

Mergers & Acquisitions Executive Forum 2013

Resin and Fiber Based Packaging, Coating, and Converting Conference

March 18, 2013 — University Club of Chicago, Chicago, IL, USA

Dear Sirs/Madams,

Merger and acquisition activities continue to pick up the pace across many sectors. The resin and fiber based packaging, coating, and converting sector is no exception. The buying and selling of companies across the packaging, coating, and converting sector by other companies, for strategic reasons, or by private equity and investment groups, for financial reasons, is increasing. The sector is poised for further consolidation. Future growth and profitability are attractive, and opportunities exist for both strategic and financial buyers.

The M&A Executive Forum 2013, 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. Over the next 12 to 18 months it is expected that there will be numerous M&A opportunities for both strategic and financial buyers across the sector, particularly as consolidation will be necessary, and heavily-leveraged firms face financial uncertainty. Senior managers and financial buyers with an understanding of the sector, as well as an understanding of current M&A tools, will be positioned to take advantage of acquisition opportunities to improve and grow their companies and financial performance.

The M&A Executive Forum 2013 is a unique event that brings together senior executives from companies within the sector, private equity firms, investment banks, lenders, financial intermediaries, and other experts to network, educate, discuss, debate, and share valuable insights within the sector and within the M&A arena. On behalf of AWA I invite you to participate in this unique event and take advantage of the opportunity to be part of this sector-focused M&A Forum.

Sincerely yours,

Corey Reardon, President & CEO
AWA Alexander Watson Associates



Corey Reardon
President & CEO
AWA Alexander
Watson Associates

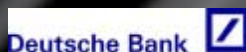
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Speakers include:



M&A Executive Forum Program - Monday March 18, 2013

- 7.00 - 8.00am Continental Breakfast & Registration**
- 8.00 - 8.15 Welcome and Opening Comments**
Corey Reardon, President & CEO, AWA Alexander Watson Associates
- 8.15 - 8.45 Paper, Film, Coating, Laminating & Converting Market: Industry Outlook and Future Expectations**
Corey Reardon, President & CEO, AWA Alexander Watson Associates
- 8.45 - 9.15 Labeling Industry Overview**
Jackie Marolda, Vice President & Senior Consultant, AWA Alexander Watson Associates
- 9.15 - 9.45 M & A Trends in 2013**
James M. Hill, Partner and Executive Chairman, Benesch, Friedlander, Coplan & Aronoff LLP
Included topics: Are Sellers returning to the table and if not, why not; If there is still a dearth of "inventory" as to sellers, how are buyers finding targets?; What are the common flaws in a seller's presentation that hurt it as to valuation and getting closed?; What do buyer's hate and seller's love about auctions; Deal terms – escrows, caps, baskets and how the purchase price is being paid; Rollover equity with PE buyers – how much and can you avoid it if an owner/manager.
- 9.45 - 10.15 Forestry, Paper & Packaging Industry: 2011 / 2012 performance of the top 100 and outlook**
Ian Murdoch, Director Global Forest, Paper & Packaging – Austria, PricewaterhouseCoopers
This presentation will review the Annual Global Survey of the Top 100 players in the Forest Paper & Packaging (FPP) Industry, which covers 2011 performance - globally and by region - and will be issued quite shortly. It will also discuss the quarterly earnings summaries for 2012 and give some interesting insights about the future from the 50 or so FPP CEO 's interviewed as part of the wider-ranging Annual CEO Survey.
- 10.15 - 11.00 Coffee Break and Networking**
- 11.00 - 11.30 Pulp & Paper M&As: Focus shifting from big ones to selective ones**
Gregory Rudder, Editor, PPI Pulp & Paper Week
Major consolidation and acquisitions occurred the last 10 years in the US industry as overall paper and paperboard capacity declined, offshore capacity surged in China, and the Great Recession strangled down paper demand, causing bankruptcies, shutdowns, and sell-offs. The consolidations put much more capacity into fewer hands -- as never before -- at the top of each paper and board sector in America. Today, US companies seek to strengthen their operations and even look afar for the right combinations and deals.
- 11.30 - 12.00 Finding the Synergistic Seller in the Printing Industry**
Rock LaManna, President & CEO, LaManna Alliance
The \$83 billion printing industry is loaded with opportunities. But for today's investor, the key is navigating through the nuance of the various types of operations, and aligning yourself with a company poised to expand. Rock LaManna, CEO of the LaManna Alliance, will provide an oversight of the current printing marketplace, explaining where today's investors can find unexpected areas for growth. He'll also discuss the psyche of the typical printing owner, and explain the best methods for approaching an M&A prospect.
- 12.00 - 12.30 Financing Considerations for a Consolidating Industry**
Paul Wren, Director, Wells Fargo Securities
Financing markets are playing an increasingly important role supporting successful strategic transactions for packaging companies. Drivers influencing bank and other capital providers will have important implications for future deals and investment opportunities.

