strategies by creating larger, multi-process packaging platforms. As detailed in the table above, three of these private equity consolidators have been particularly active in caps and closures including Rank Group (CSI), Apollo Management (Berry Plastics), and Irving Place Capital (Mold Rite). The aggressive strategies employed by groups such as these have directly supported the on-going strategic diversification within caps and closures. In reviewing the five year industry trends which have led to today's environment and current ownership mix across the industry, we expect continued consolidation among caps and closures processors and across packaging technologies leading to larger, integrated suppliers.

Private equity players have played a key role in implementing strategic diversification within caps and closures and we expect them to continue to drive consolidation between companies that utilize different plastic processes. This trend will position plastic processors to serve complementary end markets and product needs as evidenced by such activity between bottling and caps and closures companies.

## Select Transactions in Plastics & Packaging

Date	Buyer	Target	Industry/ Application	Enterprise Value (\$mm)	EV/EBITDA
<b>Injection Molding</b>					
20-Jun-11	Berry Plastics Corporation	Rexam Plc, Beverage and Speciality Closures Business	Food & Beverage	\$360.2	-
8-Jul-11	Phillips Plastics Corporation	Medisize Corporation	Medical	\$99.8	7.9x
15-Jul-11	Nardson Corporation (NasdaqGS:NDSN)	Value Plastics, Inc.	Medical	\$250.0	-
9-Aug-11	PKC Group Oyj (HLSE:PKCTV)	AEEs, Inc.	Industrial	\$172.8	-
<b>Blow Molding</b>					
2-Jun-11	HSIL Ltd (BSE:500187)	Garden Polymers Pvt. Ltd.	Food & Beverage	\$19.9	-
13-Jun-11	Reynolds Group Holdings Ltd.	Graham Packaging Company, Inc. (NYSE:GRM)	Consumer	\$4,485.3	8.6x
19-Aug-11	Mitsubishi Corporation (TSE:8058)	Chuo Kagaku Co., Ltd. (JASDAQ:7895)	Food & Beverage	\$279.1	4.1x
<b>Resin and Color &amp; Compounding</b>					
16-Jun-11	DAK Americas, LLC	Wellman, Inc., PET Plastics Business	Industrial	\$185.0	-
24-Jun-11	Kaneka Corporation (TSE:4118)	Evonik Industries AG, Acrylate-based Plastic Additives and Plastisols Business	Industrial	-	-
18-Jul-11	H.I.G. Europe	Haltermann Products GmbH	Industrial	-	-
26-Jul-11	Braskem America, Inc.	The Dow Chemical Company, Global Polypropylene Business	Industrial	\$340.0	6.7x
3-Aug-11	RPM Performance Coatings Group, Inc.	API s.p.a.	Industrial	-	-
2-Aug-11	Plastics Color Corporation of Illinois	Polysource, LLC	Industrial	-	-
18-Aug-11	Nuplex Industries Limited (NZSE:NPX)	Acquos Masterbatch Pty. Ltd.	Industrial	-	-
<b>Film</b>					
1-Jun-11	Inteplast Group Ltd	Vifan USA Inc.	Food & Beverage	-	-
15-Jun-11	Oji Paper Asia Sdn. Bhd.	HPI Resources Bhd (KLSE:HPI)	Food & Beverage	\$127.5	7.0x
22-Jun-11	Master Packaging, Inc.	Star Packaging Corp.	Food & Beverage	-	-
1-Aug-11	Bemis Company, Inc. (NYSE:BMS)	Mayar Packaging Enterprises (1968) Ltd.	Consumer	\$93.0	-
3-Aug-11	Sun European Partners, LLP	Unterland Flexible Packaging AG	Food & Beverage	-	-
9-Aug-11	CITIC Capital Private Equity	Higashiyama Film Co. Ltd. (JASDAQ:4244)	Consumer	\$74.9	6.5x
10-Aug-11	Saint-Gobain Performance Plastics Corporation	Bekaert Specialty Films, LLC	Industrial	-	-
<b>Sheet &amp; Thermoforming</b>					
24-Jun-11	Spara LLC	TriEnda, LLC	Industrial	-	-
27-Jun-11	Consorzio Cooperativo di Produzione E Lavoro S.C.R.L.	ONO-Packaging SAS	Food & Beverage	-	-
1-Jul-11	National Container Group LLC	MAIDER IBC srl	Consumer	-	-
12-Jul-11	Rowmark, LLC	Southtech Decorative Laminations	Automotive	-	-
29-Jul-11	Jushi Group Co., Ltd.	Gibson Enterprises, Inc. (nka:Jushi USA)	Industrial	\$18.0	-
24-Aug-11	Carvajal S.A.	Grupo Convermex S.A. de C.V.	Consumer	\$180.0	-
<b>Specialty Processes (Rotomolding, Form, Profile Extrusion, &amp; Other)</b>					
3-Jun-11	Composite Technology Investors LLC	Utility Composite Solutions International, Inc.	Industrial	-	-
7-Jun-11	VEKA AG	Bowater Building Products Limited	Construction	-	-
24-Jun-11	Nuplex Industries Limited; Rpc Technologies Pty Ltd	Fibrelogic Pipe Systems Pty Ltd.	Industrial	\$27.4	-
4-Jul-11	Gresham Private Equity	Walker Technical Resources Limited	Industrial	-	-
22-Jul-11	Pexco LLC	AllWest Plastics, Inc.	Industrial	-	-
25-Jul-11	Graham Partners	Chelsea Building Products, Inc.	Construction	-	-
26-Jul-11	LTI Flexible Products	Boyd Corporation	Industrial	-	-

### Featured Transaction – Financial Buyer

*June 13, 2011* — Auckland, New Zealand-based Reynolds Group Holdings, the operating arm of private equity group Rank Group Holdings, acquired Graham Packaging, Inc. from private equity firm and major shareholder The Blackstone Group for \$4.9 billion at 8.6x EBITDA. The transaction is the group's latest acquisition and indicates the firm's continued strategy toward leadership as a large diversified packaging company. The deal is Rank's fifth rigid packaging acquisition since 2006. Graham Packaging brings world class blow molding to complement the caps and closures operations obtained through the acquisitions of Closure Systems International in 2008 and Pactiv Corporation in 2010.

York, PA-based Graham Packaging is a manufacturer of custom, blow molded plastic containers for consumer products companies. Graham's products serve the food and beverage, household, personal care, and automotive markets. The company was ranked as the 2nd largest blow molder in North America by Plastic News in 2010.

### Featured Transaction – Marquee Deal

*June 20, 2011* — Evansville, IN-based Berry Plastics Corporation signed an agreement to acquire the beverage and specialty closures business from Rexam Plc (LSE:REX) for \$360 million. Berry's private equity owners Apollo Management and Graham Partners have been extremely active in M&A across all plastics processes with Rexam being the most recent of four acquisitions within the caps and closures space since 2006. The acquisition grows Berry's product offerings to include nearly every type of plastic packaging.

London, United Kingdom-based Rexam Plc is a global manufacturer of plastic packaging solutions for food and beverage and consumer applications. It manufactures aluminum cans and injection molded containers and closures for markets in Europe, North and South America, and the Asia-Pacific rim.