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12.30 - 1.00pm Lessons Learned from Failed Acquisitions

Ed Zumbiel, Executive Vice President, Zumbiel Packaging

Zumbiel Packaging, one of the largest independent, non-integrated converters in the US, will share real life experiences, insights, frustrations and mistakes as a novice in the field of M&A. This presentation will also provide recommendations to lawyers, bankers, accountants and others who seek to advise small to mid-size companies for adding value to the acquisition process.

1.00 - 2.00 Lunch and Networking

2.00 - 3.00 Expert Panel Discussion: Private Equity Markets – Outlook and Expectations for the Sector

Rock LaManna, President & CEO, LaManna Alliance

Tom Parro, Founding Partner and Senior Managing Director, MERK Capital Corporation

Adam Piatkowski, Managing Principal, Graham Partners

Jay Radtke, Director, Mason Wells

Moderator: Thomas Blaige, Chairman and CEO, Blaige & Company

3.00 - 3.30 Packaging Merger & Acquisition Trends

William J. Hornell, Managing Director Mesirow Financial

Mesirow Financial will offer a brief mergers and acquisitions overview of the key trends, themes and activities within the packaging and film sectors. Since the beginning of 2010, M&A activity has rebounded strongly. Since that time, both strategic and financial buyers have been actively pursuing transactions to expand product lines, enhance geographic reach and realize operational synergies. Publicly traded strategic acquirers are under pressure to grow their businesses and are sitting on record levels of cash. Financial acquirers are benefitting from robust debt markets, and need to deploy capital or risk returning it to investors. Mesirow Financial will also offer some insights as to what 2013 brings for the packaging and labeling M&A markets.

3.30 - 4.15 Coffee Break and Networking

4.15 - 5.15 Expert Panel Discussion: Investment Banking & Financial Market Trends and Outlook For the Sector

Thomas Blaige, Chairman and CEO, Blaige & Company,

James Hill, Partner and Executive Chairman, Benesch, Friedlander, Coplan & Aronoff

William J. Hornell, Managing Director, Mesirow Financial

Christopher Weil, Director Global Banking - Industrials Group, Deutsche Bank Securities

Moderator: Ian Murdoch, Director Global Forest, Paper & Packaging – Austria, PricewaterhouseCoopers

5.15 - 5.45 Private Equity Interest in Packaging: What makes the segment attractive and why?

Graham Schindler, Director, Houlihan Lokey

Private Equity investors have long viewed the packaging market as an attractive segment for investment. Houlihan Lokey (HL) will review the segment traits and characteristics that make packaging interesting for these investors, and the market dynamics that impact demand and value. As part of the presentation, HL will also discuss the investment trends and key private equity players in the packaging space.

5.45 Closing Remarks and Forum Close

5.45 - 7.00 Cocktail Reception

Forum Details

Venue
University Club of Chicago
76 East Monroe Street
Chicago, IL 60603 - USA
Tel: +1 (312) 726-2840
Fax: +1 (312) 726-0620

Hotel
Hotel accommodation is not included in the conference registration fee and is the responsibility of individual participants. The University Club of Chicago is offering a special room rate to conference participants for bookings made latest by February 25th, 2013. After this date the club will accept reservations on a space available basis, at the current available rates.

Hotel reservations for the University Club of Chicago can be made by calling the telephone number +1 (312) 726 2840. There are three types of hotel rooms available, namely the Court / Monroe / Michigan rooms. Please mention that you will be attending this event in order to get the special room rate.

Special Room Rate - available until February 25, 2013

Court: USD 159 * smaller, interior rooms with no views & either one queen or one full size bed
Monroe: USD 199 * Standard hotel room with either one king or two double beds facing Monroe Street
Michigan: USD 259 * Larger room with one king bed with beautiful views of lake Michigan / Millennium Park / Michigan Avenue

* Room rates are quoted exclusive of applicable state and local taxes or applicable service, or hotel-specific fees (surcharge of 18%) in effect at the hotel at the time of the meeting.

Forum Fee

The registration fee includes attendance, lunch, coffee breaks, cocktail reception and online forum proceedings. Registrations may be limited and will be accepted on a first-come, first-served basis.

Payment

The forum fee must be paid to confirm registration. To pay by bank transfer, please use the bank information provided below. AMEX, Eurocard/MasterCard and VISA are accepted. Make checks payable to AWA Conferences & Events.

Cancellation Policy

Submit a cancellation in writing or by fax to AWA Conferences. You may cancel your registration for a 75% refund from the date of registration until 30 working days prior to the conference. Cancellations received between 29 and 0 working days prior to the conference will not receive a refund. If you can not attend, you may designate an alternative attendee from your company by contacting AWA Conferences. Registrants who fail to attend or cancel between the 29 and 0 working days prior to the conference are liable for the entire fee. No warranties for changes are expressed or implied.

AWA Conferences reserves the right to cancel an event and commits to inform the registrant no later than 29 working days prior to the event. In this case only the registration fee will be refunded.

RSVP

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- ☐ Reserve a tabletop exhibit for me at USD 995 (conference registration is required)

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