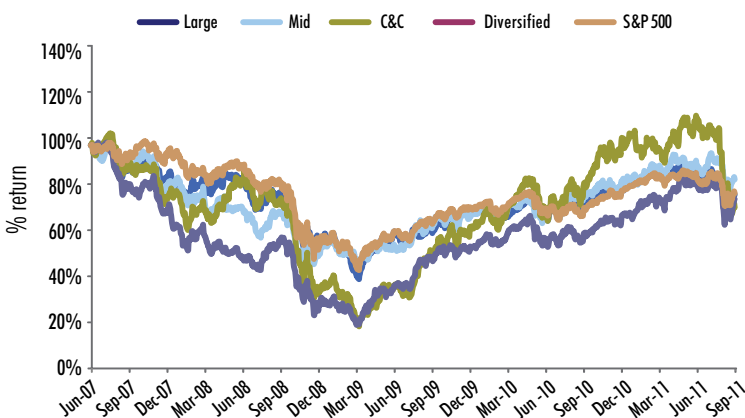
## Plastics & Packaging Equity Valuation

Company Name	Symbol	Financials / Metrics (\$USD) (8/30/11)				EV / EBITDA Multiples		
		LTM Revenue	LTM EBITDA	Market Cap	Price/Earnings	Current	3 Year Average	Projected ^
<b>Large Packaging (Large)</b>								
Amcort Ltd.	ASX:AMC	\$ 12,265	\$ 1,224	\$ 8,127	\$ 23.34	9.0x	9.5x	7.0x
AptarGroup, Inc.	NYSE:ATR	2,240	417	3,371	19.19	8.1x	7.5x	7.5x
Avery Dennison Corp.	NYSE:AVY	6,663	684	3,084	10.47	6.6x	8.2x	5.9x
Bemis Co. Inc.	NYSE:BMS	5,238	670	3,212	15.37	7.0x	7.3x	7.0x
Rexam plc	LSE:REX	7,276	1,096	4,842	11.30	6.8x	6.1x	NA
Sealed Air Corp.	NYSE:SEE	4,680	703	2,951	12.97	5.2x	6.6x	4.4x
Silgan Holdings Inc.	NasdaqGS:SLGN	3,239	456	2,660	17.47	8.9x	6.0x	7.5x
Sonoco Products Co.	NYSE:SON	4,424	551	3,156	15.87	6.7x	6.8x	6.5x
<b>Large Average</b>		<b>\$ 5,753</b>	<b>\$ 725</b>	<b>\$ 3,925</b>	<b>\$ 15.75</b>	<b>7.3x</b>	<b>7.2x</b>	<b>6.5x</b>
<b>Mid-Size Packaging (Mid)</b>								
AEP Industries Inc.	NasdaqGS:AEPI	\$ 936	\$ 49	\$ 167	\$ 27.60	7.8x	8.5x	NA
CCL Industries, Inc.	TSX:CCL.B	1,189	220	990	13.32	5.6x	5.3x	5.1x
Multi-Color Corp.	NasdaqGS:LABL	365	60	349	14.80	7.9x	7.5x	NA
RPC Group plc	LSE:RPC	1,282	112	814	16.80	9.8x	5.2x	NA
Tredegar Corp.	NYSE:TG	773	89	536	18.77	5.0x	5.9x	4.3x
Wipac, Ltd.	TSX:WPK	611	110	697	13.41	5.8x	6.3x	5.2x
<b>Mid-Size Average</b>		<b>\$ 859</b>	<b>\$ 107</b>	<b>\$ 592</b>	<b>\$ 17.45</b>	<b>7.0x</b>	<b>6.4x</b>	<b>4.9x</b>
<b>Color &amp; Compounds (C&amp;C)</b>								
A. Schulman, Inc.	NasdaqGS:SHUM	\$ 2,091	\$ 118	\$ 562	\$ 13.20	5.7x	7.0x	5.0x
Clariant AG	SWX:CLN	7,805	1,021	2,897	8.02	4.7x	5.0x	NA
Cytec Industries, Inc.	NYSE:CYT	2,964	385	2,251	15.60	6.2x	6.7x	4.8x
Ferro Corp.	NYSE:FOE	2,233	245	725	17.95	4.3x	6.3x	4.1x
PolyOne Corp.	NYSE:POL	2,786	220	1,179	5.22	3.1x	5.4x	4.8x
<b>C&amp;C Average</b>		<b>\$ 3,576</b>	<b>\$ 398</b>	<b>\$ 1,523</b>	<b>\$ 12.00</b>	<b>4.8x</b>	<b>6.1x</b>	<b>4.7x</b>
<b>Diversified and Industrial Plastics (Diversified)</b>								
Filtrona plc.	LSE:FLTR	\$ 799	\$ 159	\$ 1,190	\$ 17.28	8.3x	6.6x	NA
Georgia Gulf Corporation	NYSE:GGC	3,071	260	726	11.12	5.6x	8.3x	4.5x
Intertape Polymer Group, Inc.	TSX:ITP	770	52	134	NA	7.1x	10.1x	NA
Jarden Corp.	NYSE:JAH	6,443	750	2,657	11.85	7.2x	7.8x	6.5x
Myers Industries, Inc.	NYSE:MYE	746	69	378	NA	6.7x	7.9x	NA
Plastic Omnium SA	ENXTPA:POM	5,107	516	1,394	6.51	4.5x	4.0x	NA
Simona AG	DB:SIM	409	38	302	21.39	6.6x	6.1x	NA
Spartech Corp.	NYSE:SEH	1,069	48	136	NA	7.6x	7.5x	4.1x
Trex Co. Inc.*	NYSE:TREX	283	30	284	NA	11.6x	11.7x	6.1x
<b>Diversified Average</b>		<b>\$ 2,077</b>	<b>\$ 214</b>	<b>\$ 800</b>	<b>\$ 13.63</b>	<b>7.3x</b>	<b>7.8x</b>	<b>5.3x</b>

*Income Statement data as of last period date reported*

*Currency conversion rate as of 9/29/2011*

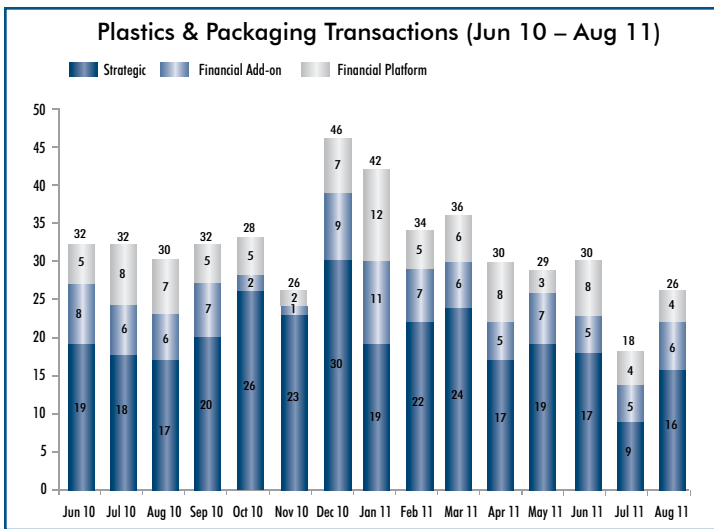
Performance of PMCF Indices vs. S&P 500



### PMCF Key Takeaways and Analysis

- The Large and Mid-Sized components of the PMCF index are trading at higher EV/EBITDA multiples than their three-year average while the Diversified and C&C components have dipped below their three-year average
- All PMCF indices continue to trade at discounts when compared to pre-recession levels, and only the Mid-Sized component is trading at a higher level than its benchmark, the S&P 500
- Color & Compounding companies are now trading at the lowest level of the PMCF index groupings

## Plastics & Packaging Transaction Statistics

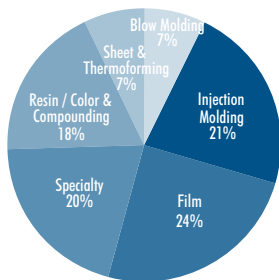


### Transactions by End Market

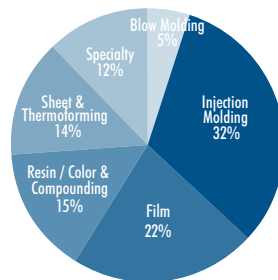
End Market	Jun 10- Aug 10	% of Total	Jun 11- Aug 11	% of Total
Food & Beverage	18	19.1%	12	16.2%
Industrial	31	33.0%	31	41.9%
Consumer	13	13.8%	13	17.6%
Construction	6	6.4%	9	12.2%
Medical	12	12.8%	3	4.1%
Automotive	12	12.8%	4	5.4%
Transportation	0	0%	1	1.3%
Electronics	2	2.1%	1	1.3%
<b>Total</b>	<b>94</b>	<b>100%</b>	<b>74</b>	<b>100%</b>

### Transactions by Process Type

Jun 10 – Aug 10



Jun 11 – Aug 11



### Packaging Transaction Detail

Packaging Detail	Jun 10- Aug 10	% of Total	Jun 11- Aug 11	% of Total
Rigid Packaging	11	34%	11	43%
Flexible Packaging	19	44%	10	50%
Bottles	3	22%	1	7%
<b>Total</b>	<b>33</b>	<b>100%</b>	<b>22</b>	<b>100%</b>

### Distressed Transaction Detail

	Jun 10- Aug 10	% of Total	Jun 11- Aug 11	% of Total
Distressed	6	18.2%	1	4.5%

### PMCF Key Takeaways & Analysis

Transaction volume for the Plastics and Packaging industry from June 2011 through August 2011 was characterized by the following trends:

- As a result of a large dip in transaction volume during July 2011, overall M&A activity decreased more than 20% compared with the same period last year
- Despite lower levels of transaction volume, the mix of activity among strategic and financial buyers remained consistent during the comparison period
- Industrial and consumer-related transaction volume remained strong and activity among construction end markets increased during the comparison period while medical, automotive, and food & beverage deals experienced the largest declines
- Flexible packaging deals declined nearly 50% versus the same period last year
- Overall transaction mix among plastic processes experienced a slight shift as deals involving injection molding and sheet and thermoforming companies realized large increases as a percentage of total deal volume during the comparison period
- Distressed activity has declined to very minimal levels
- The sharp drop in M&A activity experienced during July 2011 is potentially a result of the digestion of the high level of acquisitions that occurred in early 2011 and market volatility stemming from political policy uncertainty

Source: P&M Corporate Finance

# P&M CORPORATE FINANCE, LLC

INVESTMENT BANKING FOR THE MIDDLE MARKET

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## TRANSACTION UPDATE

\$240,000,000

**HILLENBRAND**

has acquired

**ROTEX**

*The undersigned initiated this transaction  
and served as financial advisor to Hillenbrand, Inc.*

**P&M CORPORATE FINANCE, LLC**  
INVESTMENT BANKING FOR THE MIDDLE MARKET

## P&M CORPORATE FINANCE ADVISES HILLENBRAND ON \$240M ACQUISITION OF ROTEX

P&M Corporate Finance, LLC (PMCF) is pleased to announce that Hillenbrand, Inc. (NYSE: HI) has acquired ROTEX Global, LLC (ROTEX) for \$240 million in cash from Windjammer Capital Investors. PMCF served as Hillenbrand's exclusive financial advisor in the transaction and also provided the company with a fairness opinion.

This is the second transaction for which PMCF has advised Hillenbrand. In April 2010, Hillenbrand acquired K-Tron International, a leading global process equipment manufacturer, for \$435 million. Having established the K-Tron platform in 2010, Hillenbrand and PMCF continued to work closely together to find companies that exhibited attractive growth characteristics in adjacent applications and markets. In conjunction with Hillenbrand, PMCF identified ROTEX as part of a continuing comprehensive search process that already has identified more than 700 companies across primarily Europe, Asia, and North America.

FOR MORE INFORMATION, VISIT [WWW.PMCF.COM](http://WWW.PMCF.COM)

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